

BRYN MAWR BANK CORP  
Form 10-Q  
May 10, 2013  
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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**Form 10-Q**

**Quarterly Report Under Section 13 or 15 (d)**  
**of the Securities and Exchange Act of 1934.**

**For Quarter ended March 31, 2013**

**Commission File Number 0-15261**

**Bryn Mawr Bank Corporation**

(Exact name of registrant as specified in its charter)

**Pennsylvania**  
(State or other jurisdiction of

**23-2434506**  
(I.R.S. Employer

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incorporation or organization)

identification No.)

801 Lancaster Avenue, Bryn Mawr, Pennsylvania  
(Address of principal executive offices)

19010  
(Zip Code)

Registrant's telephone number, including area code (610) 525-1700

Not Applicable

Former name, former address and fiscal year, if changed since last report.

Indicate by checkmark whether the registrant (1) has filed all reports to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by checkmark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer, or a smaller reporting company. See definition of accelerated filer, large accelerated filer, and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer   
Non-accelerated filer  Smaller reporting company   
Indicate by checkmark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act) Yes  No

Indicate the number of shares outstanding of each of the issuer's class of common stock, as of the latest practicable date.

Class	Outstanding at May 7, 2013
Common Stock, par value \$1	13,510,917

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**BRYN MAWR BANK CORPORATION AND SUBSIDIARIES**

**FORM 10-Q**

**QUARTER ENDED March 31, 2013**

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<i>(dollars in thousands)</i>	(unaudited) March 31, 2013	December 31, 2012
<b>Assets</b>		
Cash and due from banks	\$ 12,013	\$ 16,203
Interest-bearing deposits with banks	136,534	159,483
Cash and cash equivalents	148,547	175,686
Investment securities available for sale, at fair value (amortized cost of \$322,958 and \$311,747 as of March 31, 2013 and December 31, 2012 respectively)	327,799	316,614
Investment securities, trading	2,168	1,447
Loans held for sale	3,233	3,412
Portfolio loans and leases	1,405,239	1,398,456
Less: Allowance for loan and lease losses	(14,447)	(14,425)
Net portfolio loans and leases	1,390,792	1,384,031
Premises and equipment, net	31,072	31,170
Accrued interest receivable	6,168	5,955
Deferred income taxes	10,854	12,303
Mortgage servicing rights	4,593	4,491
Bank owned life insurance	19,975	19,862
FHLB stock	10,663	10,761
Goodwill	32,897	32,897
Intangible assets	21,337	21,998
Other investments	4,347	4,346
Other assets	15,718	10,912
<b>Total assets</b>	<b>\$ 2,030,163</b>	<b>\$ 2,035,885</b>
<b>Liabilities</b>		
Deposits:		
Non-interest-bearing	\$ 407,453	\$ 399,673
Interest-bearing	1,203,201	1,235,009
Total deposits	1,610,654	1,634,682
Short-term borrowings	38,362	9,403
Long-term FHLB advances and other borrowings	148,636	161,315
Accrued interest payable	949	1,233
Other liabilities	21,394	25,688
<b>Total liabilities</b>	<b>1,819,995</b>	<b>1,832,321</b>

**Shareholders equity**

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Common stock, par value \$1; authorized 100,000,000 shares; issued 16,460,272 and 16,390,608 shares as of March 31, 2013 and December 31, 2012, respectively, and outstanding of 13,500,413 and 13,412,690 as of March 31, 2013 and December 31, 2012, respectively	16,461	16,390
Paid-in capital in excess of par value	90,931	89,137
Less: Common stock in treasury at cost 2,959,859 and 2,977,918 shares as of March 31, 2013 and December 31, 2012, respectively	(30,559)	(30,745)
Accumulated other comprehensive loss, net of tax benefit	(8,565)	(10,078)
Retained earnings	141,900	138,860
Total shareholders' equity	210,168	203,564
Total liabilities and shareholders' equity	\$ 2,030,163	\$ 2,035,885

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*

**Table of Contents****BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Consolidated Statements of Income Unaudited**

<i>(dollars in thousands, except share and per share data)</i>	<b>Three Months Ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
<b>Interest income:</b>		
Interest and fees on loans and leases	\$ 17,812	\$ 17,172
Interest on cash and cash equivalents	69	23
Interest on investment securities:		
Taxable	857	1,103
Non-taxable	85	38
Dividends	32	36
 Total interest income	 18,855	 18,372
<b>Interest expense on:</b>		
Deposits	775	1,126
Short-term borrowings	4	6
Long-term FHLB advances and other borrowings	667	964
Subordinated debentures		291
 Total interest expense	 1,446	 2,387
 Net interest income	 17,409	 15,985
<b>Provision for loan and lease losses</b>	<b>804</b>	<b>1,000</b>
 Net interest income after provision for loan and lease losses	 16,605	 14,985
<b>Non-interest income:</b>		
Fees for wealth management services	8,349	6,229
Service charges on deposits	584	580
Loan servicing and other fees	451	435
Net gain on sale of residential mortgage loans	1,518	1,170
Net gain on sale of investment securities available for sale	2	
Net loss on sale of other real estate owned ( OREO )	(52)	(41)
Bank owned life insurance ( BOLI ) income	113	118
Other operating income	825	1,096
 Total non-interest income	 11,790	 9,587
<b>Non-interest expenses:</b>		
Salaries and wages	8,810	7,505
Employee benefits	2,325	2,160
Net gain on curtailment of nonqualified pension plan	(570)	
Occupancy and bank premises	1,750	1,375
Furniture, fixtures, and equipment	819	891
Advertising	412	320
Amortization of mortgage servicing rights	212	219
Net impairment (recovery) of mortgage servicing rights	71	(110)
Amortization of intangible assets	661	509
FDIC insurance	258	219
Due diligence and merger-related expenses	714	209
Professional fees	575	657
Early extinguishment of debt costs and premiums	347	
Other operating expenses	3,851	2,841

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Total non-interest expenses	20,235	16,795
Income before income taxes	8,160	7,777
Income tax expense	2,840	2,704
<b>Net income</b>	<b>\$ 5,320</b>	<b>\$ 5,073</b>
Basic earnings per common share	\$ 0.40	\$ 0.39
Diluted earnings per common share	\$ 0.40	\$ 0.39
Dividends declared per share	\$ 0.17	\$ 0.16
Weighted-average basic shares outstanding	13,205,538	12,979,746
Dilutive shares	230,413	147,502
Adjusted weighted-average diluted shares	13,435,951	13,127,248

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*

**Table of Contents****BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Consolidated Statements of Comprehensive Income    Unaudited**

<i>(dollars in thousands)</i>	<b>Three Months Ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
Net income	\$ 5,320	\$ 5,073
Other comprehensive income (loss):		
<b>Net change in unrealized (losses) gains on investment securities available for sale:</b>		
Net unrealized (losses) gains arising during the period, net of tax (benefit) expense of (\$8) and \$360, respectively	(16)	669
Less: reclassification adjustment for net gains on sales realized in net income, net of tax expense of \$1 and \$0, respectively	(1)	
Unrealized investment (losses) gains, net of tax (benefit) expense of (\$9) and \$360, respectively	(17)	669
<b>Net change in fair value of derivative used for cash flow hedge:</b>		
Change in fair value of hedging instruments, net of tax expense of \$64 and \$0, respectively	119	
<b>Net change in unfunded pension liability:</b>		
Change in unfunded pension liability related to unrealized loss, prior service cost and transition obligation, net of tax expense of \$132 and \$146, respectively	247	272
Change in unfunded pension liability related to curtailment, net of tax expense of \$627 and \$0, respectively	1,164	
Total change in unfunded pension liability, net of tax expense of \$759 and \$146, respectively	1,411	272
Total other comprehensive income	1,513	941
Total comprehensive income	\$ 6,833	\$ 6,014

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*



**Table of Contents****BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Consolidated Statements of Cash Flows Unaudited**

<i>(dollars in thousands)</i>	<b>Three Months Ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
<b>Operating activities:</b>		
Net Income	\$ 5,320	\$ 5,073
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for loan and lease losses	804	1,000
Provision for depreciation and amortization	1,844	1,693
Net gain on sale of investment securities available for sale	(2)	
Net gain on sale of residential mortgages	(1,518)	(1,170)
Stock based compensation cost	248	174
Amortization and net impairment of mortgage servicing rights	283	109
Net accretion of fair value adjustments	(807)	(461)
Amortization of intangible assets	661	509
Net loss on sale of OREO	52	41
Net increase in cash surrender value of bank owned life insurance	(113)	(118)
Other, net	(6,987)	(2,716)
Loans originated for resale	(51,614)	(37,038)
Proceeds from loans sold	52,926	33,727
Provision for deferred income taxes	635	348
Change in income taxes payable/receivable	(1,079)	2,145
Change in accrued interest receivable	(213)	24
Change in accrued interest payable	(284)	121
<b>Net cash provided by operating activities</b>	<b>156</b>	<b>3,461</b>
<b>Investing activities:</b>		
Purchases of investment securities available for sale	(39,439)	(79,331)
Proceeds from paydowns and maturities of investment securities available for sale	18,016	9,482
Proceeds from sale of investment securities available for sale	449	37
Net proceeds from redemptions of FHLB stock	98	579
Proceeds from calls of investment securities available for sale	8,885	15,650
Net change in other investments	(1)	12
Net portfolio loan and lease originations	(7,095)	(9,505)
Purchases of premises and equipment	(615)	(60)
Acquisitions, net of cash acquired		(1,928)
Proceeds from sale of OREO	397	166
<b>Net cash used by investing activities</b>	<b>(19,305)</b>	<b>(64,898)</b>
<b>Financing activities:</b>		
Change in deposits	(23,888)	43,490
Change in short-term borrowings	28,959	391
Dividends paid	(2,242)	(2,115)
Change in long-term FHLB advances and other borrowings	(12,619)	17,015
Tax benefit from exercise of stock options	117	76
Excess tax expense from stock-based compensation	(1)	
Proceeds from sale of treasury stock from deferred compensation plans	403	32
Proceeds from issuance of common stock	51	48
Proceeds from exercise of stock options	1,230	1,057

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Net cash (used) provided by financing activities	(7,990)	59,994
Change in cash and cash equivalents	(27,139)	(1,443)
Cash and cash equivalents at beginning of period	175,686	69,140
Cash and cash equivalents at end of period	\$ 148,547	\$ 67,697

**Supplemental cash flow information:**

Cash paid during the year for:		
Income taxes	\$ 3,122	\$ 76
Interest	1,730	2,266

**Supplemental cash flow information:**

Available for sale securities purchased, not settled	\$ 534	298
Change in other comprehensive income	1,513	941
Change in deferred tax due to change in comprehensive income	814	506
Transfer of loans to other real estate owned	89	62
Acquisition of noncash assets and liabilities:		
Assets acquired		1,928
Liabilities assumed		

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*

**Table of Contents****BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Consolidated Statements of Changes In Shareholders Equity Unaudited**

<i>(dollars in thousands, except share information)</i>	For the Three Months Ended March 31, 2013						
	Shares of Common Stock Issued	Common Stock	Paid-in Capital	Treasury Stock	Accumulated Other Comprehensive Loss	Retained Earnings	Total Shareholders Equity
Balance December 31, 2012	16,390,608	\$ 16,390	\$ 89,137	\$ (30,745)	\$ (10,078)	\$ 138,860	\$ 203,564
Net income						5,320	5,320
Dividends declared, \$0.17 per share						(2,280)	(2,280)
Other comprehensive income, net of tax expense of \$814					1,513		1,513
Stock based compensation			248				248
Tax benefit from gains on stock option exercise			117				117
Tax adjustment for vested stock-based compensation and exercised options			(1)				(1)
Retirement of treasury stock			(1)	1			
Net sale of treasury stock from deferred compensation plans			218	185			403
Common stock issued:							
Dividend Reinvestment and Stock Purchase Plan	2,259	3	48				51
Share-based awards and options exercises	67,405	68	1,165				1,233
Balance March 31, 2013	16,460,272	\$ 16,461	\$ 90,931	\$ (30,559)	\$ (8,565)	\$ 141,900	\$ 210,168

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*

**Table of Contents****BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(Unaudited)****Note 1 Basis of Presentation**

The unaudited consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles ( GAAP ). In the opinion of Bryn Mawr Bank Corporation's (the Corporation ) Management, all adjustments necessary for a fair presentation of the consolidated financial position and the results of operations for the interim periods presented have been included. These unaudited consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes thereto in the Corporation's 2012 Annual Report on Form 10-K (the 2012 Annual Report ).

The results of operations for the three months ended March 31, 2013 are not necessarily indicative of the results to be expected for the full year.

**Note 2 Business Combinations****First Bank of Delaware**

The acquisition of certain loan and deposit accounts and a branch location from First Bank of Delaware ( FBD ) by the Corporation (the FBD Transaction ) was completed on November 17, 2012.

First Bank of Delaware, established in June 1999, was a \$250 million state-chartered commercial bank operating from one full-service branch location in Wilmington, Delaware. Subsequent to the transaction with the Corporation, FBD's remaining assets were transferred to a liquidating trust and its charter was cancelled. The FBD Transaction enabled the Corporation to further expand its footprint in the State of Delaware by complementing the existing wealth management operations of Bryn Mawr Trust of Delaware and Lau Associates, both located in Greenville, Delaware.

The FBD Transaction was accounted for as a business combination, with assets acquired, liabilities assumed and consideration paid recorded at their estimated fair values as of the acquisition date. The excess of consideration paid over the fair value of net assets acquired was recorded as goodwill, which will not be amortizable for book purposes, however will be deductible for tax purposes. The Corporation allocated the total balance of goodwill to its Banking segment. The Corporation also recorded a core deposit intangible which will be amortized over a ten-year period using a declining-balance method.

In connection with the FBD Transaction, the consideration paid and the fair value of identifiable assets acquired and liabilities assumed as of the date of acquisition are summarized in the following table:

*(dollars in thousands)*

<b>Consideration paid:</b>	
Cash	\$ 10,559
Value of consideration	10,559
<b>Assets acquired:</b>	
Cash and due from banks	525
Loans	76,556
Premises and equipment	460
Core deposit intangible	320
Other assets	256
Total assets	78,117
<b>Liabilities assumed:</b>	
Nonmaturity deposits	27,080

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Time deposits	43,257
Unfavorable lease	140
Other liabilities	390
Total liabilities	70,867
<b>Net assets acquired</b>	<b>7,250</b>
<b>Goodwill resulting from acquisition of FBD</b>	<b>\$ 3,309</b>

As of March 31, 2013, the Corporation had finalized its fair value estimates related to the FBD Transaction. No adjustments were made to the original estimates.

**Table of Contents****Davidson Trust Company**

The acquisition of the Davidson Trust Company ( DTC ) by the Corporation was completed on May 15, 2012. In addition to cash paid at closing, three separate contingent payments, each of which is not to exceed \$1.05 million, were payable on each of November 14, 2012, May 14, 2013 and November 14, 2013. These contingent payments are subject to certain post-closing contingencies relating to the assets under management. The first of the three contingent payments was made on November 14, 2012, in the amount of \$1.05 million. The Corporation expects to make the second contingent payment in the amount of \$1.05 million on May 14, 2013.

The addition of DTC has allowed the Corporation to expand its range of services and will bring deeper market penetration in our core market area. The structure of the Corporation's existing Wealth Management segment has allowed for the immediate integration of DTC and will take advantage of the various synergies that exist between the two companies. The acquisition of DTC initially increased the Corporation's Wealth Management Division assets under management by \$1.0 billion.

The acquisition of DTC was accounted for as a business combination, with assets acquired, liabilities assumed and consideration paid being recorded at their estimated fair values as of the acquisition date. The excess of consideration paid over the fair value of net assets acquired was recorded as goodwill. The Corporation allocated the total balance of goodwill to its Wealth Management segment. The Corporation also recorded an intangible asset for customer relationships, which is being amortized over a ten-year period using a straight-line method, an intangible asset for restrictive covenant agreements, which is being amortized over a five-year period using a straight-line method and an intangible asset for trade name which will not be amortized.

