

UNITED STATES FEDERAL DEPOSIT INSURANCE CORPORATION

WASHINGTON, D.C. 20429

FORM 10 - Q

(Mark one)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 for the quarterly period ended September 30, 2016

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period \_\_\_\_\_ to \_\_\_\_\_.

Commission File Number: FDIC Certificate No. 90211-0

HINGHAM INSTITUTION FOR SAVINGS  
(Exact name of registrant as specified in its charter)

Massachusetts  
(State of incorporation)

04-1442480  
(I.R.S. Employer Identification Number)

55 Main Street, Hingham, MA 02043  
(Address of Principal Executive Offices)

(781) 749-2200  
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required 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.

(1) 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  [Not Applicable]

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "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 \_\_\_\_\_  
(Do not check if a smaller reporting company)

Indicate by check mark 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 classes of common stock, as of the latest practicable date:

At November 1, 2016, there were 2,130,750 shares of the registrant's common stock outstanding.

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#### Exhibit No.

31.1	Certifications – Chief Executive Officer
31.2	Certifications – Chief Financial Officer
32.1	Certification Pursuant to 18 U.S.C. §1350 – Chief Executive Officer
32.2	Certification Pursuant to 18 U.S.C. §1350 – Chief Financial Officer

PART I - FINANCIAL INFORMATION

ITEM 1 - FINANCIAL STATEMENTS

**HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES**

**Consolidated Balance Sheets**

(Unaudited)	<u>December 31, 2015</u>	<u>September 30, 2016</u>
	(In thousands)	
<b>ASSETS</b>		
Cash and due from banks	\$ 6,944	\$ 7,849
Short-term investments	254,069	305,990
Cash and cash equivalents	261,013	313,839
Certificates of deposit	6,206	1,142
Securities available for sale, at fair value	40,603	22,882
Federal Home Loan Bank stock, at cost	19,796	24,203
Loans, net of allowance for loan losses of \$9,905,000 at December 31, 2015 and \$10,713,000 at September 30, 2016	1,405,533	1,562,934
Bank-owned life insurance	11,697	11,900
Premises and equipment, net	15,094	14,605
Accrued interest receivable	3,270	3,394
Deferred income tax asset, net	3,281	2,957
Other assets	2,035	2,453
Total assets	<u>\$ 1,768,528</u>	<u>\$ 1,960,309</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Deposits		
Interest-bearing	\$ 1,088,742	\$ 1,183,905
Non-interest bearing	128,285	151,284
	1,217,027	1,335,189
Federal Home Loan Bank advances	402,464	460,356
Mortgage payable	922	882
Mortgagors' escrow accounts	4,850	5,389
Accrued interest payable	303	360
Other liabilities	4,947	3,979
Total liabilities	<u>1,630,513</u>	<u>1,806,155</u>
Stockholders' equity:		
Preferred stock, \$1.00 par value, 2,500,000 shares authorized; none issued	—	—
Common stock, \$1.00 par value, 5,000,000 shares authorized; 2,128,750 shares issued and outstanding at December 31, 2015 and 2,130,750 shares issued and outstanding at September 30, 2016	2,129	2,131
Additional paid-in capital	11,052	11,351
Undivided profits	124,481	139,656
Accumulated other comprehensive income	353	1,016
Total stockholders' equity	<u>138,015</u>	<u>154,154</u>
Total liabilities and stockholders' equity	<u>\$ 1,768,528</u>	<u>\$ 1,960,309</u>

See accompanying Notes to Unaudited Consolidated Financial Statements.

## ITEM 1 - FINANCIAL STATEMENTS (continued)

**HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES****Consolidated Statements of Net Income**

	<b>Three Months Ended</b>		<b>Nine Months Ended</b>	
	<b>September 30,</b>		<b>September 30,</b>	
	<b>2015</b>	<b>2016</b>	<b>2015</b>	<b>2016</b>
(Unaudited)				
(In thousands, except per share amounts)				
Interest and dividend income:				
Loans	\$ 15,180	\$ 17,477	\$ 44,450	\$ 50,890
Debt securities	43	6	162	52
Equity securities	231	352	545	881
Short-term investments and certificates of deposit	154	382	424	1,126
Total interest and dividend income	<u>15,608</u>	<u>18,217</u>	<u>45,581</u>	<u>52,949</u>
Interest expense:				
Deposits	2,047	2,435	5,748	7,125
Federal Home Loan Bank advances	728	933	2,162	2,782
Mortgage payable	14	13	43	40
Total interest expense	<u>2,789</u>	<u>3,381</u>	<u>7,953</u>	<u>9,947</u>
Net interest income	12,819	14,836	37,628	43,002
Provision for loan losses	175	300	525	810
Net interest income, after provision for loan losses	<u>12,644</u>	<u>14,536</u>	<u>37,103</u>	<u>42,192</u>
Other income:				
Customer service fees on deposits	250	239	731	691
Increase in bank-owned life insurance	71	63	212	203
Gain on sales of securities	29	-	29	344
Miscellaneous	46	45	142	143
Total other income	<u>396</u>	<u>347</u>	<u>1,114</u>	<u>1,381</u>
Operating expenses:				
Salaries and employee benefits	2,875	2,927	8,701	8,988
Occupancy and equipment	513	446	1,586	1,401
Data processing	291	318	891	926
Deposit insurance	224	265	662	771
Foreclosure	30	25	62	107
Marketing	126	104	384	329
Other general and administrative	713	708	2,015	1,983
Total operating expenses	<u>4,772</u>	<u>4,793</u>	<u>14,301</u>	<u>14,505</u>
Income before income taxes	8,268	10,090	23,916	29,068
Income tax provision	3,394	4,145	9,804	11,932
Net income	<u>\$ 4,874</u>	<u>\$ 5,945</u>	<u>\$ 14,112</u>	<u>\$ 17,136</u>
Weighted average common shares outstanding:				
Basic	<u>2,129</u>	<u>2,131</u>	<u>2,129</u>	<u>2,130</u>
Diluted	<u>2,146</u>	<u>2,152</u>	<u>2,144</u>	<u>2,150</u>
Earnings per common share:				
Basic	<u>\$ 2.29</u>	<u>\$ 2.79</u>	<u>\$ 6.63</u>	<u>\$ 8.04</u>
Diluted	<u>\$ 2.27</u>	<u>\$ 2.76</u>	<u>\$ 6.58</u>	<u>\$ 7.97</u>

See accompanying Notes to Unaudited Consolidated Financial Statements.

## ITEM 1 - FINANCIAL STATEMENTS (continued)

**HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES****Consolidated Statements of Comprehensive Income**

	<b>Three Months Ended</b>		<b>Nine Months Ended</b>	
	<b>September 30,</b>		<b>September 30,</b>	
	<b>2015</b>	<b>2016</b>	<b>2015</b>	<b>2016</b>
(Unaudited)	(In thousands)			
Net income	\$ 4,874	\$ <b>5,945</b>	\$ 14,112	\$ <b>17,136</b>
Other comprehensive income (loss):				
Net unrealized holding gain (loss) on securities available for sale	(48)	<b>565</b>	173	<b>1,378</b>
Reclassification adjustment for gain on sales of securities recognized in income (1)	(29)	—	(29)	<b>(344)</b>
Net unrealized gain (loss)	(77)	<b>565</b>	144	<b>1,034</b>
Tax effect	28	<b>(202)</b>	(51)	<b>(371)</b>
	(49)	<b>363</b>	93	<b>663</b>
Comprehensive income	\$ <u>4,825</u>	\$ <u><b>6,308</b></u>	\$ <u>14,205</u>	\$ <u><b>17,799</b></u>

- (1) Amounts are included in gain on sales of securities in the consolidated statements of net income. Provision for income taxes associated with the reclassification adjustment for the three and nine months ended September 30, 2015 amounted to \$10,000. Provision for income taxes associated with the reclassification adjustment for the nine months ended September 30, 2016 amounted to \$123,000.

See accompanying Notes to Unaudited Consolidated Financial Statements.

## ITEM 1 - FINANCIAL STATEMENTS (continued)

## HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

**Consolidated Statements of Changes in Stockholders' Equity**  
**For the Nine Months Ended**  
**September 30, 2015 and 2016**

	<u>Common Stock</u>	<u>Additional Paid-In Capital</u>	<u>Undivided Profits</u>	<u>Accumulated Other Comprehensive Income</u>	<u>Total Stockholders' Equity</u>
(Unaudited)			(In thousands)		
Balance at December 31, 2014	\$ 2,129	\$ 10,942	\$ 108,243	\$ 201	\$ 121,515
Comprehensive income	—	—	14,112	93	14,205
Share-based compensation expense	—	87	—	—	87
Cash dividends declared – common (\$0.86 per share)	—	—	(1,831)	—	(1,831)
Balance at September 30, 2015	<u>\$ 2,129</u>	<u>\$ 11,029</u>	<u>\$ 120,524</u>	<u>\$ 294</u>	<u>\$ 133,976</u>
<b>Balance at December 31, 2015</b>	<b>\$ 2,129</b>	<b>\$ 11,052</b>	<b>\$ 124,481</b>	<b>\$ 353</b>	<b>\$ 138,015</b>
Comprehensive income	—	—	17,136	663	17,799
Stock options exercised, including tax benefit of \$45	2	185	—	—	187
Share-based compensation expense	—	114	—	—	114
Cash dividends declared – common (\$0.92 per share)	—	—	(1,961)	—	(1,961)
Balance at September 30, 2016	<u>\$ 2,131</u>	<u>\$ 11,351</u>	<u>\$ 139,656</u>	<u>\$ 1,016</u>	<u>\$ 154,154</u>

See accompanying Notes to Unaudited Consolidated Financial Statements.

**HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES****Consolidated Statements of Cash Flows**

	<b>Nine Months Ended</b>	
	<b>September 30,</b>	
	<b>2015</b>	<b>2016</b>
	<b>(In thousands)</b>	
(Unaudited)		
Cash flows from operating activities:		
Net income	\$ 14,112	\$ 17,136
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for loan losses	525	810
Amortization of securities, net	120	17
Amortization of deferred loan origination costs, net	372	458
Share-based compensation expense	87	114
Excess tax benefits from share-based compensation arrangements	—	(45)
Deferred income tax benefit	(36)	(47)
Depreciation and amortization of premises and equipment	577	563
Increase in cash surrender value of life insurance	(212)	(203)
Loss (gain) on foreclosed assets	(105)	5
Gain on sales of securities	(29)	(344)
Changes in operating assets and liabilities:		
Accrued interest receivable and other assets	(1,099)	(533)
Accrued interest payable and other liabilities	(386)	(280)
Net cash provided by operating activities	<u>13,926</u>	<u>17,651</u>
Cash flows from investing activities:		
Activity in certificates of deposit:		
Maturities	5,478	5,064
Activity in available-for-sale securities:		
Maturities, prepayments and calls	26,283	25,018
Proceeds from sales	682	1,425
Purchases	(5,285)	(7,361)
Purchase of Federal Home Loan Bank stock	(599)	(11,800)
Proceeds from redemption of Federal Home Loan Bank stock	—	7,393
Proceeds from sale of foreclosed assets	1,177	165
Loans originated, net of payments received	(105,279)	(158,839)
Additions to premises and equipment	(496)	(74)
Net cash used in investing activities	<u>(78,039)</u>	<u>(139,009)</u>

(continued)

See accompanying Notes to Unaudited Consolidated Financial Statements.

## ITEM 1 – FINANCIAL STATEMENTS (continued)

**Consolidated Statements of Cash Flows (concluded)**

	<b>Nine Months Ended</b>	
	<b>September 30,</b>	
	<b>2015</b>	<b>2016</b>
(Unaudited)	<b>(In thousands)</b>	
Cash flows from financing activities:		
Increase in deposits	90,753	<b>118,162</b>
Increase in mortgagors' escrow accounts	153	<b>539</b>
Cash dividends paid on common stock	(3,917)	<b>(2,556)</b>
Proceeds from stock options exercised	—	<b>142</b>
Excess tax benefits from share-based compensation arrangements	—	<b>45</b>
Net change in borrowings with maturities of less than three months	165,000	<b>(245,000)</b>
Proceeds from Federal Home Loan Bank advances with maturities of three months or more	15,000	<b>330,000</b>
Repayment of Federal Home Loan Bank advances with maturities of three months or more	(142,103)	<b>(27,108)</b>
Repayment of mortgage payable	(38)	<b>(40)</b>
Net cash provided by financing activities	<u>124,848</u>	<u><b>174,184</b></u>
Net change in cash and cash equivalents	60,735	<b>52,826</b>
Cash and cash equivalents at beginning of period	<u>177,222</u>	<u><b>261,013</b></u>
Cash and cash equivalents at end of period	<u>\$ 237,957</u>	<u><b>\$ 313,839</b></u>
Supplementary information:		
Interest paid on deposit accounts	\$ 5,777	\$ <b>7,126</b>
Interest paid on Federal Home Loan Bank advances and mortgage payable	2,244	<b>2,764</b>
Income taxes paid	11,062	<b>13,107</b>
Non-cash investing and financing activities:		
Transfer from loans to foreclosed assets	\$ 404	\$ <b>170</b>

See accompanying Notes to Unaudited Consolidated Financial Statements.



# HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

## Notes to Unaudited Consolidated Financial Statements

September 30, 2015 and 2016

### NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The consolidated interim financial statements of Hingham Institution for Savings (the “Bank”) have been prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) for interim financial statements and with the instructions to SEC Form 10-Q and Article 10 of Regulation S-X. Accordingly they do not include all of the information and footnotes required by GAAP for complete financial statements.

Financial information as of September 30, 2016 and for the three and nine months ended September 30, 2015 and 2016 is unaudited, and in the opinion of management, reflects all adjustments necessary for a fair presentation of such information. Such adjustments were of a normal recurring nature. Interim results are not necessarily indicative of results to be expected for the entire year. The unaudited interim consolidated financial statements should be read in conjunction with the audited consolidated financial statements of the Bank for the year ended December 31, 2015 filed on Form 10-K.

#### Earnings per common share

Basic earnings per common share represent income available to common stockholders divided by the weighted-average number of common shares outstanding during the period. Diluted earnings per share reflect additional common shares that would have been outstanding if dilutive potential common shares had been issued, as well as any adjustment to income that would result from the assumed issuance. Potential common shares that may be issued by the Bank relate solely to outstanding stock options and are determined using the treasury stock method.

Earnings per common share have been computed based on the following:

	<u>Three Months Ended</u> <u>September 30,</u>		<u>Nine Months Ended</u> <u>September 30,</u>	
	<u>2015</u>	<u>2016</u>	<u>2015</u>	<u>2016</u>
	(In thousands)			
Average number of common shares outstanding used to calculate basic earnings per share	2,129	<b>2,131</b>	2,129	<b>2,130</b>
Effect of dilutive options	17	<b>21</b>	15	<b>20</b>
Average number of common shares outstanding used to calculate diluted earnings per common share	<u>2,146</u>	<u><b>2,152</b></u>	<u>2,144</u>	<u><b>2,150</b></u>

Options for 13,000 shares were considered antidilutive for the quarter ended September 30, 2016 and none were considered antidilutive for the quarter ending September 30, 2015.

#### Loans

The Bank’s loan portfolio includes residential real estate, commercial real estate, construction, home equity, commercial and consumer segments. A substantial portion of the loan portfolio is secured by real estate in Eastern Massachusetts. The ability of the Bank’s debtors to honor their contracts is dependent upon the real estate, construction, and general economic conditions.

Loans that management has the intent and ability to hold for the foreseeable future or until maturity or pay-offs are reported at their outstanding unpaid principal balances adjusted for charge-offs, the allowance for loan losses, and net deferred fees or costs on originated loans. Interest income is accrued on the unpaid principal balance. Loan origination fees, net of certain direct origination costs, are deferred and recognized as an adjustment of the related loan yield using the interest method.

## Notes to Unaudited Consolidated Financial Statements (continued)

The accrual of interest on mortgage and commercial loans is discontinued at the time a loan is 90 days past due (the loan is in default) unless the credit is well-secured and in process of collection. Personal loans are typically charged off no later than becoming 180 days past due. Past due status is based on contractual terms of the loan. In all cases, loans are placed on non-accrual or charged off at an earlier date if collection of principal or interest is considered doubtful.

All interest previously accrued but not collected for loans that are placed on non-accrual or charged off is reversed against interest income. The interest on these loans is accounted for on the cash-basis or cost-recovery method, until qualifying for return to accrual status. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured.

### **Allowance for loan losses**

The allowance for loan losses is established as losses are estimated to have occurred through a provision for loan losses charged to earnings. Loan losses are charged against the allowance when management believes the uncollectibility of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance.

The allowance for loan losses is evaluated on a regular basis by management. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available. The allowance consists of general and allocated loss components, as further discussed below.

#### General component

The general component of the allowance for loan losses is based on historical loss experience adjusted for qualitative factors stratified by loan segment. Management uses a rolling average of historical losses based on a time frame (currently two years) appropriate to capture relevant loss data for each loan segment. This historical loss factor is adjusted for the following qualitative factors: levels/trends in delinquencies; trends in volume and terms of loans; effects of changes in risk selection and underwriting standards and other changes in lending policies, procedures and practices; experience/ability/depth of lending management and staff; and national and local economic trends and conditions. There were no changes in the Bank's policies or methodology pertaining to the general component of the allowance for loan losses during the nine months ended September 30, 2015 or 2016.

The qualitative factors are determined based on the various risk characteristics of each loan segment. Risk characteristics relevant to each portfolio segment are as follows:

*Residential real estate* – The Bank generally does not originate loans with a loan-to-value ratio greater than 80% (without private mortgage insurance). All loans in this segment are collateralized by owner-occupied residential real estate and repayment is dependent on the credit quality of the individual borrower. The overall health of the economy, including unemployment rates and housing prices, will have an effect on the credit quality in this segment.

*Commercial real estate* – Loans in this segment are primarily secured by income-producing properties throughout Massachusetts. Generally, loan amounts do not exceed 75% of the appraised value of the collateral. The underlying cash flows generated by the properties are adversely impacted by a downturn in the economy as evidenced by increased vacancy rates which, in turn, will have an effect on the credit quality in this segment. Management obtains rent rolls annually and regularly monitors the cash flows of these loans.

*Construction* – Loans in this segment include both owner-occupied and speculative real estate development loans for which payment is derived from sale of the property. Credit risk is affected by cost overruns, time to sell at an adequate price, the overall health of the economy and market conditions.

*Home equity* – Loans in this segment include equity lines of credit and second mortgages and are generally collateralized by second liens on residential real estate. Repayment is dependent on the credit quality of the individual borrower. The Bank generally does not originate loans with combined loan-to-value ratios greater than 70% when taking into account both the balance of the home equity loans and the first mortgage loan. Similar to residential real estate, the overall health of the economy, including unemployment rates and housing prices, will have an effect on the credit quality in this segment.

## Notes to Unaudited Consolidated Financial Statements (continued)

*Commercial* – Loans in this segment are made to businesses and are generally secured by assets of the business. Repayment is expected from the cash flows of the business. A weakened economy, and resultant decreased consumer spending, will have an effect on the credit quality in this segment.

*Consumer* – Loans in this segment are generally unsecured and repayment is dependent on the credit quality of the individual borrower.

### Allocated component

The allocated component relates to loans that are classified as impaired. Impairment is measured on a loan-by-loan basis for residential real estate, commercial real estate, construction, home equity and commercial loans. A loan is considered impaired when, based on current information and events, it is probable that a creditor will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Impaired loans are generally maintained on a non-accrual basis. Factors considered by management in determining impairment include payment status, collateral value, and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record, and the amount of the shortfall in relation to the principal and interest owed. Impairment is measured on a loan-by-loan basis by either the present value of expected future cash flows discounted at the loan's effective interest rate, or the fair value of the collateral if the loan is collateral dependent. An allowance is established when the discounted cash flows (or collateral value) of the impaired loan is lower than the carrying amount of that loan. Large groups of smaller balance homogeneous loans, such as consumer loans, are collectively evaluated for impairment.

The Bank periodically may agree to modify the contractual terms of loans. When a loan is modified and a concession is made to a borrower experiencing financial difficulty, the modification is considered a troubled debt restructuring ("TDR"). All TDRs are initially classified as impaired.

## NOTE 2: COMMITMENTS

At December 31, 2015 and September 30, 2016, outstanding loan commitments were as follows:

	<u>December 31,</u> <u>2015</u>	<u>September 30,</u> <u>2016</u>
	(In thousands)	
Commitments to originate loans	\$ 118,922	\$ 99,382
Unused lines of credit	79,902	89,407
Unadvanced construction funds	48,421	53,748
Standby letters of credit	191	32
Total	<u>\$ 247,436</u>	<u>\$ 242,569</u>

## Notes to Unaudited Consolidated Financial Statements (continued)

At September 30, 2016, the Bank had the following contractual obligations outstanding:

	Payments Due by Year				
	Total	Less Than One Year	One to Three Years (In thousands)	Three to Five Years	More than Five Years
Certificates of deposit	\$ 543,222	\$ 334,446	\$ 167,201	\$ 41,575	\$ —
Federal Home Loan Bank advances	460,356	116,000	14,356	—	330,000
Data processing agreements*	5,763	900	1,800	1,611	1,452
Lease agreements**	1,835	307	635	541	352
Mortgage payable	882	56	123	703	—

\* Estimated payments subject to change based on transaction volume.

\*\* Leases contain provisions to pay certain operating expenses, the cost of which is not included above. Lease commitments are based on the initial contract term, or longer, when in the opinion of management, it is more likely than not that the lease will be renewed.

### NOTE 3: DIVIDEND DECLARATION

On September 28, 2016, the Board of Directors declared a cash dividend of \$0.32 per share to all stockholders of record as of October 10, 2016, payable October 19, 2016.

### NOTE 4: FAIR VALUES OF ASSETS AND LIABILITIES

#### Determination of Fair Value

The Bank uses fair value measurements to record fair value adjustments to certain assets and to determine fair value disclosures. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Fair value is best determined based upon quoted market prices. However, in many instances, there are no quoted market prices for the Bank's assets and liabilities. In cases where quoted market prices are not available, fair values are based on estimates using present value or other valuation techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. Accordingly, the fair value estimates may not be realized in an immediate settlement of the asset or liability.

The Bank groups its assets and liabilities measured or disclosed at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value, as follows:

Level 1 – Valuation is based on quoted prices in active exchange markets for identical assets or liabilities. Valuations are obtained from readily available pricing sources for market transactions involving identical assets or liabilities.

Level 2 – Valuation is based on observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 – Valuation is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include those whose value is determined using unobservable inputs to pricing models, discounted cash flow methodologies, or similar techniques, as well as assets or liabilities for which the determination of fair value requires significant management judgment or estimation.

Transfers between levels are recognized at the end of a reporting period, if applicable.

## Notes to Unaudited Consolidated Financial Statements (continued)

The following methods and assumptions were used by the Bank in estimating fair value disclosures:

Cash and cash equivalents: The carrying amounts of cash, due from banks and short-term investments approximate fair values based on the short-term nature of the assets.

Certificates of deposit: Fair values for certificates of deposit are based upon quoted market prices.

Securities available for sale: The securities measured at fair value in Level 1 are based on quoted market prices in an active exchange market and generally include marketable equity securities traded in an active market. Securities measured at fair value in Level 2 are based on pricing models that consider standard input factors such as observable market data, benchmark yields, interest rate volatilities, broker/dealer quotes, credit spreads and new issue data. These securities include government-sponsored enterprise obligations and residential mortgage-backed securities. Level 2 also includes certain marketable equity securities where the Bank has determined that exchange activity does not meet the “active” threshold. All fair value measurements are obtained from a third-party pricing service and are not adjusted by management.