In connection with the DTC acquisition, the consideration paid and the fair value of identifiable assets acquired and liabilities assumed as of the date of acquisition are summarized in the following table:

*(dollars in thousands)*

<b>Consideration paid:</b>	
Cash	\$ 8,400
Contingent payment liability	2,100
Value of consideration	10,500
<b>Assets acquired:</b>	
Cash operating accounts	1,433
Other assets	201
Intangible asset - customer relationships	3,720
Intangible asset - noncompetition agreements	1,385
Intangible asset - brand	970
Premises and equipment	117
Deferred tax asset	785
Total assets	8,611
<b>Liabilities assumed:</b>	
Deferred tax liability	2,125
Miscellaneous liabilities	885
Total liabilities	3,010
Net assets acquired	5,601
Goodwill resulting from acquisition of DTC	\$ 4,899

As of September 30, 2012, the Corporation had finalized its fair value estimates related to the acquisition of DTC.

**Table of Contents****Note 3 Earnings Per Common Share**

Basic earnings per common share excludes dilution and is computed by dividing income available to common shareholders by the weighted-average common shares outstanding during the period. Diluted earnings per common share takes into account the potential dilution computed pursuant to the treasury stock method that could occur if stock options were exercised and converted into common stock, as well as the effect of restricted and performance shares becoming unrestricted common stock. The effects of stock options are excluded from the computation of diluted earnings per share in periods in which the effect would be anti-dilutive. All weighted average shares, actual shares and per share information in the financial statements have been adjusted retroactively for the effect of stock dividends and splits.

	Three Months Ended	
	March 31,	
<i>(dollars in thousands except per share data)</i>	2013	2012
<b>Numerator:</b>		
Net income available to common shareholders	\$ 5,320	\$ 5,073
<b>Denominator for basic earnings per share</b> weighted average		
shares outstanding	13,205,538	12,979,746
Effect of dilutive common shares	230,413	147,502
<b>Denominator for diluted earnings per share</b> adjusted weighted		
average shares outstanding	13,435,951	13,127,248
Basic earnings per share	\$ 0.40	\$ 0.39
Diluted earnings per share	\$ 0.40	\$ 0.39
Antidilutive shares excluded from computation of average dilutive earnings per share	114,764	353,884

**Note 4 Investment Securities**

The amortized cost and estimated fair value of investment securities available for sale are as follows:

**As of March 31, 2013**

<i>(dollars in thousands)</i>	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
U.S. Treasury securities	\$ 102	\$ 1	\$	\$ 103
Obligations of U.S. government agencies	74,455	780	(100)	75,135
Obligations of state & political subdivisions	37,382	221	(92)	37,511
Mortgage-backed securities	136,360	3,195	(51)	139,504
Collateralized mortgage obligations	57,020	688	(27)	57,681
Other investments	17,639	229	(3)	17,865
<b>Total</b>	<b>\$ 322,958</b>	<b>\$ 5,114</b>	<b>\$ (273)</b>	<b>\$ 327,799</b>

**As of December 31, 2012**

*(dollars in thousands)*

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	<b>Amortized Cost</b>	<b>Gross Unrealized Gains</b>	<b>Gross Unrealized Losses</b>	<b>Estimated Fair Value</b>
Obligations of U.S. government agencies	\$ 73,183	\$ 796	\$ (107)	\$ 73,872
Obligations of state & political subdivisions	30,244	199	(59)	30,384
Mortgage-backed securities	128,537	3,302	(13)	131,826
Collateralized mortgage obligations	62,116	622	(35)	62,703
Other investments	17,667	162		17,829
Total	\$ 311,747	\$ 5,081	\$ (214)	\$ 316,614



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The following tables detail the amount of investment securities available for sale that were in an unrealized loss position as of the dates indicated:

**As of March 31, 2013:**

	Less than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss
<i>(dollars in thousands)</i>						
Obligations of U.S. government agencies	\$ 27,543	\$ (100)	\$	\$	\$ 27,543	\$ (100)
Obligations of state & political subdivisions	12,626	(92)			12,626	(92)
Mortgage-backed securities	19,180	(51)			19,180	(51)
Collateralized mortgage obligations	4,266	(8)	1,629	(19)	5,895	(27)
Other investments	897	(3)			897	(3)
<b>Total</b>	<b>\$ 64,512</b>	<b>\$ (254)</b>	<b>\$ 1,629</b>	<b>\$ (19)</b>	<b>\$ 66,141</b>	<b>\$ (273)</b>

**As of December 31, 2012:**

	Less than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss
<i>(dollars in thousands)</i>						
Obligations of U.S. government agencies	\$ 20,032	\$ (107)	\$	\$	\$ 20,032	\$ (107)
Obligations of state & political subdivisions	10,752	(59)			10,752	(59)
Mortgage-backed securities	12,602	(13)			12,602	(13)
Collateralized mortgage obligations	10,040	(35)			10,040	(35)
<b>Total</b>	<b>\$ 53,426</b>	<b>\$ (214)</b>	<b>\$</b>	<b>\$</b>	<b>\$ 53,426</b>	<b>\$ (214)</b>

Management evaluates the Corporation's investment securities available for sale that are in an unrealized loss position in order to determine if the decline in market value is other than temporary. The available for sale investment portfolio includes debt securities issued by U.S. government agencies, U.S. government-sponsored agencies, state and local municipalities and other issuers. All fixed income investment securities in the Corporation's available for sale investment portfolio are rated as investment grade. Factors considered in the evaluation include the current economic climate, the length of time and the extent to which the fair value has been below cost, interest rates and the bond rating of each security. The unrealized losses presented in the tables above are temporary in nature and are primarily related to market interest rates rather than the underlying credit quality of the issuers. The Corporation does not believe that these unrealized losses are other-than-temporary. The Corporation does not have the intent to sell these securities prior to their maturity or the recovery of their cost bases and believes that it is more likely than not that it will not have to sell these securities prior to their maturity or the recovery of their cost bases.

As of March 31, 2013 and December 31, 2012, securities having market values of \$109.6 million and \$108.7 million, respectively, were specifically pledged as collateral for public funds, trust deposits, the Federal Reserve Bank of Philadelphia discount window program, Federal Home Loan Bank of Pittsburgh ( FHLB ) borrowings and other purposes. The FHLB has a blanket lien on non-pledged, mortgage-related loans and securities as part of the Bank's borrowing agreement with the FHLB.

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The amortized cost and fair value of investment securities available for sale as of March 31, 2013 and December 31, 2012, by contractual maturity, are shown below:

<i>(dollars in thousands)</i>	March 31, 2013		December 31, 2012	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
Due in one year or less	\$ 9,146	\$ 9,160	\$ 10,571	\$ 10,590
Due after one year through five years	39,160	39,321	38,056	38,171
Due after five years through ten years	48,580	48,616	40,635	40,714
Due after ten years	19,288	19,894	18,415	19,044
Mortgage-related securities*	193,381	197,186	190,653	194,529
Total maturing investments	309,555	314,177	298,330	303,048
Bond mutual funds and other non-maturity investments	13,403	13,622	13,417	13,566
Total	\$ 322,958	\$ 327,799	\$ 311,747	\$ 316,614

\* *Expected maturities of mortgage-related securities may differ from contractual maturities as borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.*

As of March 31, 2013 and December 31, 2012, the Corporation's investment securities held in trading accounts were comprised of a deferred compensation trust which is invested in marketable securities whose diversification is at the discretion of the deferred compensation plan participants.

**Note 5 Loans and Leases****A. Loans and leases outstanding are detailed by category as follows:**

	March 31, 2013	December 31, 2012
Loans held for sale	\$ 3,233	\$ 3,412
Real estate loans:		
Commercial mortgage	\$ 563,431	\$ 546,358
Home equity lines and loans	183,984	194,861
Residential mortgage	284,819	288,212
Construction	26,135	26,908
Total real estate loans	1,058,369	1,056,339
Commercial and industrial	293,171	291,620
Consumer	18,725	17,666
Leases	34,974	32,831
Total portfolio loans and leases	1,405,239	1,398,456
Total loans and leases	\$ 1,408,472	\$ 1,401,868
Loans with predetermined rates	\$ 743,566	\$ 723,417
Loans with adjustable or floating rates	664,906	678,451

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Total loans and leases	\$ 1,408,472	\$ 1,401,868
Net deferred loan origination costs included in the above loan table	\$ 368	\$ 402

**B. Components of the net investment in leases are detailed as follows:**

<i>(dollars in thousands)</i>	<b>March 31, 2013</b>	<b>December 31, 2012</b>
Minimum lease payments receivable	\$ 39,843	\$ 37,349
Unearned lease income	(6,567)	(6,099)
Initial direct costs and deferred fees	1,698	1,581
Total	\$ 34,974	\$ 32,831

**Table of Contents****C. Non-Performing Loans and Leases<sup>(1)</sup>**

<i>(dollars in thousands)</i>	<b>March 31, 2013</b>	<b>December 31, 2012</b>
<b>Non-accrual loans and leases:</b>		
Commercial mortgage	\$ 753	\$ 631
Home equity lines and loans	2,155	2,792
Residential mortgage	3,709	3,748
Construction	2,472	3,314
Commercial and industrial	2,975	3,506
Consumer	12	7
Leases	22	42
<b>Total</b>	<b>\$ 12,098</b>	<b>\$ 14,040</b>
<b>Loans and leases 90 days or more past due, still accruing:</b>		
Construction	728	728
<b>Total nonperforming loans and leases</b>	<b>\$ 12,826</b>	<b>\$ 14,768</b>

<sup>(1)</sup> Purchased credit-impaired loans, which have been recorded at their fair values at acquisition, and which are performing, are excluded from this table, with the exception of \$221 thousand and \$90 thousand of purchased credit-impaired loans as of March 31, 2013 and December 31, 2012, respectively, which became non-performing subsequent to acquisition.

**D. Purchased Credit-Impaired Loans**

The outstanding principal balance and related carrying amount of credit-impaired loans, for which the Bank applies ASC 310-30 to account for the interest earned, as of the dates indicated, are as follows:

<i>(dollars in thousands)</i>	<b>March 31, 2013</b>	<b>December 31, 2012</b>
Outstanding principal balance	\$ 19,980	\$ 19,527
Carrying amount <sup>(1)</sup>	\$ 12,500	\$ 12,128

<sup>(1)</sup> Includes \$447 thousand and \$319 thousand purchased credit-impaired loans as of March 31, 2013 and December 31, 2012, respectively, for which the Bank could not estimate the timing or amount of expected cash flows to be collected at acquisition, and for which no accretible yield is recognized. Additionally, the table above includes \$221 thousand and \$90 thousand of purchased credit-impaired loans as of March 31, 2013 and December 31, 2012, respectively, that subsequently became non-performing, which are disclosed in Note 5C, above, and which also have no accretible yield.

The following table presents changes in the accretible discount on purchased credit-impaired loans, for which the Bank applies ASC 310-30, for the three months ended March 31, 2013:

<i>(dollars in thousands)</i>	<b>Accretible Discount</b>
Balance, December 31, 2012	\$ 8,025
Accretion	(422)
Reclassifications from nonaccretible difference	584

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Additions/adjustments	(257)
Disposals	
Balance, March 31, 2013	\$ 7,930

**Table of Contents****E. Age Analysis of Past Due Loans and Leases**

The following tables present an aging of the Corporation's loan and lease portfolio as of the dates indicated:

<i>(dollars in thousands)</i>	Accruing Loans and Leases					Total Accruing Loans and Leases	Nonaccrual Loans and Leases	Total Loans and Leases
	30 Days Past Due	59 Days Past Due	60 Days Past Due	89 Days Past Due	Over 89 Days Past Due			
<b>As of March 31, 2013</b>	\$ 151	\$ 151	\$ 202	\$ 728	\$ 2,820	\$ 1,390,321	\$ 1,393,141	\$ 1,405,239
Commercial mortgage	\$ 151	\$ 151	\$ 202	\$ 728	\$ 2,820	\$ 1,390,321	\$ 1,393,141	\$ 1,405,239
Home equity lines and loans	68	68	130	728	1,919	1,918,781	2,155	183,984
Residential mortgage	619	619	141	728	2,835	283,924	3,709	284,819
Construction				728	728	22,866	23,663	26,135
Commercial and industrial	914	914	50	426	287,688	289,116	2,975	293,171
Consumer	58	58	7	15	17,644	18,652	12	18,725
Leases	80	80	13	46	32,743	34,872	22	34,974
	\$ 1,890	\$ 1,890	\$ 425	\$ 728	\$ 2,820	\$ 1,390,321	\$ 1,393,141	\$ 1,405,239

<i>(dollars in thousands)</i>	Accruing Loans and Leases					Total Accruing Loans and Leases	Nonaccrual Loans and Leases	Total Loans and Leases
	30 Days Past Due	59 Days Past Due	60 Days Past Due	89 Days Past Due	Over 89 Days Past Due			
<b>As of December 31, 2012</b>	\$ 704	\$ 704	\$ 425	\$ 728	\$ 2,780	\$ 1,381,636	\$ 1,384,416	\$ 1,398,456
Commercial mortgage	\$ 704	\$ 704	\$ 425	\$ 728	\$ 2,780	\$ 1,381,636	\$ 1,384,416	\$ 1,398,456
Home equity lines and loans	107	107	130	728	1,919	1,918,781	2,792	194,861
Residential mortgage	399	399	141	728	540	283,924	3,748	288,212
Construction				728	728	22,866	23,594	26,908
Commercial and industrial	376	376	50	426	287,688	287,688	3,506	291,620
Consumer	8	8	7	15	17,644	17,644	7	17,666
Leases	33	33	13	46	32,743	32,743	42	32,831
	\$ 1,627	\$ 1,627	\$ 425	\$ 728	\$ 2,780	\$ 1,381,636	\$ 1,384,416	\$ 1,398,456

**F. Allowance for Loan and Lease Losses (the Allowance)**

The following tables detail the roll-forward of the Corporation's Allowance for the three months ended March 31, 2013:

<i>(dollars in thousands)</i>	Commercial Mortgage	Home Equity Lines and Loans	Residential Mortgage	Construction	Commercial and Industrial	Consumer	Leases	Unallocated	Total
	Balance, December 31, 2012	\$ 3,907	\$ 1,857	\$ 2,024	\$ 1,019	\$ 4,637	\$ 189	\$ 493	\$ 299
Charge-offs		(60)		(170)	(535)	(38)	(27)		(830)
Recoveries			5		4	1	38		48
Provision for loan and lease losses	199	233	(200)	202	331	59	21	(41)	804
Balance, March 31, 2013	\$ 4,106	\$ 2,030	\$ 1,829	\$ 1,051	\$ 4,437	\$ 211	\$ 525	\$ 258	\$ 14,447

The following table details the roll-forward of the Corporation's Allowance for the three months ended March 31, 2012:

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<i>(dollars in thousands)</i>	Home Equity			Construction	Commercial and			Leases	Unallocated	Total
	Commercial Mortgage	Lines and Loans	Residential Mortgage		Industrial	Consumer				
Balance, December 31, 2011	\$ 3,165	\$ 1,707	\$ 1,592	\$ 1,384	\$ 3,816	\$ 119	\$ 532	\$ 438	\$ 12,753	
Charge-offs	(24)		(14)	(400)	(270)	(25)	(106)		(839)	
Recoveries					65	4	57		126	
Provision for loan and lease losses	55	(122)	114	367	306	44	25	211	1,000	
Balance, March 31, 2012	\$ 3,196	\$ 1,585	\$ 1,692	\$ 1,351	\$ 3,917	\$ 142	\$ 508	\$ 649	\$ 13,040	

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The following table details the allocation of the Allowance by portfolio segment based on the methodology used to evaluate the loans and leases for impairment as of March 31, 2013 and December 31, 2012:

<i>(dollars in thousands)</i>	Commercial Mortgage	Home Equity Lines and Loans	Residential Mortgage	Construction	Commercial and Industrial	Consumer	Leases	Unallocated	Total
<b>As of March 31, 2013</b>									
Allowance on loans and leases:									
Individually evaluated for impairment	\$	\$ 299	\$ 459	\$ 550	\$ 643	\$ 12	\$	\$	\$ 1,963
Collectively evaluated for impairment	4,028	1,731	1,370	476	3,794	199	525	258	12,381
Purchased credit- impaired <sup>(1)</sup>	78			25					103
Total	\$ 4,106	\$ 2,030	\$ 1,829	\$ 1,051	\$ 4,437	\$ 211	\$ 525	\$ 258	\$ 14,447
<b>As of December 31, 2012</b>									
Allowance on loans and leases:									
Individually evaluated for impairment	\$	\$ 217	\$ 667	\$ 543	\$ 919	\$ 8	\$	\$	\$ 2,354
Collectively evaluated for impairment	3,894	1,640	1,357	451	3,718	181	493	299	12,033
Purchased credit- impaired <sup>(1)</sup>	13			25					38
Total	\$ 3,907	\$ 1,857	\$ 2,024	\$ 1,019	\$ 4,637	\$ 189	\$ 493	\$ 299	\$ 14,425

<sup>(1)</sup> Purchased credit-impaired loans are evaluated for impairment on an individual basis.