Federal Home Loan Bank stock: The carrying value of Federal Home Loan Bank stock is deemed to approximate fair value based on the redemption provisions of the Federal Home Loan Bank of Boston.

Loans: For variable-rate loans that reprice frequently and with no significant change in credit risk, fair values are based on carrying values. Fair values for other loans are estimated using discounted cash flow analysis, using market interest rates currently being offered for loans with similar terms to borrowers of similar credit quality. Fair values for non-performing loans are estimated using discounted cash flow analysis or underlying collateral values, where applicable.

Deposits: The fair values of non-certificate accounts are, by definition, equal to the amount payable on demand at the reporting date which is their carrying amount. Fair values for certificates of deposit are estimated using a discounted cash flow calculation that applies market interest rates currently being offered on certificates to a schedule of aggregated expected monthly maturities on time deposits.

Federal Home Loan Bank advances: The fair values of the advances are estimated using discounted cash flow analysis based on the current incremental borrowing rates in the market for similar types of borrowing arrangements.

Mortgage payable: The fair value of the Bank’s mortgage payable is estimated using discounted cash flow analysis based on the current incremental borrowing rates in the market for similar types of borrowing arrangements.

Mortgagors’ escrow accounts: The carrying amounts of mortgagors’ escrow accounts approximate fair value.

Accrued interest: The carrying amounts of accrued interest approximate fair value.

Off-balance-sheet instruments: Fair values for off-balance-sheet lending commitments are based on fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the counterparties’ credit standing. At December 31, 2015 and September 30, 2016, the fair value of commitments outstanding is not significant since fees charged are not material.

**Notes to Unaudited Consolidated Financial Statements (continued)**

**Assets Measured at Fair Value on a Recurring Basis**

Assets measured at fair value on a recurring basis are summarized below. There are no liabilities measured at fair value on a recurring basis.

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total Fair Value</u>
	(In thousands)			
<u>December 31, 2015</u>				
Securities available for sale:				
Debt securities	\$ —	\$ 25,057	\$ —	\$ 25,057
Equity securities	<u>13,188</u>	<u>2,358</u>	<u>—</u>	<u>15,546</u>
Total securities available for sale	<u>\$ 13,188</u>	<u>\$ 27,415</u>	<u>\$ —</u>	<u>\$ 40,603</u>

September 30, 2016

Securities available for sale:

Debt securities	\$ —	\$ 34	\$ —	\$ 34
Equity securities	<u>13,273</u>	<u>9,575</u>	<u>—</u>	<u>22,848</u>
Total securities available for sale	<u>\$ 13,273</u>	<u>\$ 9,609</u>	<u>\$ —</u>	<u>\$ 22,882</u>

**Assets Measured at Fair Value on a Non-recurring Basis**

The Bank may also be required, from time to time, to measure certain other assets on a non-recurring basis in accordance with generally accepted accounting principles. These adjustments to fair value usually result from application of lower-of-cost-or-market accounting, or write-downs of individual assets.

The following table summarizes the fair value hierarchy used to determine each adjustment and the carrying value of the related individual assets as of September 30, 2015 and December 31, 2015. There were no assets measured at fair value on a non-recurring basis at September 30, 2016. Total losses represent the losses recorded during the periods noted on assets held at the end of the period. There were no liabilities measured at fair value on a non-recurring basis at September 30, 2015, December 31, 2015 and September 30, 2016.

(In thousands)	<u>September 30, 2015</u>			<u>Nine Months Ended</u>	<u>Three Months Ended</u>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>September 30, 2015</u>	<u>September 30, 2015</u>
				<u>Total Losses</u>	<u>Total Losses</u>
Foreclosed assets	\$ —	\$ —	\$ 118	\$ —	\$ —

(In thousands)	<u>December 31, 2015</u>		
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Impaired loans	\$ —	\$ —	\$ 179

Losses applicable to impaired loans and foreclosed assets are estimated using the appraised value of the underlying collateral, discounting factors and other factors. The losses applicable to impaired loans are not recorded directly as an adjustment to current earnings or comprehensive income, but rather as a component in determining the overall adequacy of the allowance for loan losses. Management adjustments to the estimated fair value of impaired loans may result in increases or decreases to the provision for loan losses. Management will consider the circumstances of the individual loan or foreclosed asset when determining any estimated losses. This may include a review of an independent appraisal and if deemed necessary, an updated appraisal will be performed.

## Notes to Unaudited Consolidated Financial Statements (continued)

### Summary of Fair Values of Financial Instruments

The estimated fair values, and related carrying amounts, of the Bank's financial instruments are as follows. Certain financial instruments and all nonfinancial instruments are exempt from disclosure requirements. Accordingly, the aggregate fair value amounts presented herein do not represent the underlying fair value of the Bank.

	Carrying Amount	Fair Value		
		Level 1	Level 2	Level 3
(In thousands)				
<b>December 31, 2015</b>				
Financial assets:				
Cash and cash equivalents	\$ 261,013	\$ 261,103	\$ —	\$ —
Certificates of deposit	6,206	6,107	—	—
Securities available for sale	40,603	13,188	27,415	—
Federal Home Loan Bank stock	19,796	—	—	19,796
Loans, net	1,405,533	—	—	1,403,071
Accrued interest receivable	3,270	—	—	3,270
Financial liabilities:				
Deposits	\$ 1,217,027	\$ —	\$ —	\$ 1,221,598
Federal Home Loan Bank advances	402,464	—	404,273	—
Mortgage payable	922	—	—	1,050
Mortgagors' escrow accounts	4,850	—	—	4,850
Accrued interest payable	303	—	—	303
<b>September 30, 2016</b>				
Financial assets:				
Cash and cash equivalents	\$ 313,839	\$ 313,839	\$ —	\$ —
Certificates of deposit	1,142	1,142	—	—
Securities available for sale	22,882	13,273	9,609	—
Federal Home Loan Bank stock	24,203	—	—	24,203
Loans, net	1,562,934	—	—	1,575,236
Accrued interest receivable	3,394	—	—	3,394
Financial liabilities:				
Deposits	\$ 1,335,189	\$ —	\$ —	\$ 1,339,725
Federal Home Loan Bank advances	460,356	—	461,032	—
Mortgage payable	882	—	—	1,009
Mortgagors' escrow accounts	5,389	—	—	5,389
Accrued interest payable	360	—	—	360

## Notes to Unaudited Consolidated Financial Statements (continued)

### NOTE 5: SECURITIES AVAILABLE FOR SALE

The amortized cost and estimated fair value of securities available for sale, with gross unrealized gains and losses, follows:

	<u>Amortized Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Fair Value</u>
	(In thousands)			
<u>December 31, 2015</u>				
Debt securities:				
Government-sponsored enterprises	\$ 25,020	\$ —	\$ (12)	\$ 25,008
Residential mortgage-backed	48	1	—	49
Total debt securities	<u>25,068</u>	<u>1</u>	<u>(12)</u>	<u>25,057</u>
Equity securities	14,986	781	(221)	15,546
Total securities available for sale	<u>\$ 40,054</u>	<u>\$ 782</u>	<u>\$ (233)</u>	<u>\$ 40,603</u>
<u>September 30, 2016</u>				
Debt securities:				
Residential mortgage-backed	\$ 33	\$ 1	\$ —	\$ 34
Equity securities	<u>21,266</u>	<u>1,629</u>	<u>(47)</u>	<u>22,848</u>
Total securities available for sale	<u>\$ 21,299</u>	<u>\$ 1,630</u>	<u>\$ (47)</u>	<u>\$ 22,882</u>

At December 31, 2015 and September 30, 2016, all debt securities were pledged to secure Federal Home Loan Bank advances.

Information pertaining to securities with gross unrealized losses at December 31, 2015 and September 30, 2016, aggregated by investment category and length of time that individual securities have been in a continuous loss position, follows:

	<u>Less Than Twelve Months</u>		<u>Over Twelve Months</u>	
	<u>Gross Unrealized Losses</u>	<u>Fair Value</u>	<u>Gross Unrealized Losses</u>	<u>Fair Value</u>
	(In thousands)			
<u>December 31, 2015</u>				
Debt securities:				
Government-sponsored enterprises	\$ 1	\$ 6,000	\$ 11	\$ 19,007
Equity securities	134	2,440	87	5,204
Total temporarily impaired securities	<u>\$ 135</u>	<u>\$ 8,440</u>	<u>\$ 98</u>	<u>\$ 24,211</u>
<u>September 30, 2016</u>				
Equity securities	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 47</u>	<u>\$ 596</u>



## Notes to Unaudited Consolidated Financial Statements (continued)

At September 30, 2016, \$596,000 in equity securities had unrealized losses with aggregate depreciation of 7% from the Bank's cost basis. No credit issues have been identified that cause management to believe the decline in fair value is other than temporary, and the Bank has the ability and intent to hold these investments until a recovery of fair value.

### NOTE 6: LOANS

A summary of the balances of loans are as follows:

	December 31, 2015	September 30, 2016
	(In thousands)	
Mortgage loans:		
Residential	\$ 602,290	\$ 640,064
Commercial	681,601	775,443
Construction	95,433	120,054
Home equity and second mortgages	33,232	34,963
Total mortgage loans	<u>1,412,556</u>	<u>1,570,524</u>
Other loans:		
Commercial	76	180
Consumer	568	506
Total other loans	<u>644</u>	<u>686</u>
Total loans	1,413,200	1,571,210
Allowance for loan losses	(9,905)	(10,713)
Net deferred loan origination costs	<u>2,238</u>	<u>2,437</u>
Loans, net	<u>\$ 1,405,533</u>	<u>\$ 1,562,934</u>

A blanket lien on "qualified collateral," defined principally as 60-75% of the carrying value of first mortgage loans on certain owner-occupied residential property, 65-75% of the carrying value of first mortgage loans on certain non-owner-occupied residential property, 70-75% of the carrying value of first mortgage loans on certain multi-family residential property and 65% of the carrying value of loans on certain commercial property, is used to secure borrowings from the Federal Home Loan Bank of Boston. Additionally, a blanket lien on home equity and second mortgage loans is used to secure borrowings from the Federal Reserve Bank of Boston through its discount window.