The following table details the carrying value for loans and leases by portfolio segment based on the methodology used to evaluate the loans and leases for impairment as of March 31, 2013 and December 31, 2012:

<i>(dollars in thousands)</i>	Commercial Mortgage	Home Equity Lines and Loans	Residential Mortgage	Construction	Commercial and Industrial	Consumer	Leases	Total
<b>As of March 31, 2013</b>								
Carrying value of loans and leases:								
Individually evaluated for impairment	\$ 532	\$ 2,791	\$ 9,183	\$ 3,225	\$ 3,454	\$ 11	\$	\$ 19,196
Collectively evaluated for impairment	552,602	181,176	275,589	21,105	289,383	18,714	34,974	1,373,543
Purchased credit- impaired <sup>(1)</sup>	10,297	17	47	1,805	334			12,500
Total	\$ 563,431	\$ 183,984	\$ 284,819	\$ 26,135	\$ 293,171	\$ 18,725	\$ 34,974	\$ 1,405,239
<b>As of December 31, 2012</b>								
Carrying value of loans and leases:								
Individually evaluated for impairment	\$ 541	\$ 3,403	\$ 9,211	\$ 4,631	\$ 3,997	\$ 7	\$	\$ 21,790
Collectively evaluated for impairment	535,506	191,439	278,951	20,785	287,367	17,659	32,831	1,364,538
Purchased credit- impaired <sup>(1)</sup>	10,311	19	50	1,492	256			12,128
Total	\$ 546,358	\$ 194,861	\$ 288,212	\$ 26,908	\$ 291,620	\$ 17,666	\$ 32,831	\$ 1,398,456



<sup>(1)</sup> *Purchased credit-impaired loans are evaluated for impairment on an individual basis.*

As part of the process of determining the Allowance for the different segments of the loan and lease portfolio, Management considers certain credit quality indicators. For the commercial mortgage, construction and commercial and industrial loan segments, periodic reviews of the individual loans are performed by both in-house staff as well as external loan reviewers. The result of these reviews is reflected in the risk grade assigned to each loan. These internally assigned grades are as follows:

Pass Loans considered satisfactory with no indications of deterioration.

Special mention Loans classified as special mention have a potential weakness that deserves management's close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the loan or of the institution's credit position at some future date.

Substandard Loans classified as substandard are inadequately protected by the current net worth and payment capacity of the obligor or of the collateral pledged, if any. Substandard loans have a well-defined weakness or weaknesses that jeopardize the liquidation of the debt. They are characterized by the distinct possibility that the institution will sustain some loss if the deficiencies are not corrected.

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Doubtful Loans classified as doubtful have all the weaknesses inherent in those classified as substandard, with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable.

In addition, for the remaining segments of the loan and lease portfolio, which include residential mortgage, home equity lines and loans, consumer, and leases, the credit quality indicator used to determine this component of the Allowance is based on performance status.

The following tables detail the carrying value of loans and leases by portfolio segment based on the credit quality indicators used to determine the Allowance as of March 31, 2013 and December 31, 2012:

<i>(dollars in thousands)</i>	Credit Risk Profile by Internally Assigned Grade							
	Commercial Mortgage		Construction		Commercial and Industrial		Total	
	March 31, 2013	December 31, 2012	March 31, 2013	December 31, 2012	March 31, 2013	December 31, 2012	March 31, 2013	December 31, 2012
Pass	\$ 555,463	\$ 538,470	\$ 19,407	\$ 16,504	\$ 279,085	\$ 278,167	\$ 853,955	\$ 833,141
Special Mention	881	2,215	753	1,317	5,773	6,256	7,407	9,788
Substandard	7,087	5,673	5,975	9,087	8,313	7,197	21,375	21,957
Total	\$ 563,431	\$ 546,358	\$ 26,135	\$ 26,908	\$ 293,171	\$ 291,620	\$ 882,737	\$ 864,886

<i>(dollars in thousands)</i>	Credit Risk Profile by Payment Activity									
	Residential Mortgage		Home Equity Lines and Loans		Consumer		Leases		Total	
	March 31, 2013	December 31, 2012	March 31, 2013	December 31, 2012	March 31, 2013	December 31, 2012	March 31, 2013	December 31, 2012	March 31, 2013	December 31, 2012
Performing	\$ 281,110	\$ 284,464	\$ 181,829	\$ 192,069	\$ 18,713	\$ 17,659	\$ 34,952	\$ 32,789	\$ 516,604	\$ 526,981
Non-performing	3,709	3,748	2,155	2,792	12	7	22	42	5,898	6,589
Total	\$ 284,819	\$ 288,212	\$ 183,984	\$ 194,861	\$ 18,725	\$ 17,666	\$ 34,974	\$ 32,831	\$ 522,502	\$ 533,570

**G. Troubled Debt Restructurings ( TDRs ):**

The restructuring of a loan is considered a troubled debt restructuring if both of the following conditions are met: (i) the borrower is experiencing financial difficulties, and (ii) the creditor has granted a concession. The most common concessions granted include one or more modifications to the terms of the debt, such as (a) a reduction in the interest rate for the remaining life of the debt, (b) an extension of the maturity date at an interest rate lower than the current market rate for new debt with similar risk, (c) a temporary period of interest-only payments, (d) a reduction in the contractual payment amount for either a short period or remaining term of the loan, and (e) for leases, a reduced lease payment. A less common concession granted is the forgiveness of a portion of the principal.

The determination of whether a borrower is experiencing financial difficulties takes into account not only the current financial condition of the borrower, but also the potential financial condition of the borrower, were a concession not granted. Similarly, the determination of whether a concession has been granted is very subjective in nature. For example, simply extending the term of a loan at its original interest rate or even at a higher interest rate could be interpreted as a concession unless the borrower could readily obtain similar credit terms from a different lender.

The following table presents the balance of TDRs as of the indicated dates:

<i>(dollars in thousands)</i>	March 31, 2013	December 31, 2012
TDRs included in nonperforming loans and leases	\$ 3,686	\$ 3,106
TDRs in compliance with modified terms	7,438	8,008

Total TDRs	\$ 11,124	\$ 11,114
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The following table presents information regarding loan and lease modifications categorized as TDRs for the three months ended March 31, 2013:

<i>(dollars in thousands)</i>	Number of Contracts	For the Three Months Ended March 31, 2013	
		Pre-Modification Outstanding Recorded Investment	Post-Modification Outstanding Recorded Investment
Residential mortgage	2	\$ 674	\$ 674
Home equity lines and loans	2	40	40
Leases	1	15	15
Total	5	\$ 729	\$ 729

The following table presents information regarding the types of loan and lease modifications made for the three months ended March 31, 2013:

	Number of Contracts for the Three Months Ended March 31, 2013					
	Interest Rate Change	Loan Term Extension	Interest Rate Change and Term Extension	Interest Rate Change and/ or Interest- Only Period	Contractual Payment Reduction (Leases only)	Forgiveness of Interest
Residential mortgage			1			1
Home equity lines and loans	1			1		
Leases					1	
Total	1		1	1	1	1

During the three months ended March 31, 2013, there were no defaults of loans or leases that had been previously modified to troubled debt restructurings.

**H. Impaired Loans**

The following tables detail the recorded investment and principal balance of impaired loans by portfolio segment, their related Allowance and interest income recognized as of the dates or for the periods indicated:

<i>(dollars in thousands)</i>	Recorded Investment <sup>(2)</sup>	Principal Balance	Related Allowance	Average Principal Balance	Interest Income Recognized	Cash-Basis Interest Income Recognized
<b>As of or for the three months ended March 31, 2013</b>						
Impaired loans with related Allowance:						
Home equity lines and loans	\$ 1,442	\$ 1,491	\$ 298	\$ 1,508	\$ 7	\$
Residential mortgage	4,785	4,775	460	4,794	32	
Construction	2,472	2,482	550	2,896		
Commercial and industrial	1,790	1,814	643	1,831	7	
Consumer	11	12	12	14		
Total	\$ 10,500	\$ 10,574	\$ 1,963	\$ 11,043	\$ 46	\$

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Impaired loans without related Allowance <sup>(1) (3)</sup> :									
Commercial mortgage	\$	532	\$	548	\$	573	\$		\$
Home equity lines and loans		1,349		1,360		1,449		1	
Residential mortgage		4,398		4,451		4,711		35	
Construction		753		757		926		10	
Commercial and industrial		1,664		1,661		2,246			
<b>Total</b>	\$	<b>8,696</b>	\$	<b>8,777</b>	\$	<b>9,905</b>	\$	<b>46</b>	\$
<b>Grand total</b>	\$	<b>19,196</b>	\$	<b>19,351</b>	\$	<b>1,963</b>	\$	<b>20,948</b>	\$

(1) *The table above does not include the recorded investment of \$119 thousand of impaired leases without a related Allowance.*

(2) *Recorded investment equals principal balance less partial charge-offs and interest payments on non-performing loans that have been applied to principal.*

(3) *This table excludes all purchased credit-impaired loans, which are discussed in Note 5D, above.*

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	Recorded Investment <sup>(2)</sup>	Principal Balance	Related Allowance	Average Principal Balance	Interest Income Recognized	Cash-Basis Interest Income Recognized
<i>(dollars in thousands)</i>						
<b>As of or for the three months ended March 31, 2012</b>						
Impaired loans with related allowance:						
Home equity lines and loans	\$ 551	\$ 560	\$ 77	\$ 560	\$	\$
Residential mortgage	2,798	2,839	393	2,729	24	
Construction	5,365	5,381	685	7,110		
Commercial and industrial	1,936	1,943	381	1,943	5	
<b>Total</b>	<b>\$ 10,650</b>	<b>\$ 10,723</b>	<b>\$ 1,536</b>	<b>\$ 12,342</b>	<b>\$ 29</b>	<b>\$</b>
Impaired loans without related allowance <sup>(1)(3)</sup> :						
Commercial mortgage	\$ 166	\$ 171	\$	\$ 171	\$	\$
Home equity lines and loans	2,367	2,423		2,421	1	
Residential mortgage	6,787	7,008		7,133	47	
Construction	5,338	5,338		5,264	13	
Commercial and industrial	3,198	3,242		4,301	3	
Consumer loans	15	16		16		
<b>Total</b>	<b>\$ 17,871</b>	<b>\$ 18,198</b>	<b>\$</b>	<b>\$ 19,306</b>	<b>\$ 64</b>	<b>\$</b>
<b>Grand total</b>	<b>\$ 28,521</b>	<b>\$ 28,921</b>	<b>\$ 1,536</b>	<b>\$ 31,648</b>	<b>\$ 93</b>	<b>\$</b>

(1) The table above does not include the recorded investment of \$564 thousand of impaired leases without a related Allowance.

(2) Recorded investment equals principal balance less partial charge-offs and interest payments on non-performing loans that have been applied to principal.

(3) This table excludes all purchased credit-impaired loans, which are discussed in Note 5D, above.

	Recorded Investment <sup>(2)</sup>	Principal Balance	Related Allowance
<i>(dollars in thousands)</i>			
<b>As of December 31, 2012</b>			
Impaired loans with related Allowance:			
Home equity lines and loans	\$ 1,261	\$ 1,321	\$ 217
Residential mortgage	4,778	4,793	667
Construction	2,564	2,564	543
Commercial and industrial	3,357	3,383	919
Consumer	7	8	8
<b>Total</b>	<b>\$ 11,967</b>	<b>\$ 12,069</b>	<b>\$ 2,354</b>
Impaired loans without related Allowance <sup>(1)</sup> :			
Commercial mortgage	\$ 541	574	
Home equity lines and loans	2,142	2,223	
Residential mortgage	4,433	4,741	
Construction	2,067	2,317	
Commercial and industrial	640	639	
<b>Total</b>	<b>\$ 9,823</b>	<b>\$ 10,494</b>	<b>\$</b>
<b>Grand total</b>	<b>\$ 21,790</b>	<b>\$ 22,563</b>	<b>\$ 2,354</b>

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- (1) *The table above does not include the recorded investment of \$168 thousand of impaired leases without a related Allowance.*  
 (2) *Recorded investment equals principal balance less partial charge-offs and interest payments on non-performing loans that have been applied to principal*

**Note 6 Deposits**

The following table details the components of deposits:

<i>(dollars in thousands)</i>	<b>March 31, 2013</b>	<b>December 31, 2012</b>
Savings accounts	\$ 135,124	\$ 129,091
Interest-bearing checking accounts	263,820	270,279
Market-rate accounts	588,478	559,470
Wholesale non-maturity deposits	32,879	45,162
Wholesale time deposits	11,325	12,421
Time deposits	171,575	218,586
<b>Total interest-bearing deposits</b>	<b>1,203,201</b>	<b>1,235,009</b>
Non-interest-bearing deposits	407,453	399,673
<b>Total deposits</b>	<b>\$ 1,610,654</b>	<b>\$ 1,634,682</b>

**Table of Contents****Note 7 Borrowings****A. Short-term borrowings**

The Corporation's short-term borrowings (original maturity of one year or less), which consist of a revolving line of credit with a correspondent bank, funds obtained from overnight repurchase agreements with commercial customers, FHLB advances with original maturities of one year or less and overnight fed funds, are detailed below.

A summary of short-term borrowings is as follows:

<i>(dollars in thousands)</i>	<b>March 31, 2013</b>	<b>December 31, 2012</b>
Overnight fed funds	\$ 10,000	\$
Short-term FHLB advances	20,000	
Repurchase agreements	8,362	9,403
 Total short-term borrowings	 \$ 38,362	 \$ 9,403

The following table sets forth information concerning short-term borrowings:

<i>(dollars in thousands)</i>	<b>Three Months Ended March 31, 2013 2012</b>	
Balance at period-end	\$38,362	\$ 13,254
Maximum amount outstanding at any month-end	38,362	14,775
Average balance outstanding during the period	11,978	13,929
Weighted-average interest rate:		
As of period-end	0.28%	0.62%
Paid during the period	0.12%	0.17%

**B. Long-term FHLB Advances and Other Borrowings**

The Corporation's long-term FHLB advances and other borrowings consist of advances from the FHLB with original maturities of greater than one year and an adjustable-rate commercial loan from a correspondent bank.

The following table presents the remaining periods until maturity of the long-term FHLB advances and other borrowings:

<i>(dollars in thousands)</i>	<b>March 31, 2013</b>	<b>December 31, 2012</b>
Within one year	\$ 3,875	\$ 35,458
Over one year through five years	119,761	104,244
Over five years through ten years	25,000	21,613
Over ten years		
 Total	 \$ 148,636	 \$ 161,315

During the three months ended March 31, 2013, the Corporation prepaid \$20.0 million of long-term FHLB advances with a weighted average rate and maturity of 2.85% and 8.5 months, respectively, incurring a prepayment penalty of \$347 thousand.