## Notes to Unaudited Consolidated Financial Statements (continued)

An analysis of the activity in the allowance for loan losses, by segment, for the periods ended September 30, 2015 and 2016 follows:

	<u>Residential Real Estate</u>	<u>Commercial Real Estate</u>	<u>Construction</u>	<u>Home Equity</u> (In thousands)	<u>Commercial</u>	<u>Consumer</u>	<u>Total</u>
<u>Nine months ended September 30, 2015</u>							
Balance December 31, 2014	\$ 2,895	\$ 5,684	\$ 456	\$ 69	\$ 1	\$ 3	\$ 9,108
Provision (credit) for loan losses	(34)	484	73	3	—	(1)	525
Loans charged off	—	—	—	—	—	—	—
Recoveries of loans previously charged off	—	2	—	—	—	—	2
Balance September 30, 2015	<u>\$ 2,861</u>	<u>\$ 6,170</u>	<u>\$ 529</u>	<u>\$ 72</u>	<u>\$ 1</u>	<u>\$ 2</u>	<u>\$ 9,635</u>
<u>Three months ended September 30, 2015</u>							
Balance June 30, 2015	\$ 2,804	\$ 6,096	\$ 478	\$ 78	\$ 1	\$ 2	\$ 9,459
Provision (credit) for loan losses	57	73	51	(6)	—	—	175
Loans charged off	—	—	—	—	—	—	—
Recoveries of loans previously charged off	—	1	—	—	—	—	—
Balance September 30, 2015	<u>\$ 2,861</u>	<u>\$ 6,170</u>	<u>\$ 529</u>	<u>\$ 72</u>	<u>\$ 1</u>	<u>\$ 2</u>	<u>\$ 9,635</u>
<u>Nine months ended September 30, 2016</u>							
Balance December 31, 2015	\$ 3,102	\$ 5,457	\$ 1,142	\$ 196	\$ 1	\$ 7	\$ 9,905
Provision (credit) for loan losses	(511)	1,069	266	(16)	1	1	810
Loans charged off	—	—	—	—	—	(2)	(2)
Recoveries of loans previously charged off	—	—	—	—	—	—	—
Balance September 30, 2016	<u>\$ 2,591</u>	<u>\$ 6,526</u>	<u>\$ 1,408</u>	<u>\$ 180</u>	<u>\$ 2</u>	<u>\$ 6</u>	<u>\$ 10,713</u>
<u>Three months ended September 30, 2016</u>							
Balance June 30, 2016	\$ 2,539	\$ 6,469	\$ 1,212	\$ 184	\$ 2	\$ 7	\$ 10,413
Provision (credit) for loan losses	52	57	196	(4)	—	(1)	300
Loans charged off	—	—	—	—	—	—	—
Recoveries of loans previously charged off	—	—	—	—	—	—	—
Balance September 30, 2016	<u>\$ 2,591</u>	<u>\$ 6,526</u>	<u>\$ 1,408</u>	<u>\$ 180</u>	<u>\$ 2</u>	<u>\$ 6</u>	<u>\$ 10,713</u>

## Notes to Unaudited Consolidated Financial Statements (continued)

An analysis of the allowance for loan losses, by segment, as of December 31, 2015 and September 30, 2016:

	<u>Residential Real Estate</u>	<u>Commercial Real Estate</u>	<u>Construction</u>	<u>Home Equity</u>	<u>Commercial</u>	<u>Consumer</u>	<u>Total</u>
	(In thousands)						
<b>December 31, 2015</b>							
Allowance for impaired loans	\$ 258	\$ 25	\$ —	\$ 2	\$ —	\$ —	\$ 285
Allowance for non-impaired loans	2,844	5,432	1,142	194	1	7	9,620
	<u>\$ 3,102</u>	<u>\$ 5,457</u>	<u>\$ 1,142</u>	<u>\$ 196</u>	<u>\$ 1</u>	<u>\$ 7</u>	<u>\$ 9,905</u>
Loans deemed to be impaired	\$ 3,180	\$ 832	\$ 462	\$ 26	\$ —	\$ —	\$ 4,500
Loans not deemed to be impaired	599,110	680,769	94,971	33,206	76	568	1,408,700
	<u>\$ 602,290</u>	<u>\$ 681,601</u>	<u>\$ 95,433</u>	<u>\$ 33,232</u>	<u>\$ 76</u>	<u>\$ 568</u>	<u>\$ 1,413,200</u>
<b>September 30, 2016</b>							
Allowance for impaired loans	\$ 166	\$ 17	\$ —	\$ 2	\$ —	\$ —	\$ 185
Allowance for non-impaired loans	2,425	6,509	1,408	178	2	6	10,528
	<u>\$ 2,591</u>	<u>\$ 6,526</u>	<u>\$ 1,408</u>	<u>\$ 180</u>	<u>\$ 2</u>	<u>\$ 6</u>	<u>\$ 10,713</u>
Loans deemed to be impaired	\$ 3,265	\$ 2,178	\$ —	\$ 99	\$ —	\$ —	\$ 5,542
Loans not deemed to be impaired	636,799	773,265	120,054	34,864	180	506	1,565,668
	<u>\$ 640,064</u>	<u>\$ 775,443</u>	<u>\$ 120,054</u>	<u>\$ 34,963</u>	<u>\$ 180</u>	<u>\$ 506</u>	<u>\$ 1,571,210</u>

The following is a summary of past due and non-accrual loans at December 31, 2015 and September 30, 2016:

	<u>30-59 Days Past Due</u>	<u>60-89 Days Past Due</u>	<u>90 Days or More Past Due</u>	<u>Total Past Due</u>	<u>Loans on Non-accrual</u>
	(In thousands)				
<b>December 31, 2015</b>					
Residential real estate	\$ 7,527	\$ —	\$ 484	\$ 8,011	\$ 1,212
Commercial real estate	656	—	—	656	159
Construction	—	—	462	462	462
Home equity	431	—	—	431	—
Total loans	<u>\$ 8,614</u>	<u>\$ —</u>	<u>\$ 946</u>	<u>\$ 9,560</u>	<u>\$ 1,833</u>
<b>September 30, 2016</b>					
Residential real estate	\$ 410	\$ 1,689	\$ —	\$ 2,099	\$ 1,603
Commercial real estate	888	313	1,364	2,565	1,521
Construction	—	—	—	—	—
Home equity	342	—	122	464	75
Total loans	<u>\$ 1,640</u>	<u>\$ 2,002</u>	<u>\$ 1,486</u>	<u>\$ 5,128</u>	<u>\$ 3,199</u>

At December 31, 2015 and September 30, 2016, there were no loans past due 90 days or more and still accruing interest.

## Notes to Unaudited Consolidated Financial Statements (continued)

The following is a summary of impaired loans at December 31, 2015 and September 30, 2016:

	December 31, 2015			September 30, 2016		
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Recorded Investment	Unpaid Principal Balance	Related Allowance
	(In thousands)					
Impaired loans without a valuation allowance:						
Residential real estate	\$ 1,409	\$ 1,461		\$ 1,975	\$ 2,027	
Commercial real estate	159	159		1,522	1,522	
Construction	462	462		—	—	
Home Equity	—	—		75	75	
Total	<u>2,030</u>	<u>2,082</u>		<u>3,572</u>	<u>3,624</u>	
Impaired loans with a valuation allowance:						
Residential real estate	1,771	1,771	\$ 258	1,290	1,290	\$ 166
Commercial real estate	673	673	25	656	656	17
Home equity	26	26	2	24	24	2
Total	<u>2,470</u>	<u>2,470</u>	<u>285</u>	<u>1,970</u>	<u>1,970</u>	<u>185</u>
Total impaired loans	<u>\$ 4,500</u>	<u>\$ 4,552</u>	<u>\$ 285</u>	<u>\$ 5,542</u>	<u>\$ 5,594</u>	<u>\$ 185</u>

The following is information pertaining to impaired loans for periods ended September 30, 2015 and 2016:

	Three Months Ended September 30, 2015			Nine Months Ended September 30, 2015		
	Average Recorded Investment	Interest Income Recognized	Interest Income Recognized on Cash Basis	Average Recorded Investment	Interest Income Recognized	Interest Income Recognized on Cash Basis
	(In thousands)					
Impaired loans:						
Residential real estate	\$ 3,057	\$ 34	\$ 30	\$ 2,790	\$ 114	\$ 82
Commercial real estate	2,470	57	57	2,251	148	128
Construction	462	11	11	481	36	21
Home equity	198	9	9	235	13	12
Total impaired loans	<u>\$ 6,187</u>	<u>\$ 111</u>	<u>\$ 107</u>	<u>\$ 5,757</u>	<u>\$ 311</u>	<u>\$ 243</u>
	Three Months Ended September 30, 2016			Nine Months Ended September 30, 2016		
	Average Recorded Investment	Interest Income Recognized	Interest Income Recognized on Cash Basis	Average Recorded Investment	Interest Income Recognized	Interest Income Recognized on Cash Basis
	(In thousands)					
Impaired loans:						
Residential real estate	\$ 3,482	\$ 46	\$ 29	\$ 3,124	\$ 122	\$ 63
Commercial real estate	2,180	17	7	1,925	43	14
Construction	—	—	—	492	57	57
Home equity	99	1	1	50	1	1
Total impaired loans	<u>\$ 5,761</u>	<u>\$ 64</u>	<u>\$ 37</u>	<u>\$ 5,591</u>	<u>\$ 223</u>	<u>\$ 135</u>

No additional funds are committed to be advanced in connection with impaired loans.

In the course of resolving non-performing loans, the Bank may choose to restructure the contractual terms of certain loans, with terms modified to fit the ability of the borrower to repay in line with its current financial status. A loan is considered a troubled debt restructure if, for reasons related to the debtor's financial difficulties, a concession is granted to the debtor that would not otherwise be considered. For the nine months ended September 30, 2015 and 2016, troubled debt restructurings were not considered material.

## Notes to Unaudited Consolidated Financial Statements (continued)

### Credit Quality Information

The Bank uses a seven-grade internal rating system for residential real estate, commercial real estate, construction and commercial loans as follows:

*Loans rated 1-3B:* Loans in this category are considered “pass” rated with low to average risk.

*Loans rated 4:* Loans in this category are considered “special mention.” These loans are currently protected, but exhibit conditions that have the potential for weakness. The borrower may be affected by unfavorable economic, market or other external conditions that may affect their ability to repay the debt. These may also include credits where there is deterioration of the collateral or have deficiencies which may affect the Bank’s ability to collect on the collateral. This rating is consistent with the “Other Assets Especially Mentioned” category used by the FDIC regulatory agency.

*Loans rated 5:* Loans in this category are considered “substandard.” Generally, a loan is considered substandard if it is inadequately protected by the current net worth and paying capacity of the obligors and/or the collateral pledged. There is a distinct possibility that the Bank will sustain some loss if the weakness is not corrected.

*Loans rated 6:* Loans in this category are considered “doubtful.” Loans classified as doubtful have all the weaknesses inherent in those classified substandard with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, highly questionable and improbable.

*Loans rated 7:* Loans in this category are considered uncollectible (“loss”) and of such little value that their continuance as loans is not warranted.

Commercial loans are assigned an initial grade at the origination of the loan. After origination, the Bank has a quality control program performed by an independent third party. On a quarterly basis, all commercial, construction and residential real estate loan relationships with individual loans \$500,000 or more are assigned a risk rating. An in-depth review is performed on all relationships totaling \$850,000 or greater along with loans on the Bank’s Watchlist. Watchlist loans are those loans that are more than two payments past due at the end of the quarter, loans rated four or higher in a previous review, loans that are determined to be troubled debt restructures or loans past contractual maturity. Results of the independent loan review are reported to the Bank’s Audit Committee on a quarterly basis and become the mechanism for monitoring the overall credit quality of the portfolio.

The following table presents the Bank’s loans by risk rating as of December 31, 2015 and September 30, 2016:

<u>Rating</u>	<u>Residential Real Estate</u>	<u>Commercial Real Estate</u>	<u>Construction</u>	<u>Commercial</u>
	(In thousands)			
<u>December 31, 2015</u>				
1- 3B	\$ 597,756	\$ 680,768	\$ 94,886	\$ 76
4	2,996	474	547	—
5	1,538	359	—	—
	<u>\$ 602,290</u>	<u>\$ 681,601</u>	<u>\$ 95,433</u>	<u>\$ 76</u>
<u>September 30, 2016</u>				
1- 3B	\$ 636,534	\$ 770,520	\$ 119,970	\$ 180
4	2,575	4,196	84	—
5	955	727	—	—
	<u>\$ 640,064</u>	<u>\$ 775,443</u>	<u>\$ 120,054</u>	<u>\$ 180</u>

For home equity and consumer loans management uses delinquency reports as the key credit quality indicator.

## Notes to Unaudited Consolidated Financial Statements (continued)

### NOTE 7: NEW ACCOUNTING PRONOUNCEMENTS

In May 2014, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) 2014-09, *Revenue from Contracts with Customers (Topic 606)*. The amendments in this Update create Topic 606, *Revenue from Contracts with Customers*, and supersede the revenue recognition requirements in Topic 605, *Revenue Recognition*, including most industry-specific revenue recognition guidance throughout the Industry Topics of the Codification. The core principle of Topic 606 is that an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. This ASU is effective for annual reporting periods, including interim periods, beginning after December 15, 2017. Early application is permitted, but not before annual periods beginning after December 15, 2016. Adoption of this guidance is not expected to have a material impact on the Bank’s consolidated financial statements.

In January 2016, the FASB issued ASU 2016-01, *Financial Instruments – Overall, (Subtopic 825-10)*. The amendments in this Update address certain aspects of recognition, measurement, presentation, and disclosure of financial instruments. Targeted changes to generally accepted accounting principles include the requirement for equity investments (except those accounted for under the equity method of accounting or those that result in consolidation of the investee) to be measured at fair value with changes in fair value recognized in net income and the elimination of the requirement to disclose the methods and significant assumptions used to estimate the fair value for financial instruments measured at amortized cost. The amendments in this Update are effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. As the Bank maintains a portfolio of marketable common equity investments, net unrealized gains and losses on this portfolio are currently recognized in accumulated other comprehensive income (“AOCI”) and consequently result in adjustments to book value but do not affect the income statement. The impact of this guidance on future periods cannot be estimated at this time and the Bank does not intend to alter its investment practices in response to this guidance.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. This Update is intended to improve financial reporting about leasing transactions and the key provision impacting the Bank is the requirement for a lessee to record a right-to-use asset and a liability representing the obligation to make lease payments for long-term operating leases. The Update will be effective for fiscal years beginning after December 15, 2018, including interim periods. Management is currently evaluating the impact to the consolidated financial statements of adopting this Update.

In March 2016, the FASB issued ASU 2016-09, *Compensation-Stock Compensation (Topic 718)*. This Update is intended to simplify several aspects of the accounting for share-based payment transaction, including the income tax consequences, classification of awards as either equity or liabilities, and classification on the statement of cash flows. The Update will be effective for fiscal years beginning after December 15, 2016, including interim periods. Management is currently evaluating the impact to the consolidated financial statements of adopting this Update.

In June 2016, the FASB issued ASU 2016-13, *Financial Instruments-Credit Losses (Topic 326)* which requires entities to measure expected credit losses based on relevant information about past events, including historical experience, current conditions, and reasonable and supportable forecasts that affect the collectability of the reported amount. Credit losses on available-for-sale debt securities should be measured in a manner similar to current GAAP. However, the amendments in this Update require that credit losses be presented as an allowance rather than as a write down. The Update will be effective for fiscal years beginning after December 15, 2019, including interim periods. Management is currently evaluating the impact to the consolidated financial statements of adopting this Update.

## **ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.**

### **FORWARD-LOOKING STATEMENTS**

The following discussion of the financial condition and results of operations of the Bank should be read in conjunction with the Consolidated Financial Statements and Notes thereto included elsewhere in this Quarterly Report on Form 10-Q and our Annual Report on Form 10-K for the year ended December 31, 2015. Matters discussed in this Quarterly Report on Form 10-Q and in our public disclosures, whether written or oral, relating to future events or our future performance, including any discussion, express or implied, of our anticipated growth, operating results, future earnings per share, plans and objectives, contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements are often identified by the words “believe”, “plan”, “estimate”, “project”, “target”, “continue”, “intend”, “expect”, “future”, “anticipate”, and similar expressions that are not statements of historical fact. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict, including changes in political and economic climate, interest rate fluctuations and competitive product and pricing pressures within the Bank’s market, bond market fluctuations, personal and corporate customers’ bankruptcies and inflation. Our actual results and timing of certain events could differ materially from those anticipated in these forward-looking statements as a result of certain factors, including, but not limited to, those set forth under “Risk Factors” and elsewhere in this Quarterly Report on Form 10-Q and in our other public filings with the FDIC. It is routine for internal projections and expectations to change as the year or each quarter in the year progresses, and therefore, it should be clearly understood that all forward-looking statements and the internal projections and beliefs upon which we base our expectations included in this Quarterly Report on Form 10-Q are made only as of the date of this Quarterly Report on Form 10-Q and may change. While we may elect to update forward-looking statements at some point in the future, we do not undertake any obligation to update any forward-looking statements whether as a result of new information, future events or otherwise.

### **INTRODUCTION**

Net income for the quarter ended September 30, 2016 was \$5,945,000 or \$2.79 per share basic and \$2.76 per share diluted as compared to \$4,874,000 or \$2.29 per share basic and \$2.27 per share diluted for the third quarter of 2015. The Bank’s annualized return on average equity for the third quarter of 2016 was 15.59%, and the annualized return on average assets was 1.23% as compared to 14.67% and 1.18% for the same period in 2015.

Net income for the nine months ended September 30, 2016 was \$17,136,000 or \$8.04 per share basic and \$7.97 per share diluted as compared to \$14,112,000 or \$6.63 per share basic and \$6.58 per share diluted for the same period last year. The Bank’s annualized return on average equity for the first nine months of 2016 was 15.53%, and the annualized return on average assets was 1.21% as compared to 14.63% and 1.17% for the same period in 2015.

Strong growth trends of recent years continued, as deposits increased by \$118.2 million from December 31, 2015 and \$155.2 million from September 30, 2015, representing 13% annualized growth year-to-date and 13% growth from September 30, 2015. Net loans increased by \$157.4 million from December 31, 2015 and \$220.3 million from September 30, 2015, representing 15% annualized growth year-to-date and 16% growth from September 30, 2015. Total assets increased by \$191.8 million from December 31, 2015 and \$269.4 million from September 30, 2015, representing 14% annualized growth year-to-date and 16% growth from September 30, 2015. Stockholders’ equity increased to \$154.2 million as of September 30, 2016, representing 16% annualized increase year-to-date and a 15% increase from September 30, 2015. Book value per share increased to \$72.35 per share at September 30, 2016 from \$64.83 per share at December 31, 2015 and \$62.94 per share at September 30, 2015.

Key credit and operational metrics remained steady in the third quarter of 2016. At September 30, 2016, non-performing assets totaled 0.16% of total assets, compared with 0.10% at December 31, 2015 and 0.17% at September 30, 2015. Non-performing loans as a percentage of the total loan portfolio totaled 0.20% at September 30, 2016, as compared to 0.13% at December 31, 2015 and 0.21% at September 30, 2015. The efficiency ratio improved to 31.57% for the third quarter of 2016, as compared to 36.19% in the same period last year. Non-interest expense (annualized) as a percentage of average assets fell to 0.99% for the third quarter of 2016, as compared to 1.15% for the same period last year. These metrics reflect the Bank’s continued focus on credit quality and disciplined expense controls.

The Bank continues to exceed all of the minimum regulatory capital requirements.

## **RESULTS OF OPERATIONS FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2016 AND 2015**

### **GENERAL**

The Bank reported net income of \$5.9 million for the quarter ended September 30, 2016 as compared to \$4.9 million for the quarter ended September 30, 2015. Net income was \$2.79 per share basic and \$2.76 per share diluted for the quarter ended September 30, 2016 as compared with \$2.29 per share basic and \$2.27 per share diluted for the same period in 2015. Earnings for the quarter ended September 30, 2016 were positively impacted by an increase of \$2.0 million in net interest income. These were partially offset by a \$125,000 increase in the provision for loan losses, a decrease of \$49,000 in non-interest income, a \$21,000 increase in operating expenses and an increase of \$751,000 in the income tax provision.

### **NET INTEREST INCOME**

Net interest income was \$14.8 million for the third quarter of 2016 and \$12.8 million for the third quarter of 2015. The \$2.0 million increase was due to a 17% increase in average interest-earning assets. For the quarter ended September 30, 2016, the weighted average rate spread and net interest margin were 3.00% and 3.12%, respectively, compared to 3.04% and 3.16%, respectively for the quarter ended September 30, 2015. Average interest-earning assets increased by \$278.0 million, or 17%, but the yield on total interest-earning assets decreased by one basis point. Average interest-bearing liabilities increased by \$233.5 million, or 17%, and the rate paid on interest-bearing liabilities increased by three basis points.

Interest and dividend income increased by \$2.6 million to \$18.2 million for the third quarter of 2016 as compared to \$15.6 million for the third quarter of 2015. The yield on total interest-earning assets was 3.83% for the quarter ended September 30, 2016 as compared to 3.84% for the quarter ended September 30, 2015.

Interest income on loans increased \$2.3 million when comparing the two periods, primarily resulting from an 18% increase in average loan balances, offset, in part, by a ten basis point decrease in yield. Long-term rates have remained at historic lows; however, in December 2015, the Federal Reserve increased the overnight rate by 0.25%, impacting many short-term rates.

Securities, Federal Home Loan Bank stock and short-term investments accounted for 18.4% of the total average interest-earning assets for the quarter ended September 30, 2016 and 18.7% for the same period in 2015. This includes the Bank's cash holdings at the Federal Reserve. Income for these categories combined increased \$312,000 when comparing the two periods primarily due to an increase of \$45.7 million in average balances combined with higher yields. During 2015 and the first nine months of 2016, the Bank made additional purchases of marketable equity securities, some of which pay cash dividends. Additionally, the Federal Home Loan Bank has continued to pay an elevated dividend on the Bank's stock investment. At the same time, government-sponsored enterprise securities were allowed to mature and the proceeds were reinvested in overnight cash balances which had a lower yield.

The average rate on interest-bearing liabilities increased to 0.83% for the third quarter of 2016 from 0.80% for the comparable quarter of 2015. Total interest expense increased by \$592,000 when comparing the quarters ended September 30, 2016 and 2015 due to increases in the average balances combined with higher interest rates on deposits and borrowed funds.

Interest expense on deposits increased by \$388,000 due to an increase of \$150.3 million in average interest-bearing deposits combined with a four basis point increase in the weighted average rate. Beginning in 2015, there has been increasing market pressure to raise rates on term deposits and some core deposits, driven largely by strong loan demand in the Bank's market area. The Bank has mitigated the impact of this pressure by soliciting certificates from two Internet-based exchanges for listing certificates of deposit, as well as targeting certain core product rate increases that provided an efficient means for balanced growth. Growth in listing service CDs has generally offset runoff in the Bank's retail promotional CD book. The overall increase in deposit balances has allowed the Bank to fund lending activity and maintain an elevated level of liquidity.

Interest expense on borrowed funds for the third quarter of 2016 increased \$204,000 as compared to the same quarter in 2015, primarily due to a \$83.2 million increase in average outstanding balances and a three basis point increase in the weighted average rate. Borrowings from the FHLB are drawn to fund growth in the loan portfolio.



The following table detail components of net interest income and yields/rates on average earning assets/liabilities.

	Three Months Ended September 30,					
	2015			2016		
	AVERAGE BALANCE	INTEREST	YIELD/ RATE *	AVERAGE BALANCE	INTEREST	YIELD/ RATE *
	(Dollars in thousands)					
Loans (1) (2)	\$ 1,320,522	\$ 15,180	4.60 %	\$ 1,552,866	\$ 17,477	4.50 %
Securities (3) (4)	71,903	274	1.52	49,354	358	2.90
Short-term investments and certificates of deposit	232,181	154	0.27	300,435	382	0.51
Total interest-earning assets	1,624,606	15,608	3.84	1,902,655	18,217	3.83
Other assets	33,424			33,109		
Total assets	\$ 1,658,030			\$ 1,935,764		
Interest-bearing deposits (5)	\$ 1,043,970	2,047	0.78	\$ 1,194,292	2,435	0.82
Borrowed funds	356,930	742	0.83	440,104	946	0.86
Total interest-bearing liabilities	1,400,900	2,789	0.80	1,634,396	3,381	0.83
Demand deposits	120,303			144,497		
Other liabilities	3,952			4,334		
Total liabilities	1,525,155			1,783,227		
Stockholders' equity	132,875			152,537		
Total liabilities and stockholders' equity	\$ 1,658,030			\$ 1,935,764		
Net interest income		\$ 12,819			\$ 14,836	
Weighted average rate spread			3.04 %			3.00 %
Net interest margin (6)			3.16 %			3.12 %
Average interest-earning assets to average interest-bearing liabilities (7)			115.97 %			116.41 %

\* Annualized

(1) Before allowance for loan losses.

(2) Includes non-accrual loans.

(3) Excludes the impact of the average net unrealized gain or loss on securities available for sale.