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The following table presents rate and maturity information on long-term FHLB advances and other borrowings:

(dollars in thousands)

Description	Maturity Range <sup>(1)</sup>		Weighted Average Rate	Interest Rate		Balance	
	From	To		From	To	March 31, 2013	December 31, 2012
Fixed amortizing	04/08/15	04/08/15	3.61%	3.61%	3.61%	\$ 3,241	\$ 4,285
Adjustable amortizing	12/31/16	12/31/16	3.25%	3.25%	3.25%	8,812	9,400
Bullet maturity fixed rate	03/23/15	05/28/19	1.41%	0.58%	4.12%	100,000	90,000
Bullet maturity variable rate	11/18/17	11/18/17	0.46%	0.46%	0.46%	15,000	15,000
Convertible-fixed <sup>(2)</sup>	01/03/18	08/20/18	2.47%	2.21%	2.62%	21,583	42,630
Total						\$ 148,636	\$ 161,315

(1) Maturity range refers to March 31, 2013 balances

(2) FHLB advances whereby the FHLB has the option, at predetermined times, to convert the fixed interest rate to an adjustable interest rate indexed to the London Interbank Offered Rate ( LIBOR ). The Corporation has the option to prepay these advances, without penalty, if the FHLB elects to convert the interest rate to an adjustable rate. As of March 31, 2013, substantially all the FHLB advances with this convertible feature are subject to conversion in fiscal 2013. These advances are included in the maturity ranges in which they mature, rather than the period in which they are subject to conversion.

**C. Other Borrowings Information**

As of March 31, 2013 the Corporation had a maximum borrowing capacity with the FHLB of approximately \$758.5 million, of which the unused capacity was \$599.3 million. In addition, there were unused capacities of \$54.0 million in overnight federal funds line, \$70.7 million of Federal Reserve Discount Window borrowings and \$3.0 million in a revolving line of credit from a correspondent bank as of March 31, 2013. In connection with its FHLB borrowings, the Corporation is required to hold the capital stock of the FHLB. The amount of FHLB capital stock held was \$10.7 million at March 31, 2013, and \$10.8 million at December 31, 2012. The carrying amount of the FHLB capital stock approximates its redemption value.

**Note 8 Derivatives and Hedging Activities**

In December, 2012, the Corporation entered into a forward-starting interest rate swap to hedge the cash flows of a \$15 million floating-rate FHLB borrowing. The interest rate swap involves the exchange of the Corporation's floating rate interest payments on the underlying principal amount. This swap was designated, and qualified, for cash-flow hedge accounting. The term of the swap begins November 30, 2015 and ends November 28, 2022. For derivative instruments that are designated and qualify as hedging instruments, the effective portion of gains or losses is reported as a component of other comprehensive income, and is subsequently reclassified into earnings as an adjustment to interest expense in the periods in which the hedged forecasted transaction affects earnings.

The following table details the Corporation's derivative positions as of the balance sheet dates indicated:

As of March 31, 2013:

(dollars in thousands)

Notional Amount	Trade Date	Effective Date	Maturity Date	Receive (Variable) Index	Current Projected Receive Rate	Pay Fixed Swap Rate	Fair Value of Asset
\$ 15,000	12/13/2012	11/30/2015	11/28/2022	US 3-Month LIBOR	2.538%	2.376%	\$ 147

As of December 31, 2012:

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(dollars in thousands)

Notional Amount	Trade Date	Effective Date	Maturity Date	Receive (Variable) Index	Current Projected Receive Rate	Pay Fixed Swap Rate	Fair Value of Liability
\$ 15,000	12/13/2012	11/30/2015	11/28/2022	US 3-Month LIBOR	2.338%	2.376%	\$ (36)

For the three months ended March 31, 2013, there has been no reclassification of the interest-rate swap's fair value from other comprehensive income to earnings. The Corporation held no derivatives during the three months ended March 31, 2012.

**Table of Contents****Note 9 Stock-Based Compensation****A. General Information**

The Corporation permits the issuance of stock options, dividend equivalents, performance awards, stock appreciation rights, restricted stock and/or restricted stock units to employees and directors of the Corporation under several plans. The terms and conditions of awards under the plans are determined by the Corporation's Compensation Committee.

Prior to April 25, 2007, all shares authorized for grant as stock-based compensation were limited to grants of stock options. On April 25, 2007, the shareholders approved the Corporation's 2007 Long-Term Incentive Plan (the 2007 LTIP) under which a total of 428,996 shares of the Corporation's common stock were made available for award grants. On April 28, 2010, the shareholders approved the Corporation's 2010 Long Term Incentive Plan (2010 LTIP) under which a total of 445,002 shares of the Corporation's common stock were made available for award grants.

The equity awards granted under the 2007 and 2010 LTIPs were authorized to be in the form of, among others, options to purchase the Corporation's common stock, restricted stock awards (RSAs) and performance stock awards (PSAs).

The fair value of an RSA, when granted, is based on the closing price on the day preceding the date of the grant.

The PSAs that have been granted to date vest based on the Corporation's total shareholder return relative to the performance of the NASDAQ Community Bank Index for the respective period. The amount of PSAs earned will not exceed 100% of the PSAs awarded. The fair value of a PSA, when granted, is calculated using the Monte Carlo Simulation method.

**B. Stock Options**

Stock-based compensation cost is measured at the grant date, based on the fair value of the award and is recognized as an expense over the vesting period. The fair value of stock option grants is determined using the Black-Scholes pricing model. The assumptions necessary for the calculation of the fair value are expected life of options, annual volatility of stock price, risk-free interest rate and annual dividend yield.

The following table provides information about options outstanding for the three months ended March 31, 2013:

	Shares	Weighted Average Exercise Price	Weighted Average Grant Date Fair Value
Options outstanding, December 31, 2012	784,226	\$ 20.40	\$ 4.62
Granted		\$	\$
Forfeited		\$	\$
Expired		\$	\$
Exercised	(67,780)	\$ 18.15	\$ 4.01
Options outstanding, March 31, 2013	716,446	\$ 20.61	\$ 4.67

The following table provides information about unvested options for the three months ended March 31, 2013:

	Shares	Weighted Average Exercise Price	Weighted Average Grant Date Fair Value
Unvested options, December 31, 2012	80,756	\$ 19.89	\$ 4.65
Granted		\$	\$
Vested		\$	\$
Forfeited		\$	\$

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Unvested options, March 31, 2013	80,756	\$	19.89	\$	4.65
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For the three months ended March 31, 2013, the Corporation recognized \$44 thousand of expense related to stock options. As of March 31, 2013, the total not-yet-recognized compensation expense of unvested stock options was \$167 thousand. This expense will be recognized over a weighted average period of 1.2 years.

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Proceeds, related tax benefits realized from options exercised and intrinsic value of options exercised during the three months ended March 31, 2013 and 2012 are detailed below:

<i>(dollars in thousands)</i>	Three Months Ended March 31,	
	2013	2012
Proceeds from exercise of stock options	\$ 1,230	\$ 1,057
Related tax benefit recognized	117	76
<b>Net proceeds of options exercised</b>	<b>\$ 1,347</b>	<b>\$ 1,113</b>
Intrinsic value of options exercised	\$ 334	\$ 218

The following table provides information about options outstanding and exercisable at March 31, 2013:

<i>(dollars in thousands)</i>	Outstanding	Exercisable
Number of shares	716,446	635,690
Weighted average exercise price	\$ 20.61	\$ 20.71
Aggregate intrinsic value	\$ 2,019	\$ 1,724
Weighted average contractual term in years	3.7	3.4

**C. Restricted Stock Awards and Performance Stock Awards**

The Corporation has granted RSAs and PSAs under the 2007 LTIP and 2010 LTIP Plans.

The compensation expense for the RSAs is measured based on the market price of the stock on the day prior to the grant date and is recognized on a straight line basis over the vesting period, accelerated for retirement eligibility. Stock restrictions are subject to alternate vesting for death and disability and retirement.

For the three months ended March 31, 2013, the Corporation recognized \$78 thousand of expense related to the Corporation's RSAs. As of March 31, 2013, there was \$579 thousand of unrecognized compensation cost related to RSAs. This cost will be recognized over a weighted average period of 1.8 years.

The following table details the unvested RSAs for the three months ended March 31, 2013:

	Three Months Ended March 31, 2013	
	Number of Shares	Weighted Average Grant Date Fair Value
Beginning balance	56,631	\$ 19.15
Granted		
Vested		
Forfeited		
<b>Ending balance</b>	<b>56,631</b>	<b>\$ 19.15</b>

The compensation expense for PSAs is measured based on the grant date fair value as calculated using the Monte Carlo Simulation method.

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For the three months ended March 31, 2013, the Corporation recognized \$124 thousand of expense related to the PSAs. As of March 31, 2013, there was \$843 thousand of unrecognized compensation cost related to PSAs. This cost will be recognized over a weighted average period of 1.4 years.

The following table details the unvested PSAs for the three months ended March 31, 2013:

	<b>Three Months Ended March 31, 2013</b>	
	<b>Number of Shares</b>	<b>Weighted Average Grant Date Fair Value</b>
Beginning balance	185,766	\$ 10.62
Granted		
Vested		
Forfeited	(375)	\$ 11.22
Ending balance	185,391	\$ 10.62

**Table of Contents****Note 10 Pension and Other Post-Retirement Benefit Plans**

The Corporation has three defined benefit pension plans: the qualified defined-benefit plan (the QDBP) which covers all employees over age 20 1/2 who meet certain service requirements, and two non-qualified defined-benefit pension plans (SERP I and SERP II) which are restricted to certain senior officers of the Corporation.

SERP I provides each participant with the equivalent pension benefit provided by the QDBP on any compensation and bonus deferrals that exceed the IRS limit applicable to the QDBP.

On February 12, 2008, the Corporation amended the QDBP and SERP I to freeze further increases in the defined-benefit amounts to all participants, effective March 31, 2008.

On April 1, 2008, the Corporation added SERP II, a non-qualified defined-benefit plan which was restricted to certain senior officers of the Corporation. Effective January 1, 2013, the Corporation has curtailed SERP II, as further increases to the defined-benefit amounts to over 20% of the participants have been frozen. As a result of the curtailment, the Corporation recorded a \$570 thousand gain which represents the reversal of previous amounts that had been expensed in anticipation of future service of the curtailed participants. The benefit obligation related to the SERP I and SERP II plans as of March 31, 2013 decreased by \$2.3 million from the balance at December 31, 2012 as a result of the curtailment.

The Corporation also has a postretirement benefit plan (PRBP) that covers certain retired employees and a group of current employees. The PRBP was closed to new participants in 1994. In 2007, the Corporation amended the PRBP to allow for settlement of obligations to certain current and retired employees. Certain retired participant obligations were settled in 2007 and current employee obligations were settled in 2008.

The following table provides details of the components of the net periodic benefits cost (benefit) for the three months ended March 31, 2013 and 2012:

<i>(dollars in thousands)</i>	Three Months Ended March					
	SERP I and SERP II		QDBP		PRBP	
	2013	2012	2013	2012	2013	2012
Service cost	\$ 18	\$ 67	\$	\$	\$	\$
Interest cost	40	61	371	394	7	9
Expected return on plan assets			(745)	(701)		
Amortization of transition obligation						7
Amortization of prior service costs	3	21				
Amortization of net (gain) loss	13	22	431	447	19	19
Gain on curtailment	(570)					
Net periodic benefit cost	\$ (496)	\$ 171	\$ 57	\$ 140	\$ 26	\$ 35

**QDBP:** No contributions to the QDBP were made for the three months ended March 31, 2013.

**SERP I and SERP II:** The Corporation contributed \$37 thousand during the three months ended March 31, 2013, and is expected to contribute an additional \$110 thousand to the SERP I and SERP II plans for the remaining nine months of 2013.

**PRBP:** In 2005, the Corporation capped the maximum annual payment under the PRBP at 120% of the 2005 benefit. This maximum was reached in 2008 and the cap is not expected to be increased above this level.



**Table of Contents****Note 11 Segment Information**

The Corporation aggregates certain of its operations and has identified two segments as follows: Banking and Wealth Management.

The following tables detail segment information for the three months ended March 31, 2013 and 2012:

<i>(dollars in thousands)</i>	Three Months Ended March 31, 2013			Three Months Ended March 31, 2012		
	Banking	Wealth Management	Consolidated	Banking	Wealth Management	Consolidated
Net interest income	\$ 17,408	\$ 1	\$ 17,409	\$ 15,984	\$ 1	\$ 15,985
Less: loan loss provision	804		804	1,000		1,000
Net interest income after loan loss provision	16,604	1	16,605	14,984	1	14,985
Other income:						
Fees for wealth management services		8,349	8,349		6,229	6,229
Service charges on deposit accounts	584		584	580		580
Loan servicing and other fees	451		451	435		435
Net gain on sale of loans	1,518		1,518	1,170		1,170
Net gain on sale of available for sale securities	2		2			
Net loss on sale of other real estate owned	(52)		(52)	(41)		(41)
BOLI income	113		113	118		118
Other operating income	782	43	825	1,093	3	1,096
Total other income	3,398	8,392	11,790	3,355	6,232	9,587
Other expenses:						
Salaries & wages	5,871	2,939	8,810	5,105	2,400	7,505
Employee benefits	1,577	748	2,325	1,586	574	2,160
Occupancy & equipment	1,374	376	1,750	1,156	219	1,375
Amortization of intangible assets	81	580	661	74	435	509
Professional fees	508	67	575	623	34	657
Other operating expenses	5,137	977	6,114	3,894	695	4,589
Total other expenses	14,548	5,687	20,235	12,438	4,357	16,795
Segment profit	5,454	2,706	8,160	5,901	1,876	7,777
Intersegment (revenues) expenses*	(152)	152		(113)	113	
Pre-tax segment profit after eliminations	\$ 5,302	\$ 2,858	\$ 8,160	\$ 5,788	\$ 1,989	\$ 7,777
% of segment pre-tax profit after eliminations	65.0%	35.0%	100.0%	74.4%	25.6%	100.0%
Segment assets <i>(dollars in millions)</i>	\$ 1,986	\$ 44	\$ 2,030	\$ 1,739	\$ 34	\$ 1,773

\* Inter-segment revenues consist of rental payments, interest on deposits and management fees. Other segment information is as follows:

**Wealth Management Segment Information**

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	<i>(dollars in millions)</i>	
	March 31, 2013	December 31, 2012
Assets under management, administration, supervision and brokerage	\$ 6,988.0	\$ 6,663.2

**Note 12 Mortgage Servicing Rights**

The following table summarizes the Corporation's activity related to mortgage servicing rights (MSRs) for the three months ended March 31, 2013 and 2012:

<i>(dollars in thousands)</i>	<b>Three Months Ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
Balance, beginning of period	\$ 4,491	\$ 4,041
Additions	385	285
Amortization	(212)	(219)
Recovery		110
Impairment	(71)	
Balance, end of period	\$ 4,593	\$ 4,217
Fair value	\$ 4,914	\$ 4,450
Loans serviced for others	\$ 603,734	\$ 571,440

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As of March 31, 2013 and December 31, 2012, key economic assumptions and the sensitivity of the current fair value of MSRs to immediate 10 and 20 percent adverse changes in those assumptions are as follows:

<i>(dollars in thousands)</i>	<b>March 31, 2013</b>	<b>December 31, 2012</b>
Fair value amount of MSRs	\$ 4,914	\$ 4,638
Weighted average life (in years)	5.1	4.8
Prepayment speeds (constant prepayment rate)*	14.9	15.9
Impact on fair value:		
10% adverse change	\$ (227)	\$ (230)
20% adverse change	\$ (436)	\$ (442)
Discount rate	10.50%	10.50%
Impact on fair value:		
10% adverse change	\$ (174)	\$ (158)
20% adverse change	\$ (336)	\$ (306)

\* Represents the weighted average prepayment rate for the life of the MSR asset.