(4) Includes Federal Home Loan Bank stock.

(5) Includes mortgagors' escrow accounts.

(6) Net interest income divided by average total interest-earning assets.

(7) Total interest-earning assets divided by total interest-bearing liabilities.

The following table presents information regarding changes in interest and dividend income and interest expense of the Bank for the periods indicated. For each category, information is provided with respect to the change attributable to volume (change in volume multiplied by old rate) and the change in rate (change in rate multiplied by old volume). The change attributable to both volume and rate is allocated proportionately to the change due to volume and rate.

	<b>Three Months Ended September 30, 2015</b>		
	<b>Compared to the Three Months Ended September 30, 2016</b>		
	<b>Increase (Decrease)</b>		
	<b>Due to</b>		<b>Total</b>
	<b>Volume</b>	<b>Rate</b>	
	<b>(In thousands)</b>		
<b>Interest and dividend income:</b>			
Loans	\$ 2,621	\$ (324)	\$ 2,297
Securities and FHLB stock	(106)	190	84
Short-term investments and certificates of deposit	55	173	228
<b>Total interest and dividend income</b>	<b>2,570</b>	<b>39</b>	<b>2,609</b>
<b>Interest expense:</b>			
Deposits	304	84	388
Borrowed funds	178	26	204
<b>Total interest expense</b>	<b>482</b>	<b>110</b>	<b>592</b>
<b>Net interest income</b>	<b>\$ 2,088</b>	<b>\$ (71)</b>	<b>\$ 2,017</b>

#### PROVISION FOR LOAN LOSSES

At September 30, 2016, management's review of the allowance for loan losses concluded that a balance of \$10.7 million was adequate to provide for losses based upon evaluation of size and risk in the loan portfolio. During the third quarter of 2016, management provided \$300,000 to achieve such a loan loss allowance balance at September 30, 2016. The Bank recorded no charge-offs or recoveries for the third quarter of 2016. Due to the growth in the loan portfolio the Bank added to the allowance for loan loss balance during the three months ended September 30, 2016. Comparably, for the three months ended September 30, 2015, management's evaluation of the balance of the allowance for loan losses indicated the need for a provision of \$175,000.

See Notes 1 and 6 to the accompanying interim consolidated financial statements and "Loans and Foreclosed Real Estate" included in this Management's Discussion and Analysis for additional information pertaining to the allowance for loan losses.

#### OTHER INCOME

Other income is comprised of gains on sales of investment securities, customer service fees, increases in the cash surrender value of life insurance policies and miscellaneous income. Total other income was \$347,000 for the quarter ended September 30, 2016 compared to \$396,000 for the same period in 2015. Customer service fees decreased by \$11,000 compared to the same period in 2015. Over the last few years, there has been a slight decline in deposit account transaction fees as the Bank has eliminated many fees on deposit products to simplify offerings and enhance the value proposition of our checking accounts to customers. There has been an offsetting trend in debit card interchange fees, as the size of the Bank's checking account base has increased and the Bank has benefited from a secular trend towards increasing use of debit cards in payments. The Bank's strategy does not rely on generating substantial noninterest fee-based revenue from our deposit accounts. During the third quarter of 2015, the Bank sold equity securities for a gain of \$29,000. The Bank did not sell any securities during the same period in 2016.

An increase in the cash surrender value of life insurance also contributed to other income during the third quarter of 2016 and 2015. The policies accrete at a variable rate of interest with minimum stated guaranteed rates.

## OPERATING EXPENSES

Total operating expenses were \$4.8 million, or an annualized 0.99% of average total assets, for the quarter ended September 30, 2016 as compared to \$4.8 million, or 1.15% of average total assets, for the same quarter of 2015. Operating expenses include salaries and employee benefits, data processing, occupancy and equipment, deposit insurance, foreclosure, marketing and other general and administrative expenses.

Salaries and employee benefits expenses increased \$52,000, primarily due to annual merit-based salary increases offset by a reduction in staffing levels.

Occupancy and equipment expenditures decreased by \$67,000, or 13%, due to an increase in rental income.

Data processing expenses for the third quarter of 2016 increased \$27,000 compared to the same period in 2015 as increased data processing charges associated with improvements made to Bank systems and volume increases were partially offset by savings from renegotiating certain service contracts.

Deposit insurance expense increased \$41,000, or 18%. The increase in expense is due to an increase in the balance sheet as this charge is calculated based on total assets.

Foreclosure related expenses decreased by \$5,000 when comparing the quarter ended September 30, 2016 to the same period in 2015. The decrease is primarily due to lower expenses associated with the foreclosure and bankruptcy process. At September 30, 2016 and December 31, 2015, the Bank did not hold any properties. This compares to one property totaling \$118,000 at September 30, 2015.

Marketing expenses decreased by \$22,000 to \$104,000 for the third quarter of 2016. The Bank continued to optimize advertising spending in the third quarter of 2016.

Other expenses, which include director fees, supplies, deposit related losses and audit-related expenses, among others, decreased \$5,000, or 1%, when comparing the two periods and is primarily due to general decreases in various operating expenses.

## INCOME TAXES

The Bank recognizes income taxes under the asset and liability method in which deferred tax assets and liabilities are established for the temporary difference between the accounting basis and the tax basis of the Bank's assets and liabilities at enacted tax rates expected to be in effect when the amounts related to such temporary differences are realized or settled. The Bank's deferred tax asset is reviewed quarterly by management as to the realizability of such asset.

During the third quarter of 2016, the Bank recorded \$4.1 million, or 41.1% of pre-tax income, in tax expense as compared to \$3.4 million, or 41.0%, for the same quarter in 2015.

## **RESULTS OF OPERATIONS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2016 AND 2015**

### GENERAL

The Bank reported net income of \$17.1 million for the nine months ended September 30, 2016 as compared to \$14.1 million for the nine months ended September 30, 2015. Net income was \$8.04 per share basic and \$7.97 per share diluted for the first nine months of 2016 as compared to \$6.63 per share basic and \$6.58 per share diluted for the same period in 2015. Earnings for the nine months ended September 30, 2016 were positively impacted by an increase of \$5.4 million in net interest income and an increase of \$267,000 in non-interest income. These were partially offset by a \$285,000 increase in the provision for loan losses, a \$204,000 increase in operating expenses and an increase of \$2.1 million in the income tax provision.

The Bank's annualized return on average equity for the first nine months of 2016 was 15.53%, and the annualized return on average assets was 1.21%. The Bank's annualized return on average equity for the first nine months of 2015 was 14.63%, and the annualized return on average assets was 1.17%.

## NET INTEREST INCOME

Net interest income was \$43.0 million for the first nine months of 2016 as compared to \$37.6 million for the first nine months of 2015. The \$5.4 million increase was due to a \$282.0 million, or 18%, increase in average interest-earning assets in the first nine months of 2016 compared to the same period in 2015, partially offset by a decrease in the weighted average rate of six basis points. For the first nine months of 2016 the Bank's weighted average rate spread and net interest margin were 2.97% and 3.09%, respectively, as compared to 3.08% and 3.19%, respectively, for the same period in 2015. Average interest-bearing liabilities increased by \$240.8 million, or 18%, and the rate paid on interest-bearing liabilities increased by five basis points.

Interest and dividend income increased by \$7.4 million to \$52.9 million for the first nine months of 2016 as compared to \$45.6 million for the first nine months of 2015. The yield on total interest-earning assets was 3.80% for the first nine months ended September 30, 2016 as compared to 3.86% for the first nine months ended September 30, 2015.

Interest income on loans increased \$6.4 million when comparing the two periods, primarily resulting from a 17% increase in average loans, offset, in part, by a ten basis point decrease in overall yield. Long-term rates have remained at historic lows; however, in December 2015, the Federal Reserve increased the overnight rate by 0.25%, impacting many short-term rates.

Securities, Federal Home Loan Bank stock and short-term investments accounted for 19% of the total average interest-earning assets for the nine months ended September 30, 2016 and 2015. Income for these categories combined increased \$928,000 when comparing the two periods. During the second half of 2015 and the first nine months of 2016, the Bank made additional purchases of marketable equity securities, some of which pay cash dividends. Additionally, the Federal Home Loan Bank has continued to pay an elevated dividend on the Bank's stock investment. At the same time, government-sponsored enterprise securities were allowed to mature and the proceeds were reinvested in overnight cash balances which had a lower yield.

The average rate on interest-bearing liabilities increased to 0.83% for the first nine months of 2016 from 0.78% for the comparable period in 2015. Total interest expense increased by \$2.0 million when comparing the nine months ended September 30, 2016 and 2015 due to increases in the average balances combined with higher interest rates on deposits.

Interest expense on deposits increased by \$1.4 million due to an increase of \$143.1 million in average interest-bearing deposits along with a seven basis point increase in the weighted average rate. Beginning in 2015, there has been increasing market pressure to raise rates on term deposits and some core deposits, driven largely by strong loan demand in the Bank's market area. The Bank has mitigated the impact of this pressure by soliciting certificates from two Internet-based exchanges for listing certificates of deposit, as well as targeting certain core product rate increases that provided an efficient means for balanced growth. The increase in deposit balances has allowed the Bank to fund lending activity and maintain an elevated level of liquidity.

Interest expense on borrowed funds for the first nine months of 2016 increased \$617,000 as compared to the same period in 2015, due primarily to a \$97.7 million increase in average outstanding balance which was partially offset by a decrease of one basis point in the weighted average rate.

The following table details components of net interest income and yields/rates on average earning assets/liabilities.

	<b>Nine Months Ended September 30,</b>					
	<b>2015</b>			<b>2016</b>		
	<u>Average Balance</u>	<u>Interest</u>	<u>Yield/ Rate</u> *	<u>Average Balance</u>	<u>Interest</u>	<u>Yield/ Rate</u> *
(Dollars in thousands)						
Loans (1) (2)	\$ 1,282,979	\$ 44,450	4.62 %	\$ 1,500,203	\$ 50,890	4.52 %
Securities (3) (4)	80,275	707	1.17	57,358	933	2.17
Short-term investments and certificates of deposit	211,054	424	0.27	298,729	1,126	0.50
Total interest-earning assets	1,574,308	45,581	3.86	1,856,290	52,949	3.80
Other assets	32,972			33,265		
Total assets	<u>\$ 1,607,280</u>			<u>\$ 1,889,555</u>		
Interest-bearing deposits (5)	\$ 1,021,266	5,748	0.75	\$ 1,164,317	7,125	0.82
Borrowed funds	337,806	2,205	0.87	435,548	2,822	0.86
Total interest-bearing liabilities	1,359,072	7,953	0.78	1,599,865	9,947	0.83
Demand deposits	115,296			137,873		
Other liabilities	4,327			4,741		
Total liabilities	1,478,695			1,742,479		
Stockholders' equity	128,585			147,076		
Total liabilities and stockholders' equity	<u>\$ 1,607,280</u>			<u>\$ 1,889,555</u>		
Net interest income		<u>\$ 37,628</u>			<u>\$ 43,002</u>	
Weighted average rate spread			<u>3.08 %</u>			<u>2.97 %</u>
Net interest margin (6)			<u>3.19 %</u>			<u>3.09 %</u>
Average interest-earning assets to average interest-bearing liabilities (7)			<u>115.84 %</u>			<u>116.03 %</u>
* Annualized						
(1) Before allowance for loan losses.						
(2) Includes non-accrual loans.						
(3) Excludes the impact of the average net unrealized gain or loss on securities available for sale.						
(4) Includes Federal Home Loan Bank stock.						
(5) Includes mortgagors' escrow accounts.						
(6) Net interest income divided by average total interest-earning assets.						
(7) Total interest-earning assets divided by total interest-bearing liabilities.						

The following table presents information regarding changes in interest and dividend income and interest expense of the Bank for the periods indicated. For each category, information is provided with respect to the change attributable to volume (change in volume multiplied by old rate) and the change in rate (change in rate multiplied by old volume). The change attributable to both volume and rate is allocated proportionately to the change due to volume and rate.

	<b>Nine Months Ended September 30, 2015</b>		
	<b>Compared to the Nine Months Ended September 30, 2016</b>		
	<b>Increase (Decrease)</b>		
	<b>Due to</b>		<b>Total</b>
	<b>Volume</b>	<b>Rate</b>	
	<b>(In thousands)</b>		
<b>Interest and dividend income:</b>			
Loans	\$ 7,386	\$ (946)	\$ 6,440
Securities and FHLB stock	(245)	471	226
Short-term investments and certificates of deposit	226	476	702
<b>Total interest and dividend income</b>	<b>7,367</b>	<b>1</b>	<b>7,368</b>
<b>Interest expense:</b>			
Deposits	848	529	1,377
Borrowed funds	633	(16)	617
<b>Total interest expense</b>	<b>1,481</b>	<b>513</b>	<b>1,994</b>
<b>Net interest income</b>	<b>\$ 5,886</b>	<b>\$ (512)</b>	<b>\$ 5,374</b>

#### PROVISION FOR LOAN LOSSES

At September 30, 2016, management's review of the allowance for loan losses concluded that a balance of \$10.7 million was adequate to provide for losses based upon evaluation of size and risk in the loan portfolio. During the first nine months of 2016, management provided \$810,000 to achieve such a loan loss allowance balance at September 30, 2016. The Bank recorded charge-offs of \$2,000 and no recoveries during the first nine months of 2016. The growth and composition of the loan portfolio warranted additional provisions to the Bank's allowance for loan losses. Comparably, at September 30, 2015, management's evaluation of the balance of the allowance for loan losses indicated the need for a provision of \$525,000.

See Notes 1 and 6 to the accompanying interim consolidated financial statements and "Loans and Foreclosed Real Estate" included in this Management's Discussion and Analysis for additional information pertaining to the allowance for loan losses.

#### OTHER INCOME

Other income is comprised of gains on sales of investment securities, customer service fees, increases in the cash surrender value of life insurance policies and miscellaneous income. In 2016, other income totaled \$1.4 million for the first nine months of 2016 and compares to \$1.1 million for the nine months ended September 30, 2015. In the first nine months of 2016, the Bank recorded gains totaling \$344,000 on the sale of equity securities compared to \$29,000 for the same period in 2015. Customer service fees decreased by \$40,000 in the first nine months of 2016 compared to the same period in 2015. Over the last few years, there has been a slight decline in deposit account transaction fees as the Bank has eliminated many fees on deposit products to simplify offerings and enhance the value proposition of our checking accounts to customers. There has been an offsetting trend in debit card interchange fees, as the size of the Bank's checking account base has increased and the Bank has benefited from a secular trend towards increasing use of debit cards in payments. The Bank's strategy does not rely on generating substantial noninterest fee-based revenue from our deposit accounts.

An increase in the cash surrender value of life insurance also contributed to other income during the nine months ended September 30, 2016 and 2015. The policies accrete at a variable rate of interest with minimum stated guaranteed rates.

## OPERATING EXPENSES

Total operating expenses were \$14.5 million, or an annualized 1.02% of average total assets, for the nine months ended September 30, 2016 as compared to \$14.3 million, or 1.19%, for the same period of 2015. Operating expenses include salaries and employee benefits, data processing, occupancy and equipment, deposit insurance, foreclosure, marketing and other general and administrative expenses.

Salaries and employee benefits expenses increased by \$287,000, or 3%, due to annual merit-based salary increases offset by a reduction in staffing levels.

Occupancy and equipment expenditures decreased by \$185,000, or 12%, due primarily to costs associated with snow removal and damage caused by the severe winter in 2015 along with savings in utility costs.

Data processing expenses increased by \$35,000, or 4%, primarily due to data processing charges associated with improvements made to Bank systems which were offset by savings associated with renegotiating certain key vendor contracts.

Deposit insurance expense increased \$109,000, or 16%, from \$662,000 for the first nine months of 2015 to \$771,000 in the first nine months of 2016. The increase in expense is due to an increase in the balance sheet as this charge is calculated based on total assets.

Foreclosure related expenses increased by \$45,000 to \$107,000 for the first nine months of 2016. The increase is primarily related to a net gains totaling \$105,000 recorded in the first nine months of 2015 compared to write downs in the same period in 2016 totaling \$5,000. At September 30, 2016 and December 31, 2015, the Bank held no properties in OREO. This compares to one property totaling \$118,000 at September 30, 2015. During the first nine months of 2016, the Bank added one property and subsequently sold it. During the first nine months of 2015, the Bank added one property and sold two properties. Expenses associated with the foreclosure process, including legal expenses, appraisal expenses, insurance expenses and other related foreclosure expenses are also included in this category.

Marketing expenses decreased by \$55,000, or 14%, to \$329,000 for the first nine months of 2016 compared to the same period in 2015. The Bank continued to optimize advertising spending in the first nine months of 2016 and focused expenditures on marketing with demonstrable returns on investment.

Other expenses, which include director fees, supplies, deposit related losses and audit-related expenses, among others, decreased \$32,000, or 2%, when comparing the two periods as the Bank continues to review operating processes and reduce associated expenses.

## INCOME TAXES

The Bank recognizes income taxes under the asset and liability method in which deferred tax assets and liabilities are established for the temporary difference between the accounting basis and the tax basis of the Bank's assets and liabilities at enacted tax rates expected to be in effect when the amounts related to such temporary differences are realized or settled. The Bank's deferred tax asset is reviewed quarterly and adjustments to such asset are recognized as deferred income tax expense or benefit based on management's judgment relating to the realizability of such asset.

During the first nine months of 2016, the Bank recorded \$11.9 million, or 41.0% of pre-tax income, in tax expense as compared to \$9.8 million, or 41.0%, for the same period in 2015, an increase of \$2.1 million.

## BALANCE SHEET ANALYSIS - COMPARISON AT SEPTEMBER 30, 2016 TO DECEMBER 31, 2015

Assets totaled \$1.960 billion at September 30, 2016, as compared to \$1.769 billion at December 31, 2015, an increase of \$191.8 million or 14% annualized.

## SECURITIES, SHORT-TERM INVESTMENTS, CERTIFICATES OF DEPOSITS AND FHLB STOCK

Securities were \$22.9 million at September 30, 2016, a decrease of \$17.7 million when compared to the \$40.6 million at December 31, 2015. During the first nine months of 2016, there were \$25.0 million in maturities, calls and principal paydowns and \$1.4 million in security sales offset by \$7.4 million in securities purchased. Net proceeds from securities transactions were reinvested in new securities or placed in cash reserves.

At September 30, 2016 and December 31, 2015, the Bank's entire securities portfolio was classified as available for sale and reflected on the balance sheet at fair value with unrealized gains and losses, net of tax effect, excluded from earnings and reported in accumulated other comprehensive income. The net unrealized gain on securities available for sale, net of tax, was \$1.0 million at September 30, 2016 and compares to an unrealized gain of \$353,000, net of tax, at

December 31, 2015 and an unrealized gain of \$294,000, net of tax, at September 30, 2015. The fair value of the Bank's securities portfolio fluctuates with the underlying value of equity securities holdings.

At September 30, 2016, the Bank held a \$7.0 million investment in the CRA Fund, a mutual fund which invests in fixed income securities which qualify for Community Reinvestment Act (CRA) securities test. The Bank's equity portfolio also includes \$15.8 million in other marketable equity securities. The Bank's marketable common equity holdings are not viewed as a source of liquidity and are managed to produce superior returns on capital over a longer time horizon. The Bank's process is focused on identifying businesses with strong returns on capital, owner-oriented management teams, good reinvestment opportunities or capital discipline, and reasonable valuations. The portfolio is concentrated in a relatively small number of investees in the financial services area, including other banks, diversified and specialized insurance companies, and payment networks. The Bank receives advantageous tax treatment for dividend distributions from these companies due to the Dividends Received Deduction ("DRD"). The Bank also derives important intangible returns from these investments through the study of high performance companies and the implementation of new and improved operational processes.

At September 30, 2016, residential mortgage-backed issues, which are guaranteed by FNMA and FHLMC, comprised less than 1% of the portfolio. Repayment of these issues is anticipated from payments made on the underlying mortgages.

The Bank held an investment of \$1.1 million in FDIC-insured certificates of deposit issued by other financial institutions at September 30, 2016. This compares to \$6.2 million as of December 31, 2015. No single certificate held by the Bank exceeds the FDIC maximum insurance coverage of \$250,000 and, therefore, all are insured in full by the FDIC. Recently, the Bank has allowed the certificate of deposit portfolio to decline as the proceeds from maturities were used to purchase equity investments.

As a member of the Federal Home Loan Bank of Boston ("FHLB"), the Bank is required to hold a Membership Stock Investment plus an Activity-based Stock Investment in the FHLB, which is based primarily on the amount of FHLB borrowings. For the nine months ended September 30, 2016, the Bank purchased \$11.8 million in stock but had \$7.4 million redeemed by the FHLB in late June 2016. The Bank received dividends totaling \$583,000 for the nine months ended September 30, 2016 compared to \$302,000 for the same period in 2015. At September 30, 2016, the Bank held \$24.2 million in FHLB stock compared to \$19.8 million at December 31, 2015.

#### LOANS AND FORECLOSED REAL ESTATE

During the first nine months of 2016, net loans outstanding increased by \$157.4 million to \$1.563 billion, from \$1.406 billion at December 31, 2015, attributable primarily to originated loans of \$388.3 million offset by payoffs and amortization. Comparably, loan originations for the same period in 2015 were \$319.0 million. At September 30, 2016, net loans outstanding represented 80% of assets compared to 79% at December 31, 2015. Mortgage loans continue to account for more than 99% of the loan portfolio.

Loans are carried net of the allowance for loan losses. The allowance is maintained at a level to absorb losses within the loan portfolio. At September 30, 2016, the allowance had a balance of \$10.7 million as compared to \$9.9 million at December 31, 2015. The allowance for loan losses represented 0.68% of gross loans as of September 30, 2016 compared to 0.70% at December 31, 2015 and 0.71% at September 30, 2015.

At September 30, 2016, the Bank allocated \$185,000 to loans classified as impaired. At December 31, 2015, \$285,000 was allocated to impaired loans. The Bank works closely with delinquent mortgagors to bring their loans current and commences foreclosure proceedings if the mortgagor is unable to satisfy their outstanding obligation. Although regulatory changes have slowed the foreclosure process in recent years, the Bank continues to pursue delinquencies vigorously.

At September 30, 2016, there were nine loans classified as non-accrual totaling \$3.2 million as compared to six non-accrual loans totaling \$1.8 million at December 31, 2015. At September 30, 2016 and December 31, 2015, there were no foreclosed properties. At September 30, 2016, non-performing assets were 0.16% of total assets as compared to 0.10% at December 31, 2015. Management believes that its loans classified as non-accrual are significantly collateralized, pose minimal risk of loss to the Bank, and the allowance for loan loss reserves allocated to these loans is sufficient to absorb such losses, if any. However, management continues to monitor the loan portfolio and additional reserves will be taken if necessary.