These assumptions and sensitivities are hypothetical and should be used with caution. Changes in fair value based on a 10% variation in assumptions generally cannot be extrapolated because the relationship of the change in assumptions to the change in fair value may not be linear. Also, the effect of a variation in a particular assumption on the fair value of the MSRs is calculated without changing any other assumption. In reality, changes in one factor may result in changes in another, which could magnify or counteract the sensitivities.

**Note 13 Goodwill and Other Intangibles**

The Corporation's goodwill and intangible assets related to the acquisitions of Lau Associates LLC ( Lau ) in July, 2008, First Keystone Financial, Inc. ( FKF ) in July, 2010, the Private Wealth Management Group of the Hershey Trust Company ( PWMG ) in May, 2011, DTC in May, 2012 and the FBD Transaction in November, 2012 are detailed below:

<i>(dollars in thousands)</i>	<b>Balance December 31, 2012</b>	<b>Additions/ Adjustments</b>	<b>Amortization</b>	<b>Balance March 31, 2013</b>	<b>Amortization Period</b>
Goodwill Wealth segment	\$ 20,466	\$	\$	\$ 20,466	Indefinite
Goodwill Banking segment	12,431			12,431	Indefinite
<b>Total</b>	<b>\$ 32,897</b>	<b>\$</b>	<b>\$</b>	<b>\$ 32,897</b>	
Core deposit intangible	\$ 1,654	\$	\$ (82)	\$ 1,572	10 Years
Customer relationships	14,890		(323)	14,567	10 to 20 Years
Non compete agreements	4,244		(256)	3,988	5 to 5 1/2 Years
Trade name	1,210			1,210	Indefinite
<b>Total</b>	<b>\$ 21,998</b>	<b>\$</b>	<b>\$ (661)</b>	<b>\$ 21,337</b>	
<b>Grand total</b>	<b>\$ 54,895</b>	<b>\$</b>	<b>\$ (661)</b>	<b>\$ 54,234</b>	

The Corporation performed its annual review of goodwill and identifiable intangible assets as of December 31, 2012 in accordance with ASC 350, Intangibles Goodwill and Other. For the three months ended March 31, 2013, the Corporation determined there were no events that would necessitate impairment testing of goodwill and other intangible assets.



**Table of Contents****Note 14 Accumulated Other Comprehensive Loss**

The following table details the components of accumulated other comprehensive (loss) income for the three month periods ended March 31, 2013 and 2012:

<i>(dollars in thousands)</i>	Net Change in Unrealized Gains on Available-for- Sale Investment Securities	Net Change in Fair Value of Derivative Used for Cash Flow Hedge	Net Change in Unfunded Pension Liability	Accumulated Other Comprehensive Loss
Balance, December 31, 2012	\$ 3,164	\$ (24)	\$ (13,218)	\$ (10,078)
Net change	(17)	119	1,411	1,513
Balance, March 31, 2013	\$ 3,147	\$ 95	\$ (11,807)	\$ (8,565)
Balance, December 31, 2011	\$ 1,792	\$	\$ (13,157)	\$ (11,365)
Net change	669		272	941
Balance, March 31, 2012	\$ 2,461	\$	\$ (12,885)	\$ (10,424)

The following table details the amounts reclassified from each component of accumulated other comprehensive loss for the three month periods ended March 31, 2013 and 2012:

Description of Accumulated Other Comprehensive Loss Component	Amount Reclassified from Accumulated Other Comprehensive Loss For The Three Months Ended March 31,		Affected Income Statement Category
	2013	2012	
<b>Net unrealized gain on investment securities available for sale:</b>			
Realization of gain on sale of investment securities available for sale	\$ (2)	\$	Net gain on sale of available for sale investment securities
	(1)		Less: income tax expense
	\$ (1)	\$	Net of income tax
<b>Unfunded pension liability:</b>			
Amortization of net loss included in net periodic pension costs*	\$ 463	\$ 488	Employee benefits
Amortization of prior service cost included in net periodic pension costs*	3	21	Employee benefits
Amortization of transition obligation included in net periodic pension costs*		7	Employee benefits
Gain on curtailment of SERP II	(570)		Net gain on curtailment of nonqualified pension plan
	(104)	516	Total before income tax expense
	(36)	181	Less: income tax (expense) benefit

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\$ (68) \$ 335 Net of income tax

\* *Accumulated other comprehensive loss components are included in the computation of net periodic pension cost. See Note 10 Pension and Other Post-Retirement Benefit Plans*

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### **Note 15 Shareholders Equity**

#### **Dividend**

During the first quarter of 2013, the Corporation declared and paid a regular quarterly dividend of \$0.17 per share. This payment totaled \$2.3 million, based on outstanding shares at February 5, 2013 of 13,432,474. On April 25, 2013, the Corporation's Board of Directors declared a regular quarterly dividend of \$0.17 per share payable June 1, 2013 to shareholders of record as of May 7, 2013.

#### **S-3 Shelf Registration Statement and Offerings Thereunder**

In April 2012, the Corporation filed a shelf registration statement (the Shelf Registration Statement) to replace its 2009 Shelf Registration Statement, which was set to expire in June 2012. This new Shelf Registration Statement allows the Corporation to raise additional capital through offers and sales of registered securities consisting of common stock, debt securities, warrants to purchase common stock, stock purchase contracts and units or units consisting of any combination of the foregoing securities. Using the prospectus in the Shelf Registration Statement, together with applicable prospectus supplements, the Corporation may sell, from time to time, in one or more offerings, such securities in a dollar amount up to \$150,000,000, in the aggregate.

The Corporation has in place under its Shelf Registration Statement a Dividend Reinvestment and Stock Purchase Plan (the Plan), which was amended and restated on April 27, 2012, primarily to increase the number of shares which can be issued by the Corporation from 850,000 to 1,500,000 shares of registered common stock. The Plan allows for the grant of a request for waiver ( RFW ) above the Plan's maximum investment of \$120 thousand per account per year. An RFW is granted based on a variety of factors, including the Corporation's current and projected capital needs, prevailing market prices of the Corporation's common stock and general economic and market conditions.

The Plan is intended to allow both existing shareholders and new investors to easily and conveniently increase their investment in the Corporation without incurring many of the fees and commissions normally associated with brokerage transactions. For the three months ended March 31, 2013, the Corporation issued 2,259 shares and raised \$51 thousand through the Plan.

#### **Options**

In addition to shares issued through the Plan, the Corporation also issues shares through the exercise of stock options. During the three months ended March 31, 2013, 67,780 shares were issued pursuant to the exercise of stock options, increasing shareholders' equity by \$1.2 million.

### **Note 16 Accounting for Uncertainty in Income Taxes**

The Corporation recognizes the financial statement benefit of a tax position only after determining that the Corporation would be more likely than not to sustain the position following an examination. For tax positions meeting the more-likely-than-not threshold, the amount recognized in the financial statements is the largest benefit that has a greater than 50% likelihood of being realized upon settlement with the relevant tax authority.

The Corporation is subject to income taxes in the United States federal jurisdiction and multiple state jurisdictions. The Corporation is no longer subject to U.S. federal income tax examination by taxing authorities for years before 2008.

The Corporation's policy is to record interest and penalties on uncertain tax positions as income tax expense. No interest or penalties were accrued in the three month periods ended March 31, 2013 or 2012. There were no reserves for uncertain income tax positions recorded during the three month periods ended March 31, 2013 or 2012.

### **Note 17 Fair Value Measurement**

The following disclosures are made in conjunction with the application of fair value measurements.

FASB ASC 820 Fair Value Measurement establishes a fair value hierarchy based on the nature of data inputs for fair value determinations, under which the Corporation is required to value each asset using assumptions that market participants would utilize to value that asset. When the Corporation uses its own assumptions, it is required to disclose additional information about the assumptions used and the effect of the measurement on earnings or the net change in assets for the period.

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The Corporation's investment securities available for sale, which generally include state and municipal securities, U.S. government agencies and mortgage-related securities, are reported at fair value. These securities are valued by an independent third party. The third party's evaluations are based on market data. They utilize evaluated pricing models that vary by asset and incorporate available trade, bid and other market information. For securities that do not trade on a daily basis, their pricing applications apply available information such as benchmarking and matrix pricing. The market inputs normally sought in the evaluation of securities include benchmark yields, reported trades, broker/dealer quotes (only obtained from market makers or broker/dealers recognized as market participants), issuer spreads, two-sided markets, benchmark securities, bids, offers and reference data. For certain securities, additional inputs may be used or some market inputs may not be applicable. Inputs are prioritized differently on any given day based on market conditions.



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U.S. Government agencies are evaluated and priced using multi-dimensional relational models and option-adjusted spreads. State and municipal securities are evaluated on a series of matrices including reported trades and material event notices. Mortgage-related securities are evaluated using matrix correlation to treasury or floating index benchmarks, prepayment speeds, monthly payment information and other benchmarks. Other available for sale investments are evaluated using a broker-quote based application, including quotes from issuers.

The value of the investment portfolio is determined using three broad levels of inputs:

**Level 1** Quoted prices in active markets for identical securities.

**Level 2** Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active and model-derived valuations whose inputs are observable or whose significant value drivers are observable.

**Level 3** Instruments whose significant value drivers are unobservable.

These levels are not necessarily an indication of the risks or liquidity associated with these investments. The following tables summarize the assets at March 31, 2013 and December 31, 2012 that are recognized on the Corporation's balance sheet using fair value measurement determined based on the differing levels of input.

Fair value of assets measured on a recurring and non-recurring basis as of March 31, 2013:

<i>(dollars in millions)</i>	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
<b>Assets Measured at Fair Value on a Recurring Basis:</b>				
Investment securities available for sale:				
U.S. Treasury securities	\$ 0.1	\$ 0.1	\$	\$
Obligations of the U.S. government agencies	75.1		75.1	
Obligations of state & political subdivisions	37.5		37.5	
Mortgage-backed securities	139.5		139.5	
Collateralized mortgage obligations	57.7		57.7	
Mutual funds	11.5	11.5		
Other investments	6.4		6.4	
<b>Total investment securities available for sale</b>	<b>327.8</b>	<b>11.6</b>	<b>316.2</b>	
Trading securities	2.2		2.2	
<b>Total assets measured on a recurring basis at fair value</b>	<b>\$ 330.0</b>	<b>\$ 11.6</b>	<b>\$ 318.4</b>	<b>\$</b>
<b>Assets Measured at Fair Value on a Non-Recurring Basis</b>				
Mortgage servicing rights	\$ 0.8	\$	\$	\$ 0.8
Impaired loans and leases	17.4			17.4
Other real estate owned ( OREO )	0.5			0.5
<b>Total assets measured on a non-recurring basis at fair value</b>	<b>\$ 18.7</b>	<b>\$</b>	<b>\$</b>	<b>\$ 18.7</b>

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Fair value of assets measured on a recurring and non-recurring basis as of December 31, 2012:

<i>(dollars in millions)</i>	Total	Level 1	Level 2	Level 3
<b>Assets Measured at Fair Value on a Recurring Basis:</b>				
Investment securities available for sale:				
Obligations of the U.S. government agencies	\$ 73.9	\$	\$ 73.9	\$
Obligations of state & political subdivisions	30.4		30.4	
Mortgage-backed securities	131.8		131.8	
Collateralized mortgage obligations	62.7		62.7	
Mutual funds	15.0	15.0		
Other investments	2.8		2.8	
<b>Total investment securities available for sale</b>	<b>316.6</b>	<b>15.0</b>	<b>301.6</b>	
Trading securities	1.4		1.4	
<b>Total assets measured on a recurring basis at fair value</b>	<b>\$ 318.0</b>	<b>\$ 15.0</b>	<b>\$ 303.0</b>	<b>\$</b>
<b>Assets Measured at Fair Value on a Non-Recurring Basis</b>				
Mortgage servicing rights	\$ 0.9	\$	\$	\$ 0.9
Impaired loans and leases	19.7			19.7
OREO	0.9			0.9
<b>Total assets measured on a non-recurring basis at fair value</b>	<b>\$ 21.5</b>	<b>\$</b>	<b>\$</b>	<b>\$ 21.5</b>

During the three months ended March 31, 2013, net increases of \$3 thousand were recorded in the Allowance as a result of adjusting the carrying value and estimated fair value of the impaired loans in the above tables. As it relates to the fair values of assets measured on a recurring basis, there have been no transfers between levels during the three months ended March 31, 2013.

**Impaired Loans**

The Corporation evaluates and values impaired loans at the time the loan is identified as impaired, and the fair values of such loans are estimated using Level 3 inputs in the fair value hierarchy. Each loan's collateral has a unique appraisal and management's discount of the value is based on the factors unique to each impaired loan. The significant unobservable input in determining the fair value is management's subjective discount on appraisals of the collateral securing the loan, which range from 10% - 50%. Collateral may consist of real estate and/or business assets including equipment, inventory and/or accounts receivable and the value of these assets is determined based on the appraisals by qualified licensed appraisers hired by the Corporation. Appraised and reported values may be discounted based on management's historical knowledge, changes in market conditions from the time of valuation, estimated costs to sell, and/or management's expertise and knowledge of the client and the client's business.

The Corporation has an appraisal policy in which an appraisal is obtained for a commercial loan at the point at which the loan either becomes nonperforming or is downgraded to a substandard or worse classification. For consumer loans, the Corporation obtains updated appraisals when a loan becomes 90 days past due or when it receives other information that may indicate possible impairment. Based on the appraisals obtained by the Corporation, an appropriate Allowance is allocated to the particular loan.

**Other Real Estate Owned**

Other real estate owned consists of properties acquired as a result of foreclosures and deeds in-lieu-of foreclosure. Properties are classified as OREO and are reported at the lower of cost or fair value less cost to sell, and are classified as Level 3 in the fair value hierarchy.

**Mortgage Servicing Rights**

MSRs do not trade in an active, open market with readily observable prices. Accordingly, the Corporation obtains the fair value of the MSRs using a third-party pricing provider. The provider determines the fair value by discounting projected net servicing cash flows of the remaining

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servicing portfolio. The valuation model used by the provider considers market loan prepayment predictions and other economic factors which the Corporation considers to be significant unobservable inputs. The fair value of MSRs is mostly affected by changes in mortgage interest rates since rate changes cause the loan prepayment acceleration factors to increase or decrease. All assumptions are market driven. The Corporation has a sufficient understanding of the third party service s valuation models, assumptions and inputs used in determining the fair value of MSRs to enable management to maintain an appropriate system of internal control. Mortgage servicing rights are classified within Level 3 of the fair value hierarchy as the valuation is model driven and primarily based on unobservable inputs.

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### **Note 18 - Fair Value of Financial Instruments**

FASB ASC 825, Disclosures about Fair Value of Financial Instruments requires disclosure of the fair value information about financial instruments, whether or not recognized in the balance sheet, for which it is practicable to estimate such value. In cases where quoted market prices are not available, fair values are based on estimates using present value or other market value techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. In that regard, the derived fair value estimates cannot be substantiated by comparison to independent markets and, in many cases, could not be realized in immediate settlement of the instrument. The aggregate fair value amounts presented below do not represent the underlying value of the Corporation.

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate that value:

#### **Cash and Cash Equivalents**

The carrying amounts reported in the balance sheet for cash and cash equivalents approximate their fair values.

#### **Investment Securities**

Estimated fair values for investment securities are generally valued by an independent third party based on market data, utilizing pricing models that vary by asset and incorporate available trade, bid and other market information. Management reviews, annually, the process utilized by its independent third-party valuation experts. On a quarterly basis, Management tests the validity of the prices provided by the third party by selecting a representative sample of the portfolio and obtaining actual trade results, or if actual trade results are not available, competitive broker pricing. See Note 4 of the Notes to Consolidated Financial Statements for more information.

#### **Loans Held for Sale**

The fair value of loans held for sale is based on pricing obtained from secondary markets.

#### **Net Portfolio Loans and Leases**

For variable-rate loans that reprice frequently and which have no significant change in credit risk, estimated fair values are based on carrying values. Fair values of certain mortgage loans and consumer loans are estimated using discounted cash flow analyses, using interest rates currently being offered for loans with similar terms to borrowers of similar credit quality and is indicative of an entry price. The estimated fair value of nonperforming loans is based on discounted estimated cash flows as determined by the internal loan review of the Bank or the appraised market value of the underlying collateral, as determined by independent third party appraisers. This technique does not reflect an exit price.

#### **Impaired Loans**

The Corporation evaluates and values impaired loans at the time the loan is identified as impaired, and the fair values of such loans are estimated using Level 3 inputs in the fair value hierarchy. Each loan's collateral has a unique appraisal and management's discount of the value is based on the factors unique to each impaired loan. The significant unobservable input in determining the fair value is management's subjective discount on appraisals of the collateral securing the loan, which range from 10% - 50%. Collateral may consist of real estate and/or business assets including equipment, inventory and/or accounts receivable and the value of these assets is determined based on the appraisals by qualified licensed appraisers hired by the Corporation. Appraised and reported values may be discounted based on management's historical knowledge, changes in market conditions from the time of valuation, estimated costs to sell, and/or management's expertise and knowledge of the client and the client's business.

#### **Mortgage Servicing Rights**

The fair value of the MSR for these periods was determined using a proprietary third-party valuation model that calculates the present value of estimated future servicing income. The model incorporates assumptions that market participants use in estimating future net servicing income, including estimates of prepayment speeds and discount rates. Due to the proprietary nature of the valuation model used, the Corporation classifies the value of MSR as using Level 3 inputs.

#### **Other Assets**

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The carrying amount of accrued interest receivable, income taxes receivable and other investments approximates fair value.

### **Deposits**

The estimated fair values disclosed for noninterest-bearing demand deposits, savings, NOW accounts, and market rate accounts are, by definition, equal to the amounts payable on demand at the reporting date (i.e., their carrying amounts). Fair values for certificates of deposit are estimated using a discounted cash flow calculation that applies interest rates currently being offered on certificates to a schedule of expected monthly maturities on the certificate of deposit. FASB Codification 825 defines the fair value of demand deposits as the amount payable on demand as of the reporting date and prohibits adjusting estimated fair value from any value derived from retaining those deposits for an expected future period of time.

**Table of Contents****Short-term borrowings**

The carrying amount of short-term borrowings, which include overnight repurchase agreements, fed funds and FHLB advances with original maturity of one year or less, approximates their fair value.

**Long-term FHLB Advances and Other Borrowings**

The fair value of long-term FHLB advances (with original maturities of greater than one year) and other borrowings, which include a \$8.8 million term loan, is established using a discounted cash flow calculation that applies interest rates currently being offered on mid-term and long term borrowings.

**Other Liabilities**

The carrying amounts of accrued interest payable and other accrued payables approximate fair value.

**Off-Balance Sheet Instruments**

Estimated fair values of the Corporation's commitments to extend credit, standby letters of credit and financial guarantees are not included in the table below as their carrying values generally approximate their fair values. These instruments generate fees that approximate those currently charged to originate similar commitments.

As of the dates indicated, the carrying amount and estimated fair value of the Corporation's financial instruments are as follows:

	Fair Value Hierarchy Level*	As of March 31, 2013		As of December 31 2012	
		Carrying Amount	Estimated Fair Value	Carrying Amount	Estimated Fair Value
<i>(dollars in thousands)</i>					
Financial assets:					
Cash and cash equivalents	Level 1	\$ 148,547	\$ 148,547	\$ 175,686	\$ 175,686
Investment securities, available for sale	See Note 17	327,799	327,799	316,614	316,614
Investment securities, trading	Level 2	2,168	2,168	1,447	1,447
Loans held for sale	Level 2	3,233	3,274	3,412	3,482
Net portfolio loans and leases	Level 3	1,390,792	1,398,137	1,384,031	1,412,619
Mortgage servicing rights	Level 3	4,593	4,913	4,491	4,638
Other assets	Level 3	21,178	21,178	21,735	21,735
<b>Total financial assets</b>		<b>\$ 1,898,310</b>	<b>\$ 1,906,016</b>	<b>\$ 1,907,416</b>	<b>\$ 1,936,221</b>
Financial liabilities:					
Deposits	Level 2	\$ 1,610,654	\$ 1,611,106	\$ 1,634,682	\$ 1,635,374
Short-term borrowings	Level 2	38,362	38,362	9,403	9,403
Long-term FHLB advances and other borrowings	Level 2	148,636	150,279	161,315	164,273
Other liabilities	Level 2	22,343	22,343	26,921	26,921
<b>Total financial liabilities</b>		<b>\$ 1,819,995</b>	<b>\$ 1,822,090</b>	<b>\$ 1,832,321</b>	<b>\$ 1,835,971</b>

\* see Note 17 for a description of fair value hierarchy levels

**Note 19 New Accounting Pronouncements**

**FASB ASU No. 2013-02 Comprehensive Income (Topic 220): Reporting of Amounts Reclassified Out of Accumulated Other Comprehensive Income**

In February 2013, the FASB issued an update (ASU 2013-02 Comprehensive Income (Topic 220): Reporting of Amounts Reclassified Out of Accumulated Other Comprehensive Income) which requires entities to disclose, for items reclassified out of accumulated other comprehensive income ( AOCI ) and into net income in their entirety, the effect of the reclassification on each affected net income line item and, for AOCI reclassification items that are not reclassified in their entirety into net income, a cross reference to other required U.S. GAAP disclosures. The guidance is effective for annual and interim reporting periods beginning after December 15, 2012; early adoption is allowed. The Corporation has adopted ASU 2013-02 with no impact on its financial condition and results of operations.

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### **ITEM 2 Management's Discussion and Analysis of Results of Operation and Financial Condition**

The following is the Corporation's discussion and analysis of the significant changes in the financial condition, results of operations, capital resources and liquidity presented in the accompanying consolidated financial statements. Current performance does not guarantee, and may not be indicative of, similar performance in the future.

#### **Brief History of the Corporation**

The Bryn Mawr Trust Company (the **Bank**) received its Pennsylvania banking charter in 1889 and is a member of the Federal Reserve System. In 1986, Bryn Mawr Bank Corporation (the **Corporation**) was formed and on January 2, 1987, the Bank became a wholly-owned subsidiary of the Corporation. The Bank and Corporation are headquartered in Bryn Mawr, Pennsylvania, a western suburb of Philadelphia. The Corporation and its subsidiaries provide community banking, business banking, residential mortgage lending, consumer and commercial lending and insurance services to customers through its 19 full-service branches and seven limited-hour retirement community offices located throughout the Montgomery, Delaware and Chester counties of Pennsylvania and New Castle county in Delaware. The Corporation and its subsidiaries also provide wealth management services through its network of Wealth Management offices located in Bryn Mawr, Devon and Hershey, Pennsylvania as well as Greenville, Delaware. The Corporation's stock trades on the NASDAQ Stock Market (**NASDAQ**) under the symbol **BMTC**. The goal of the Corporation is to become the preeminent community bank and wealth management organization in the Philadelphia area.

The Corporation operates in a highly competitive market area that includes local, national and regional banks as competitors along with savings banks, credit unions, insurance companies, trust companies, registered investment advisors and mutual fund families. The Corporation and its subsidiaries are regulated by many agencies including the Securities and Exchange Commission (**SEC**), **NASDAQ**, Federal Deposit Insurance Corporation (**FDIC**), the Federal Reserve Board and the Pennsylvania Department of Banking.

During 2012, the Corporation completed the following two transactions:

#### **First Bank of Delaware Transaction**

On November 17, 2012, the acquisition of \$70.3 million of deposits, \$76.6 million of loans and a branch location from First Bank of Delaware (**FBD**), by the Corporation was completed (the **FBD Transaction**). The consideration paid totaled \$10.6 million. The FBD Transaction, which was accounted for as a business combination, enabled the Corporation to expand its banking arm into the Delaware market by opening its first full-service branch there, complementing its existing wealth management operations in the state.

#### **Acquisition of the Davidson Trust Company**

On May 15, 2012, the Corporation acquired the Davidson Trust Company (**DTC**) for \$10.5 million, including \$7.35 million cash paid at closing and \$3.15 million of contingent cash payments that was to be paid November 14, 2012, May 14, 2013 and November 14, 2013, subject to certain post-closing contingencies relating to the assets under management. None of the three contingent cash payments was to exceed \$1.05 million. The first of the three contingent payments was made on November 14, 2012, in the amount of \$1.05 million. The Corporation expects to make the second contingent payment in the amount of \$1.05 million on May 14, 2013.

#### **Pending Acquisition of MidCoast Community Bancorp, Inc.**

As announced on March 29, 2013, the Corporation has entered into a definitive agreement and plan of merger with MidCoast Community Bancorp, Inc (**MCBI**), pursuant to which MCBI will merge with and into the Corporation. The transaction is expected to close late in the third quarter of 2013 and is subject to the normal regulatory and MCBI shareholder approvals.

#### **Critical Accounting Policies, Judgments and Estimates**

The accounting and reporting policies of the Corporation and its subsidiaries conform with U.S. generally accepted accounting principles (**GAAP**). All inter-company transactions are eliminated in consolidation and certain reclassifications are made when necessary to conform the previous year's financial statements to the current year's presentation. In preparing the consolidated financial statements, the Corporation is required to make estimates and assumptions that affect the reported amount of assets and liabilities as of the dates of the balance sheets and revenues and expenditures for the periods presented. However, there are uncertainties inherent in making these estimates and actual results could differ from these estimates. The Corporation has identified certain areas that require estimates and assumptions, which include the allowance for loan and lease losses (the **Allowance**), the valuation of goodwill and intangible assets, the fair value of investment securities, mortgage servicing



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rights, deferred tax assets and liabilities, benefit plans and stock-based compensation.

These critical accounting policies, along with other significant accounting policies, are presented in Footnote 1 – Summary of Significant Accounting Policies, in the Notes to Consolidated Financial Statements in the Corporation's 2012 Annual Report on Form 10-K.

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### **Executive Overview**

The following items highlight the Corporation's results of operations for the three months ended March 31, 2013, as compared to the same periods in 2012, and the changes in its financial condition as of March 31, 2013 as compared to December 31, 2012. More detailed information related to these highlights can be found in the sections that follow.

### **Three Month Results**

In general, the results for the three months ended March 31, 2013, as compared to the same period in 2012 were impacted by the May 2012 acquisition of DTC and the November 2012 FBD Transaction.

Net income for the three months ended March 31, 2013 was \$5.3 million, an increase of \$247 thousand as compared to net income of \$5.1 million for the same period in 2012. Diluted earnings per share of \$0.40 for the three months ended March 31, 2013 was \$0.01 increase from the same period in 2012.

Return on average equity ( ROE ) and return on average assets ( ROA ) for the three months ended March 31, 2013 were 10.56% and 1.08%, as compared to ROE and ROA of 11.00% and 1.14%, respectively, for the same period in 2012.

Tax-equivalent net interest income increased \$1.4 million, or 9.0%, to \$17.5 million for the three months ended March 31, 2013, as compared to \$16.1 million for the same period in 2012.

The provision for loan and lease losses (the Provision ) for the three months ended March 31, 2013 was \$804 thousand, a decrease of \$196 thousand, or 19.6%, from the \$1.0 million recorded for the same period in 2012.

Non-interest income of \$11.8 million for the three months ended March 31, 2013 increased \$2.2 million, or 23.0%, as compared to \$9.6 million for the same period in 2012.

Included in non-interest income, fees for Wealth Management services of \$8.3 million for the three months ended March 31, 2013 increased \$2.1 million, or 34.0%, as compared to \$6.2 million for the same period in 2012.

Non-interest expense of \$20.2 million for the three months ended March 31, 2013 increased \$3.4 million, or 20.5%, as compared to \$16.8 million for the same period in 2012.

### **Changes in Financial Condition**

Total assets of \$2.03 billion as of March 31, 2013 decreased \$5.7 million from \$2.04 billion as of December 31, 2012.

Shareholders' equity of \$210.2 million as of March 31, 2013 increased \$6.6 million from \$203.6 million as of December 31, 2012.

Total portfolio loans and leases as of March 31, 2013 were \$1.41 billion, an increase of \$6.8 million from the December 31, 2012 balance.

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Total non-performing loans and leases of \$12.8 million represented 0.91% of portfolio loans and leases as of March 31, 2013 as compared to \$14.8 million, or 1.06% of portfolio loans and leases as of December 31, 2012.

The \$14.4 million Allowance, as of March 31, 2013, represented 1.03% of portfolio loans and leases, unchanged from December 31, 2012.

Total deposits of \$1.61 billion as of March 31, 2013 decreased \$24.0 million, or 1.5%, from \$1.63 billion as of December 31, 2012.

Wealth Management assets under management, administration, supervision and brokerage as of March 31, 2013 were \$6.99 billion, an increase of \$324.8 million from December 31, 2012.

**Table of Contents****Other Recent Developments**

As announced on March 29, 2013, the Corporation has entered into a definitive agreement and plan of merger with MidCoast Community Bancorp, Inc ( MCBI ), pursuant to which MCBI will merge with and into the Corporation. The transaction is expected to close late in the third quarter of 2013 and is subject to the normal regulatory and MCBI shareholder approvals.

**Key Performance Ratios**

Key financial performance ratios for the three months ended March 31, 2013 and 2012 are shown in the table below:

	Three Months Ended March 31,	
	2013	2012
Annualized return on average equity	10.56%	11.00%
Annualized return on average assets	1.08%	1.14%
Efficiency ratio *	69.3%	65.7%
Tax equivalent net interest margin	3.85%	3.93%
Diluted earnings per share	\$ 0.40	\$ 0.39
Dividend per share	\$ 0.40	\$ 0.39

\* The efficiency ratio is calculated by dividing non-interest expense by the sum of net interest income and non-interest income. The following table presents certain key period-end balances and ratios as of March 31, 2013 and December 31, 2012:

(dollars in millions, except per share amounts)	March 31, 2013	December 31, 2012
Book value per share	\$ 15.57	\$ 15.17
Tangible book value per share	\$ 11.55	\$ 11.08
Allowance as a percentage of loans and leases	1.03%	1.03%
Tier I capital to risk weighted assets	11.33%	11.02%
Tangible common equity ratio	7.98%	7.60%
Loan to deposit ratio	87.4%	85.8%
Wealth assets under management, administration, supervision and brokerage	\$ 6,988.0	\$ 6,663.2
Portfolio loans and leases	\$ 1,405.2	\$ 1,398.5
Total assets	\$ 2,030.2	\$ 2,035.9
Shareholders equity	\$ 210.2	\$ 203.6

The following sections discuss, in detail, the Corporation's results of operations for the three months ended March 31, 2013, as compared to the same period in 2012, and the changes in its financial condition as of March 31, 2013 as compared to December 31, 2012.

**Components of Net Income**

Net income is comprised of five major elements:

**Net Interest Income**, or the difference between the interest income earned on loans, leases and investments and the interest expense paid on deposits and borrowed funds;

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**Provision For Loan and Lease Losses**, or the amount added to the Allowance to provide for estimated inherent losses on portfolio loans and leases;

**Non-Interest Income** which is made up primarily of Wealth Management revenue, gains and losses from the sale of residential mortgage loans, gains and losses from the sale of investment securities available for sale and other fees from loan and deposit services;

**Non-Interest Expense**, which consists primarily of salaries and employee benefits, occupancy, intangible asset amortization, professional fees and other operating expenses; and

**Income Taxes**, which include state and federal jurisdictions.

### **Tax-Equivalent Net Interest Income**

Net interest income is the primary source of the Corporation's revenue. The below tables present a summary, for the three month periods ended March 31, 2013 and 2012, of the Corporation's average balances and tax-equivalent yields earned on its interest-earning assets and the tax-equivalent rate paid on its interest-bearing liabilities. The tax-equivalent net interest margin is the tax-equivalent net interest income as a percentage of average interest-earning assets. The tax-equivalent net interest spread is the difference between the weighted average tax-equivalent yield on interest-earning assets and the weighted average cost of interest-bearing liabilities. The effect of noninterest-bearing liabilities represents the effect on the net interest margin of net funding provided by noninterest-earning assets, noninterest-bearing liabilities and shareholders' equity.

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Tax-equivalent net interest income of \$17.5 million for the three months ended March 31, 2013 increased \$1.4 million, as compared to the same period in 2012. The increase in net interest income between the periods was related to an 8.0% increase in average portfolio loans. This increase was primarily related to the acquisition of loans from FBD, which totaled \$76.6 million at the time of the transaction. In addition, the Corporation's strategic decisions to prepay \$22.5 million of subordinated debt during the third and fourth quarters of 2012 and \$20.0 million of Federal Home Loan Bank ( FHLB ) borrowings in January 2013, along with the 16 basis point decline in rate paid on deposits, contributed significantly to the \$941 thousand decrease in interest expense for the three months ended March 31, 2013, as compared to the same period in 2012.

**Analyses of Interest Rates and Interest Differential**

The table below presents the major asset and liability categories on an average daily balance basis for the periods presented, along with interest income, interest expense and key rates and yields.

	For the Three Months Ended March 31,					
	2013			2012		
	Average Balance	Interest Income/ Expense	Average Rates Earned/ Paid	Average Balance	Interest Income/ Expense	Average Rates Earned/ Paid
<i>(dollars in thousands)</i>						
<b>Assets:</b>						
Interest-bearing deposits with banks	\$ 117,372	\$ 69	0.24%	\$ 38,556	\$ 23	0.24%
Investment securities available for sale:						
Taxable	289,097	889	1.25%	294,593	1,136	1.55%
Non-taxable <sup>(3)</sup>	34,150	125	1.48%	9,622	53	2.22%
Total investment securities available for sale	323,247	1,014	1.27%	304,215	1,189	1.57%
Investment securities trading	1,695	16	3.83%	1,437	4	1.12%
Loans and leases <sup>(1)(2)(3)</sup>	1,403,683	17,854	5.16%	1,299,552	17,234	5.33%
Total interest-earning assets	1,845,997	18,953	4.16%	1,643,760	18,450	4.51%
Cash and due from banks	13,287			11,539		
Allowance for loan and lease losses	(14,693)			(13,089)		
Other assets	149,963			141,439		
Total assets	\$ 1,994,554			\$ 1,783,649		
<b>Liabilities:</b>						
Savings, NOW, and market rate accounts	\$ 975,464	479	0.20%	\$ 767,240	559	0.29%
Wholesale non-maturity deposits	38,683	35	0.37%	65,117	53	0.33%
Wholesale time deposits	11,495	19	0.67%	22,354	24	0.43%
Time deposits	190,937	242	0.51%	210,973	490	0.93%
Total interest-bearing deposits	1,216,579	775	0.26%	1,065,684	1,126	0.42%
Subordinated debentures			%	22,500	291	5.20%
Short-term borrowings	11,978	4	0.14%	13,885	6	0.22%
Long-term FHLB advances and other borrowings	148,699	667	1.82%	165,402	964	2.34%
Total borrowings	160,677	671	1.69%	201,787	1,261	2.51%
Total interest-bearing liabilities	1,377,256	1,446	0.43%	1,267,471	2,387	0.76%
Non-interest-bearing deposits	386,881			305,468		
Other liabilities	26,123			25,259		

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Total non-interest-bearing liabilities	413,004		330,727	
Total liabilities	1,790,260		1,598,198	
Shareholders' equity	204,294		185,451	
Total liabilities and shareholders' equity	\$ 1,994,554		\$ 1,783,649	
Net interest spread		3.73%		3.75%
Effect of non-interest-bearing liabilities		0.12%		0.18%
Tax equivalent net interest income and margin on earning assets <sup>(3)</sup>	\$ 17,507	3.85%	\$ 16,063	3.93%
Tax-equivalent adjustment <sup>(3)</sup>	\$ 98	0.03%	\$ 78	0.02%

<sup>(1)</sup> Nonaccrual loans have been included in average loan balances, but interest on nonaccrual loans has been excluded for purposes of determining interest income.

<sup>(2)</sup> Loans include portfolio loans and leases and loans held for sale.

<sup>(3)</sup> Tax rate used for tax-equivalent calculations is 35%.

**Table of Contents****Rate/Volume Analysis (tax equivalent basis\*)**

The rate/volume analysis in the table below analyzes dollar changes in the components of interest income and interest expense as they relate to the change in balances (volume) and the change in interest rates (rate) of tax-equivalent net interest income for the three months ended March 31, 2013 as compared to the same period in 2012, allocated by rate and volume. The change in interest income and/or expense due to both volume and rate has been allocated to changes in volume.

	2013 Compared to 2012		
	Three Months Ended March 31,		
	Volume	Rate	Total
<b>Interest income</b>			
Interest-bearing deposits with other banks	\$ 46	\$	\$ 46
Investment securities	113	(276)	(163)
Loans and leases	1,256	(636)	620
<b>Total interest income</b>	<b>\$ 1,415</b>	<b>\$ (912)</b>	<b>\$ 503</b>
<b>Interest expense:</b>			
Savings, NOW and market rate accounts	\$ 144	\$ (224)	\$ (80)
Wholesale non-maturity deposits	(22)	4	(18)
Time deposits	(47)	(201)	(248)
Wholesale time deposits	(12)	7	(5)
Borrowed funds**	(263)	(327)	(590)
<b>Total interest expense</b>	<b>(200)</b>	<b>(741)</b>	<b>(941)</b>
<b>Interest differential</b>	<b>\$ 1,615</b>	<b>\$ (171)</b>	<b>\$ 1,444</b>

\* The tax rate used in the calculation of the tax equivalent income is 35%.

\*\* Borrowed funds include subordinated debentures, short-term borrowings and Federal Home Loan Bank ( FHLB ) advances and other borrowings.

**Tax Equivalent Net Interest Margin**

The Corporation's tax-equivalent net interest margin decreased 8 basis points to 3.85% for the three months ended March 31, 2013, from 3.93% for the same period in 2012. Average interest-earning assets increased \$202.2 million, while average interest-bearing liabilities increased by \$109.8 million. A significant portion of the increase in average interest-earning assets between periods was a \$78.8 million increase in interest-bearing deposits with other banks, primarily the Federal Reserve, earning an average yield of only 24 basis points. The increase in average interest-earning assets of \$202.2 million between periods resulted in an increase in tax-equivalent net interest income of \$1.4 million, representing an incremental tax-equivalent net interest margin of 2.90%.

The tax equivalent net interest margin and related components for the past five consecutive quarters are shown in the table below:

Quarter	Interest-Earning Asset Yield	Interest-Bearing Liability Cost	Net Interest Spread	Effect of Non-Interest Bearing Sources	Net Interest Margin
1 <sup>st</sup> Quarter 2013	4.16%	0.43%	3.73%	0.12%	3.85%
4 <sup>th</sup> Quarter 2012	4.27%	0.54%	3.73%	0.13%	3.86%
3 <sup>rd</sup> Quarter 2012	4.28%	0.66%	3.62%	0.16%	3.78%
2 <sup>nd</sup> Quarter 2012	4.39%	0.72%	3.67%	0.17%	3.84%



1 <sup>st</sup> Quarter 2012	4.51%	0.76%	3.75%	0.18%	3.93%
<b>Interest Rate Sensitivity</b>					

The Corporation actively manages its interest rate sensitivity position. The objectives of interest rate risk management are to minimize exposure of net interest income to risks associated with interest rate movements and to achieve sustainable growth in net interest income. The Corporation's Asset Liability Committee (ALCO), using policies and procedures approved by the Corporation's Board of Directors, is responsible for the management of the Corporation's interest rate sensitivity position. The Corporation manages interest rate sensitivity by changing the mix, pricing and re-pricing characteristics of its assets and liabilities through the management of its investment portfolio, its offerings of loan and selected deposit terms and through wholesale funding. Wholesale funding consists of multiple sources including borrowings from the FHLB, the Federal Reserve Bank of Philadelphia's discount window, certificates of deposit from institutional brokers, Certificate of Deposit Account Registry Service (CDARS), Insured Network Deposit (IND) Program, Institutional Deposit Corporation (IDC) and Pennsylvania Local Government Investment Trust (PLGIT).

The Corporation uses several tools to manage its interest rate risk including interest rate sensitivity analysis, or gap analysis, market value of portfolio equity analysis, interest rate simulations under various rate scenarios and tax-equivalent net interest margin reports. The results of these reports are compared to limits established by the Corporation's ALCO policies and appropriate adjustments are made if the results are outside the established limits.

The following table demonstrates the annualized result of an interest rate simulation and the estimated effect that a parallel interest rate shift, or shock, in the yield curve and subjective adjustments in deposit pricing, might have on the Corporation's projected net interest income over the next 12 months.

This simulation assumes that there is no growth in interest-earning assets or interest-bearing liabilities over the next twelve months. The changes to net interest income shown below are in compliance with the Corporation's policy guidelines.

**Table of Contents****Summary of Interest Rate Simulation**

<i>(dollars in thousands)</i> Change in Interest Rates:	Change in Net Interest Income Over Next Twelve Months as of March 31, 2013	
	Amount	Percentage
+300 basis points	\$ 6,889	9.60%
+200 basis points	\$ 3,976	5.54%
+100 basis points	\$ 1,435	2.00%
-100 basis points	\$ (1,563)	(2.18)%

The interest rate simulation above suggests that the Corporation's balance sheet is asset sensitive as of March 31, 2013, demonstrating that an increase in interest rates will have a positive impact on net interest income over the next 12 months, while a decrease in interest rates will negatively impact net interest income. In this simulation, net interest income will increase if rates increase 100, 200 or 300 basis points. However, the 100-basis point-increase scenario indicates a less significant increase in net interest income over the next 12 months, than the other scenarios, as the Corporation has interest rate floors on many of its portfolio loans, and as such, those loans would not experience the full 100 basis point increase. In addition, the Corporation's internal prime loan rate is set, as of March 31, 2013, at 3.99%, or 74 basis points above the Wall Street Journal Prime Rate of 3.25%. The 100-basis point decrease scenario shows a \$1.6 million, or 2.20%, decrease in net interest income over the next twelve months as some of the Corporation's liabilities bear rates of interest below 1.00% and therefore would not be able to absorb the entire decrease. The four scenarios above are directionally consistent with the December 31, 2012 simulations.

The interest rate simulation is an estimate based on assumptions, which are derived from past behavior of customers, along with expectations of future behavior relative to interest rate changes. In today's uncertain economic environment and the current extended period of very low interest rates, the reliability of the Corporation's interest rate simulation model is more uncertain than in other periods. Actual customer behavior may be significantly different than expected behavior, which could cause an unexpected outcome and may result in lower net interest income.

**Gap Analysis**

The interest sensitivity, or gap analysis, shows interest rate risk by identifying repricing gaps in the Corporation's balance sheet. All assets and liabilities are categorized in the following table according to their behavioral sensitivity, which is usually the earliest of either: repricing, maturity, contractual amortization, prepayments or likely call dates. Non-maturity deposits, such as NOW, savings and money market accounts are spread over various time periods based on the expected sensitivity of these rates considering liquidity and the investment preferences of the Corporation. Non-rate-sensitive assets and liabilities are placed in a separate period. Capital is spread over time periods to reflect the Corporation's view of the maturity of these funds.

The following table presents the Corporation's interest rate sensitivity position or gap analysis as of March 31, 2013:

<i>(dollars in millions)</i>	0 to 90 Days	91 to 365 Days	1 - 5 Years	Over 5 Years	Non-Rate Sensitive	Total
<b>Assets:</b>						
Interest-bearing deposits with banks	\$ 136.1	\$	\$	\$	\$	\$ 136.1
Money market funds	0.4					0.4
Investment securities available for sale	54.8	57.0	155.5	60.5		327.8
Investment securities trading	2.2					2.2
Loans and leases <sup>(1)</sup>	416.9	163.3	592.2	236.1		1408.5
Allowance for loan and lease losses					(14.4)	(14.4)
Cash and due from banks					12.0	12.0
Other assets					157.6	157.6
<b>Total assets</b>	<b>\$ 610.4</b>	<b>\$ 220.3</b>	<b>\$ 747.7</b>	<b>\$ 296.6</b>	<b>\$ 155.2</b>	<b>\$ 2,030.2</b>
<b>Liabilities and shareholders' equity:</b>						

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Demand, non-interest-bearing	\$ 26.6	\$ 79.9	\$ 111.2	\$ 189.8	\$	\$ 407.5
Savings, NOW and market rate	70.9	212.6	491.5	212.5		987.5
Time deposits	55.0	79.0	37.2	0.4		171.6
Wholesale non-maturity deposits	32.9					32.9
Wholesale time deposits	5.5	5.8				11.3
Short-term borrowings	38.4					38.4
Long-term FHLB advances and other borrowings	24.2	1.1	97.7	25.6		148.6
Other liabilities					22.3	22.3
Shareholders' equity	7.5	22.5	120.1	60.0		210.1
<b>Total liabilities and shareholders' equity</b>	<b>\$ 261.0</b>	<b>\$ 400.9</b>	<b>\$ 857.7</b>	<b>\$ 488.3</b>	<b>\$ 22.3</b>	<b>\$ 2,030.2</b>
Interest-earning assets	\$ 610.4	\$ 220.3	\$ 747.7	\$ 296.6	\$	\$ 1,872.8
Interest-bearing liabilities	226.9	298.5	626.4	238.5		1,351.9
Difference between interest-earning assets and interest-bearing liabilities	\$ 383.5	\$ (78.2)	\$ 121.3	\$ 58.1	\$	\$ 520.9
Cumulative difference between interest earning assets and interest-bearing liabilities	\$ 383.5	\$ 305.3	\$ 426.6	\$ 484.7	\$	\$ 520.9
Cumulative earning assets as a % of cumulative interest bearing liabilities	269%	158%	137%	135%		

(1) Loans include portfolio loans and leases and loans held for sale.

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The table above indicates that the Corporation is asset-sensitive in the immediate to 90-day time frame and may experience an increase in net interest income during that time period if rates rise. It should be noted that the gap analysis is one tool used to measure interest rate sensitivity and must be used in conjunction with other measures such as the interest rate simulation discussed above. The gap analysis measures the timing of changes in rate, but not the true weighting of any specific component of the Corporation's balance sheet. Conversely, if rates decline, net interest income may decline. The asset-sensitive position reflected in this gap analysis is similar to the Corporation's position at December 31, 2012.

## **PROVISION FOR LOAN AND LEASE LOSSES**

### **General Discussion of the Allowance for Loan and Lease Losses**

The Allowance is determined based on the Corporation's review and evaluation of the loan and lease portfolio in relation to past loss experience, the size and composition of the portfolio, current economic events and conditions, and other pertinent factors, including the Corporation's assumptions as to future delinquencies, recoveries and losses.

Changes in the Allowance consist of provisions for loan and lease losses, which increase the Allowance, recorded as an expense on the income statement, charge-offs of loans and leases deemed uncollectible, which reduce the Allowance, and recoveries of loans and leases that were previously charged off, which increase the Allowance.

While the Corporation considers the Allowance to be adequate, based on information currently available, future additions to the Allowance may be necessary due to changes in economic conditions or the Corporation's assumptions as to future delinquencies, recoveries and losses and the Corporation's intent with regard to the disposition of loans. The Pennsylvania Department of Banking and the Federal Reserve Bank of Philadelphia, as an integral part of their examination process, periodically review the Corporation's Allowance.

The Allowance is the accumulation of four components that are calculated based on independent methodologies. All components of the Allowance are based on Management's estimates.

The four components of the Allowance are as follows:

**Specific Loan Evaluation Component** Includes the specific evaluation of impaired loans and leases.

**Historical Charge-Off Component** Applies a rolling, twelve-quarter historical charge-off rate to homogeneous pools of loans and leases.

**Additional Factors Component** The loan and lease portfolios are divided into homogenous pools with similar characteristics, upon which multiple factors (such as delinquency trends, economic conditions, loan terms, credit grade, state of origination, industry, other relevant information and regulatory environment) are evaluated, resulting in an Allowance amount for each of the pools. Within the commercial and industrial, commercial mortgage and construction segments of the portfolio, the internally-assigned risk ratings are considered when weighting the factors.

**Unallocated Component** This amount represents a reserve against all loans for factors not included in the components mentioned above, as well as the imprecision involved with the above components.

As part of the process of allocating the Allowance to the different segments of the loan and lease portfolio, Management considers certain credit quality indicators. For the commercial mortgage, construction and commercial and industrial loan segments, periodic reviews of the individual loans are performed by both in-house staff as well as external loan reviewers. The result of these reviews is reflected in the risk grade assigned to each loan. These internally assigned grades are as follows:

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**Pass** Loans classified as *pass* are considered satisfactory with no indications of deterioration.

**Special mention** Loans classified as *special mention* have a potential weakness that deserves management's close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the loan or of the institution's credit position at some future date.

**Substandard** Loans classified as *substandard* are inadequately protected by the current net worth and payment capacity of the obligor or of the collateral pledged, if any. Substandard loans have a well-defined weakness or weaknesses that jeopardize the liquidation of the debt. They are characterized by the distinct possibility that the institution will sustain some loss if the deficiencies are not corrected.

**Doubtful** Loans classified as *doubtful* have all the weaknesses inherent in those classified as substandard, with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable.

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Consumer credit exposure, which includes residential mortgages, home equity lines and loans, leases and consumer loans, are assigned a credit risk profile based on payment activity. This payment activity is indicated by the performance of the loan, that is, whether it is a performing loan or a nonperforming loan.

Refer to Note 5G in the Notes to Consolidated Financial Statements for details regarding credit quality indicators associated with the Corporation's loan and lease portfolio.

**Portfolio Segmentation** The Corporation's loan and lease portfolio is divided into specific segments of loans and leases having similar characteristics. These segments are as follows:

Commercial mortgage

Home equity lines and loans

Residential mortgage

Construction

Commercial and industrial

Consumer

Leases

Refer to Note 5 in the Notes to Consolidated Financial Statements for the details of the Corporation's loan and lease portfolio, broken down by portfolio segment.

**Impairment Measurement** In accordance with guidance provided by ASC 310-10, Accounting by Creditors for Impairment of a Loan, Management employs one of three methods to determine and measure impairment:

the Present Value of Future Cash Flow Method;

the Fair Value of Collateral Method; and

the Observable Market Price of a Loan Method.

To perform an impairment analysis, the Corporation reviews a loan's internally assigned grade, its outstanding balance, guarantors, collateral, strategy, and a current report of the action being implemented.

Based on the nature of the specific loans, one of the impairment methods is chosen for the respective loan and any impairment is determined, based on criteria established in ASC 310-10.

**Troubled Debt Restructurings ( TDRs )** The Corporation follows guidance provided by FASB ASC 310-40, Troubled Debt Restructurings by Creditors in conjunction with Accounting Standards Update (ASU) No. 2011-02, Receivables (Topic 310): A Creditor's Determination of Whether a Restructuring is a Troubled Debt Restructuring, which clarifies existing guidance used by creditors to determine when a modification represents a concession and enhances the disclosure requirements related to TDRs. The restructuring of a debt constitutes a TDR if the creditor, for economic or legal reasons related to the debtor's financial difficulties grants a concession to the debtor that it would not otherwise consider in the normal course of business. A concession may include an extension of repayment terms which would not normally be granted, a reduction of interest rate or the forgiveness of principal and/or accrued interest. If the debtor is experiencing financial difficulty and the creditor has granted a concession, the Corporation will make the necessary disclosures related to the TDR. In certain cases, a modification may be made in an effort to retain a customer who is not experiencing financial difficulty. This type of modification is not considered to be a TDR. Once a loan or lease has been modified and is considered a TDR, it is reported as an impaired loan or lease. If the loan or lease deemed a TDR has performed for at least six months at the level prescribed by the modification, it is not considered to be non-performing; however, it will generally continue to be reported as impaired. Loans and leases that have performed, as modified, for at least six months are reported as TDRs in compliance with modified terms.

Refer to Notes 5G and 5H in the Notes to Consolidated Financial Statements for more information regarding the Corporation's TDRs.

**Charge-off Policy** The Corporation's charge-off policy states that, on a periodic basis, not less often than quarterly, delinquent and non-performing loans that exceed the following limits are considered for charge-off:

Open-ended consumer loans exceeding 180 days past due;

Closed-ended consumer loans exceeding 120 days past due;

All commercial/business purpose loans exceeding 180 days past due; and

All leases exceeding 120 days past due.

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Any other loan or lease for which Management has reason to believe the ability to collect is unlikely, and for which sufficient collateral does not exist, is also considered for charge-off.

Refer to Notes 5G in the Notes to Consolidated Financial Statements for more information regarding the Corporation's charge-offs.

**Asset Quality and Analysis of Credit Risk**

As of March 31, 2013, total non-performing loans and leases decreased by \$1.9 million, to \$12.8 million, representing 0.91% of portfolio loans and leases, as compared to \$14.8 million, or 1.06% of portfolio loans and leases as of December 31, 2012. The decrease in the nonperforming loans and leases of \$1.9 million from December 31, 2012 to March 31, 2013 was primarily related to a \$671 thousand decrease in nonperforming home equity lines and loans, a \$750 thousand decrease in nonperforming construction loans and a \$522 thousand decrease in nonperforming commercial and industrial loans. The improvement in the home equity segment was largely related to the pay off of a \$400 thousand nonperforming line of credit, as well as an \$89 thousand loan that was foreclosed and taken into OREO. In addition, a \$750 thousand nonperforming construction loan was sold to a third party for \$580 thousand, resulting in a \$170 thousand charge-off. The \$522 thousand decrease in nonperforming commercial and industrial loans was primarily related to partial charge-offs of \$423 thousand and \$56 thousand on two small business loans that were reduced to the net realizable value of their collateral, along with a \$50 thousand charge-off of an unsecured small business loan.

The Provision for the three months ended March 31, 2013 and 2012 was \$804 thousand and \$1.0 million, respectively. The decrease in Provision between periods was the result of the quarterly evaluation of the segments of the loan and lease portfolio which included the related quantitative and qualitative factors described above. This evaluation determines the required level of Allowance. Although the loan and lease portfolio grew by \$100.8 million from March 31, 2012 to March 31, 2013, a large portion of this growth was related to the \$76.6 million of loans acquired in the FBD Transaction. The FBD Transaction was recorded as a business combination and, as such, the acquired loans were recorded at their fair market values. A component of the loans' fair market values is related to credit risk and therefore, only an immaterial amount of Allowance is allocated to these acquired loans.

As of March 31, 2013, the Allowance of \$14.4 million represented 1.03% of portfolio loans and leases, remaining relatively unchanged from December 31, 2012.

As of March 31, 2013, the Corporation had OREO valued at \$545 thousand, as compared to \$906 thousand as of December 31, 2012. The balance as of March 31, 2013 was comprised of one residential property, a parcel of undeveloped land and one commercial property, the latter of which was the result of a foreclosure that occurred during the first quarter of 2013. All properties are recorded at the lower of cost or fair value less cost to sell. During the three months ended March 31, 2013, two commercial properties that had been held in OREO were sold at a total net loss of \$52 thousand. One of the commercial properties sold during the first quarter of 2013 was determined to have possible environmental contamination. As a contingency to its sale, the Corporation has assumed responsibility for any potential remediation costs related to the property. As of the date of this filing, Phase II environmental testing results indicated limited contamination, and a preliminary estimate of the cost of work required for remediation was determined to be immaterial.

As of March 31, 2013, the Corporation had \$11.1 million of TDRs, of which \$7.4 million were in compliance with the modified terms, and hence, excluded from non-performing loans and leases. As of December 31, 2012, the Corporation had \$11.1 million of TDRs, of which \$8.0 million were in compliance with the modified terms, and as such, were excluded from non-performing loans and leases.

As of March 31, 2013, the Corporation had \$19.3 million of impaired loans and leases which included \$11.1 million of TDRs. Impaired loans and leases are those for which it is probable that the Corporation will not be able to collect all scheduled principal and interest in accordance with the original terms of the loans and leases. Impaired loans and leases as of December 31, 2012 totaled \$22.0 million, which included \$11.1 million of TDRs. Refer to Note 5H in the Notes to Consolidated Financial Statements for more information regarding the Corporation's impaired loans and leases.

The Corporation continues to be diligent in its credit underwriting process and proactive with its loan review process, including the engagement of the services of an independent outside loan review firm, which helps identify developing credit issues. These proactive steps include the procurement of additional collateral (preferably outside the current loan structure) whenever possible and frequent contact with the borrower. The Corporation believes that timely identification of credit issues and appropriate actions early in the process serve to mitigate overall losses.



**Table of Contents****Nonperforming Assets and Related Ratios**

<i>(dollars in thousands)</i>	March 31, 2013	December 31, 2012
<b>Non-Performing Assets:</b>		
Non-accrual loans and leases	\$ 12,098	\$ 14,040
Loans and leases 90 days or more past due still accruing	728	728
Total non-performing loans and leases	12,826	14,768
Other real estate owned	545	906
Total non-performing assets	\$ 13,371	\$ 15,674
<b>Troubled Debt Restructures ( TDRs ):</b>		
TDRs included in non-performing loans	\$ 3,686	\$ 3,106
TDRs in compliance with modified terms	7,438	8,008
Total TDRs	\$ 11,124	\$ 11,114
<b>Loan and Lease quality indicators:</b>		
Allowance for loan and lease losses to non-performing loans and leases	112.6%	97.7%
Non-performing loans and leases to total portfolio loans and leases	0.91%	1.06%
Allowance for loan and lease losses to total portfolio loans and leases	1.03%	1.03%
Non-performing assets to total assets	0.66%	0.77%
Total portfolio loans and leases	\$ 1,405,239	\$ 1,295,392
Allowance for loan and lease losses	\$ 14,447	\$ 14,425

**NON-INTEREST INCOME****Three Months Ended March 31, 2013 Compared to the Same Period in 2012**

Non-interest income for the three months ended March 31, 2013 was \$11.8 million, an increase of \$2.2 million from the same period in 2012. Revenue from wealth management services for the three months ended March 31, 2013 was \$8.3 million, a \$2.1 million increase, or 34.0%, from the \$6.2 million generated in the same period in 2012. Wealth Management Division assets under management, administration, supervision and brokerage as of March 31, 2013 were \$7.0 billion, an increase of \$1.8 billion, or 35.6%, from March 31, 2012. The increase was partially due to the May 2012 acquisition of DTC, which initially added approximately \$1.0 billion to the Corporation's assets under management, administration, supervision and brokerage.

In addition, organic growth related to strategic initiatives within the division, along with market appreciation, contributed to the growth. In addition to the increase in revenue for wealth management services, non-interest income was also impacted by a \$348 thousand increase on the gain on sale of residential mortgage loans between the periods. The volume of residential mortgage loans sold for the three months ended March 31, 2013 increased \$17.6 million, or 51.8%, as compared to the same period in 2012.

The following table presents supplemental information regarding mortgage loan originations and sales:

<i>(dollars in millions)</i>	<b>As of or for the Three Months Ended March 31,</b>	
	2013	2012
Residential loans held in portfolio	\$ 284.3	\$ 306.9
Mortgage originations	\$ 65.1	\$ 55.4

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<b>Mortgage loans sold:</b>		
Servicing retained	\$ 51.4	\$ 32.8
Servicing released	0.2	1.2
Total mortgage loans sold	\$ 51.6	\$ 34.0
Percent servicing-retained	99.6%	96.4%
Percent servicing-released	0.4%	3.6%
Percent of originated mortgage loans sold	79.3%	61.3%
Loans serviced for others	\$ 603.7	\$ 571.4
Mortgage servicing rights ( MSR )	\$ 4.6	\$ 4.2
Net gain on sale of loans	\$ 1.5	\$ 1.2
Loan servicing and other fees	\$ 0.4	\$ 0.4
Amortization of MSRs	\$ 0.2	\$ 0.2
Net impairment (recovery) of MSRs	\$ 0.1	\$ (0.1)
Yield on loans sold (includes MSR income)	2.94%	3.44%

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The following table provides details of other operating income for the three months ended March 31, 2013 and 2012:

<i>(dollars in thousands)</i>	<b>Three Months Ended March 31,</b>	
	2013	2012
Merchant interchange fees	\$ 190	\$ 154
Commissions and fees	39	124
Safe deposit box rentals	96	100
Insurance commissions	120	77
Other investment income	17	23
Title insurance income	150	106
Rental income	54	14
Miscellaneous other income	159	498
<b>Other operating income</b>	<b>\$ 825</b>	<b>\$ 1,096</b>

**NON-INTEREST EXPENSE****Three Months Ended March 31, 2013 Compared to the Same Period in 2012**

Non-interest expense for the three months ended March 31, 2013 increased \$3.4 million, to \$20.2 million, as compared to \$16.8 million for the same period in 2012. Contributing to this increase were a \$505 thousand increase in due diligence and merger-related expenses, a \$1.5 million increase in salaries and benefits, a \$375 thousand increase in occupancy costs, a \$347 thousand increase in debt prepayment costs and a \$1.0 million increase in other operating expenses between the periods. Salaries and benefits increased primarily as a result of the DTC acquisition and the addition of the branch and lending staff from FBD, additional staffing at the newly-opened full-service branch in Bala Cynwyd, Pennsylvania and an increase in incentive-based compensation related to residential mortgage loan sales along with annual salary increases. The increased occupancy costs were related to the additions of DTC and FBD, in addition to the new Bala Cynwyd branch which opened at the end of 2012. Partially offsetting these cost increases was a \$570 thousand gain recognized on the curtailment of a nonqualified defined-benefit pension plan which was curtailed, effective January 1, 2013.

The \$1.0 million increase in other operating expenses for the three months ended March 31, 2013, as compared to the same period in 2012 included increases in outsourced services, which included internal audit and IT support, as well as increases in computer processing and telecommunications expense as detailed in the table below. The outsourced services, computer processing and telecommunications are expected to continue, as the Corporation is undertaking several technology infrastructure upgrades.

The following table provides details of other operating expenses for the three months ended March 31, 2013 and 2012:

**Components of other operating expenses:**

<i>(dollars in thousands)</i>	<b>Three Months Ended March 31,</b>	
	2013	2012
Information technology	\$ 781	\$ 437
Loan processing	322	362
Other taxes	184	323
Temporary help and recruiting	499	236
Telephone and data lines	419	155
Travel and entertainment	124	104
Stationary and supplies	152	137
Postage	159	106
Director fees	111	107
Investment portfolio maintenance	96	81
Dues and subscriptions	88	70
Insurance	192	77

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Deferred compensation expense	165	253
Outsourced services	111	
Miscellaneous other expense	448	493
Other operating expense	\$ 3,851	\$ 2,841

### INCOME TAXES

Income tax expense for the three months ended March 31, 2013 was \$2.8 million as compared to \$2.7 million for the same period in 2012. The effective tax rate for both periods was 34.8%.

### BALANCE SHEET ANALYSIS

Total assets as of March 31, 2013 of \$2.03 billion declined slightly from \$2.04 billion as of December 31, 2012. Available for sale investments increased \$11.2 million, or 3.5%, interest bearing deposits with banks decreased \$22.9 million, or 14.4%, total deposits decreased \$24.0 million, or 1.5%, short-term borrowings increased \$29.0 million, or 308.0% and long-term FHLB advances and other borrowings decreased \$12.7 million, or 7.9% between the two dates.

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**Loans and Leases**

The table below compares the portfolio loans and leases outstanding at March 31, 2013 to December 31, 2012:

	March 31, 2013	December 31,	Change
	Balance	2012	
	Percent of		
	Portfolio		
<i>(dollars in thousands)</i>			