## Non-Performing Assets

	<u>December 31,</u> <u>2015</u>	<u>September 30,</u> <u>2016</u>
	(Dollars in thousands)	
Non-accrual loans:		
Residential mortgages	\$ 1,212	\$ 1,603
Commercial mortgages	159	1,521
Construction	462	—
Second mortgages	—	75
Total non-accrual loans	<u>1,833</u>	<u>3,199</u>
Foreclosed real estate	<u>—</u>	<u>—</u>
Total non-performing assets	<u>\$ 1,833</u>	<u>\$ 3,199</u>
Percent of non-accrual loans to:		
Total loans	0.13 %	0.20 %
Total assets	0.10 %	0.16 %
Percent of non-performing assets to:		
Total loans and foreclosed real estate	0.13 %	0.20 %
Total assets	0.10 %	0.16 %
Allowance for loan losses to total loans	0.70 %	0.68 %

## OTHER ASSETS

The Bank held \$11.9 million in Bank-owned life insurance at September 30, 2016 as compared to \$11.7 million at December 31, 2015. The increase during the first nine months of 2016 is due to increases in the cash surrender value of policies insuring the life of a current Bank executive. The policies accrete at a variable rate of interest with minimum stated guaranteed rates. The Bank monitors the financial strength and counterparty credit ratings of the policy issuers and has determined that at September 30, 2016, two of three issuers were rated at or above Bank guidelines. The third issuer retained a rating from A.M. Best at or above Bank guidelines; while the issuer's Standard and Poor (S&P) rating was below Bank guidelines at BBB+ (Good) with a stable outlook.

## DEPOSITS

Deposits increased by \$118.2 million to \$1.335 billion at September 30, 2016 from \$1.217 billion at December 31, 2015. Core deposits, which include regular, money market, NOW and demand deposits, increased \$94.4 million from the December 31, 2015 balance. Certificate accounts were \$543.2 million, or 40.7% of total deposits, at September 30, 2016, as compared to \$519.5 million, or 42.7% of total deposits, at December 31, 2015.

The Bank faces competition for deposit funding from other banks and credit unions in the Bank's marketplace, as well as Internet-based competitors. The Bank also faces competition for deposit funding from other non-deposit investment alternatives available to our deposit customers, including but not limited to equity and fixed income market investments. The Bank's ability to attract and retain deposits depends upon satisfaction of depositors' requirements with respect to insurance, product, rate and service. The Bank offers traditional deposit products, competitive rates, convenient branch locations, ATMs, debit cards, telephone banking, internet-based banking and mobile banking. In 2014, the Bank began offering certificate of deposit products using two national Internet-based listing services. These services provide the Bank with a source of long-term time funding at lower cost than is generally available via retail channels. At September 30, 2016, the Bank has over \$221 million in deposits from these services compared to \$183 million as of December 31, 2015.

Deposits are insured in full through the combination of the Federal Deposit Insurance Corporation and the Deposit Insurance Fund of Massachusetts ("DIF"). Generally, separately insured deposit accounts are insured up to \$250,000 by the FDIC and deposit balances in excess of this amount are insured by the DIF. DIF insurance provides an advantage for the Bank as some competitors cannot offer this coverage.

Deposit growth over the first nine months of 2016 was used to fund growth in the loan portfolio.

	<b>Deposit Balances by Type</b>			
	<b>December 31, 2015</b>	<b>% of Total</b>	<b>September 30, 2016</b>	<b>% of Total</b>
	<b>(Dollars in thousands)</b>			
Non-certificate accounts:				
Regular	\$ 90,004	7.4 %	\$ 91,753	6.9 %
Money market deposits	447,667	36.8	519,997	38.9
NOW	31,560	2.6	28,933	2.2
Demand	128,285	10.5	151,284	11.3
Total non-certificate accounts	<u>697,516</u>	<u>57.3</u>	<u>791,967</u>	<u>59.3</u>
Term certificates less than \$250,000	415,311	34.1	428,674	32.1
Term certificates \$250,000 or more	104,200	8.6	114,548	8.6
Total certificate accounts	<u>519,511</u>	<u>42.7</u>	<u>543,222</u>	<u>40.7</u>
Total deposits	<u>\$ 1,217,027</u>	<u>100.0 %</u>	<u>\$ 1,335,189</u>	<u>100.0 %</u>

## BORROWINGS

FHLB advances increased from \$402.5 million at December 31, 2015 to \$460.4 million at September 31, 2016, but remained at 23% of total assets at both periods. These advances are predominately fixed rate in nature with 25% scheduled to mature in the next twelve months. During the first nine months of 2016, total borrowings increased by \$57.9 million. Additionally in 2016, the Bank borrowed \$330 million of short-term advances with two FHLB option advances. One advance has a 10-year final maturity and the other has a 15-year final maturity. Both advances are callable quarterly after the first year anniversary. These advances have favorable rates but the Bank anticipates that the advances will be called prior to the final maturity date.

## LIQUIDITY AND CAPITAL RESOURCES

The Bank continually assesses its liquidity position by forecasting incoming and outgoing cash flows. In some cases, contractual maturity dates are used to anticipate cash flows. However, when an asset or liability is subject to early repayment or redemption at the discretion of the issuer or customer, cash flows can be difficult to predict. Generally, these repayment rights are exercised when it is most financially favorable to the issuer or customer.

The Bank's initial source of liquidity is cash and cash equivalents. At September 30, 2016, the Bank had \$313.8 million, or 16% of total assets in cash or cash equivalents. \$301.9 million of this consisted of overnight cash balances at the Federal Reserve Bank of Boston. These balances are immediately accessible for liquidity.

The majority of the Bank's investment portfolio is composed of cash or marketable equity securities and does not bear prepayment risk. Mortgage-backed securities, which comprise less than 1% of the portfolio, are subject to repayment at the discretion of the underlying borrower.

Residential loans are susceptible to principal repayment at the discretion of the borrower. Commercial mortgages, while subject to significant penalties for early repayment in most cases, can also prepay at the borrower's discretion. Additionally, many of the Bank's residential and commercial loans have rate adjustment features where the interest rate and amortization schedule will adjust to current market indices.

Core deposit balances can generally be withdrawn from the Bank at any time. Certificates of deposit, with predefined maturity dates and subject to early redemption penalties, can also be withdrawn. The Bank estimates the volatility of its deposits in light of the general economic climate and recent actual experience.

Approximately 23% of the Bank's borrowings were fixed in terms of rate and maturity. Approximately 77% or \$355.0 million can be called for earlier repayment at the discretion of the issuer. Included in the callable total is a \$300 million advance taken out in May of 2016 that is callable quarterly after its one-year anniversary. Also included in the callable total is a \$30 million advance taken out in September of 2016 that is callable quarterly after its one-year anniversary. The Bank expects both these advances to be called shortly after their respective one-year anniversaries. The Bank believes that the remaining callable borrowings will not be called by the issuer in the near term.

The Bank also monitors its off-balance sheet items. See "Commitments" appearing in Note 2 within the "Notes to Unaudited Consolidated Financial Statements" section of this document. At September 30, 2016, the Bank had \$242.6 million in commitments to extend credit compared to \$247.4 million at December 31, 2015.

The Bank considers the above information when measuring its liquidity position. Specific measurements include the Bank's cash flow position at the 30 day, 60 day and 90 day horizon, the level of volatile liabilities on earning assets and loan to deposit ratios. These estimates anticipate the possibility of deposit outflows. At September 30, 2016, each measurement was within pre-defined Bank guidelines.

To supplement its liquidity position, should the need arise, the Bank maintains its membership in the Federal Home Loan Bank of Boston where it is eligible to obtain both short and long-term credit advances. As of September 30, 2016, the Bank could borrow up to \$779.0 million to meet its borrowing needs, based on the Bank's available qualified collateral which consists primarily of 1-4 family residential mortgages, five or more family residential mortgages, the majority of the Bank's investment in securities issued by government-sponsored enterprises and certain commercial mortgages. The Bank can pledge other mortgages and assets as collateral to secure additional borrowings. Additionally, through the Federal Reserve Bank of Boston ("FRB"), the Bank can borrow up to \$18.2 million through the discount window based on the Bank pledging its home equity loan portfolio. The Bank can pledge other mortgages and assets as collateral to secure additional borrowings. At September 30, 2016, the Bank had \$460.4 million in advances outstanding from the FHLB and consequently had approximately \$336.8 million in available unused capacity. At September 30, 2016, the Bank did not have any advances outstanding at the FRB.

At September 30, 2016, the Bank had capital of \$154.2 million, or 7.86% of total assets, as compared to \$138.0 million, or 7.80%, at December 31, 2015. During the nine months ended September 30, 2016, stockholders' equity increased by \$16.1 million due primarily to net income for the period of \$17.1 million, partially offset by the declaration of dividends of \$0.92 per share, which reduced capital by \$2.0 million.

Total capital is adjusted by the unrealized gains or losses in the Bank's available for sale securities portfolio and, as such, it is subject to fluctuations resulting from changes in the market values of its securities. At September 30, 2016, the Bank's entire securities portfolio was classified as available for sale which had the effect of increasing capital over the nine-month period by \$663,000.

Massachusetts-chartered savings banks that are insured by the FDIC are subject to minimum capital maintenance requirements. Regulatory guidelines define the minimum amount of qualifying capital an institution must maintain as a percentage of risk-weighted assets and average total assets. The Bank's ratios exceeded these regulatory capital requirements at December 31, 2015 and September 30, 2016.

The following table details the Bank's actual capital ratios and minimum regulatory ratios as of December 31, 2015 and September 30, 2016.

	<u>Actual</u>		<u>Minimum Capital Requirement</u>		<u>Minimum To Be Well Capitalized Under Prompt Corrective Actions Provisions</u>	
	<u>Amounts</u>	<u>Ratio</u>	<u>Amounts</u>	<u>Ratio*</u>	<u>Amounts</u>	<u>Ratio</u>
<b>(Dollars in thousands)</b>						
<b><u>December 31, 2015</u></b>						
Total Capital to Risk -Weighted Assets	\$ 147,819	13.79%	\$ 85,724	8.00 %	\$ 107,155	10.00 %
Common Equity Tier 1 Capital to Risk-Weighted Assets	137,662	12.85	48,220	4.50	69,651	6.50
Tier 1 Capital to Risk-Weighted Assets	137,662	12.85	64,293	6.00	85,724	8.00
Tier 1 Capital to Average Assets	137,662	7.95	69,278	4.00	86,597	5.00
<b><u>September 30, 2016</u></b>						
Total Capital to Risk -Weighted Assets	\$ 164,564	13.08 %	\$ 108,523	8.625 %	\$ 125,824	10.0 %
Common Equity Tier 1 Capital to Risk-Weighted Assets	153,139	12.17	64,485	5.125	81,786	6.50
Tier 1 Capital to Risk-Weighted Assets	153,139	12.17	83,359	6.625	100,659	8.00
Tier 1 Capital to Average Assets	153,139	7.92	77,383	4.000	96,728	5.00

\*Minimum regulatory capital ratios at September 30, 2016 include the applicable minimum risk-based capital ratios and capital conservation buffer.

### **ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK**

The earnings of most banking institutions are exposed to interest rate risk because their balance sheets, both assets and liabilities, are predominantly interest bearing. It is the Bank's objective to minimize, to the degree prudently possible, its exposure to interest rate risk, and bearing in mind that the Bank, by its very nature, will always be in the business of taking on interest rate risk. Interest rate risk is monitored on a quarterly basis by the Asset Liability Committee of the Bank. The primary tool used by the Bank in managing interest rate risk is income simulation modeling. Income simulation modeling measures changes in net interest income by projecting the future composition of the Bank's balance sheet and applying different interest rate scenarios. Management incorporates numerous assumptions into the simulation model, such as prepayment speeds, interest rate environments, balance sheet growth and deposit elasticity. Management believes that there has been no material changes in the interest rate risk reported in the Bank's Annual Report on Form 10-K for the fiscal year ended December 31, 2015, filed with the Federal Deposit Insurance Corporation. The information is contained in the Form 10-K within the Market Risk and Asset Liability Management section of Management's Discussion and Analysis of Results of Operations and Financial Condition.

### **ITEM 4 – CONTROLS AND PROCEDURES**

#### **(a) Disclosure Controls and Procedures**

An evaluation was carried out under the supervision and with the participation of the Bank's management, including the Chief Executive Officer ("CEO") and Interim Chief Financial Officer ("CFO"), of the effectiveness, as of September 30, 2016, of the Bank's disclosure controls and procedures as defined in Rules 13a-15(e) and 15d-15(e) under the Securities and Exchange Act of 1934, as amended. Management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving their objectives and management necessarily applies its judgment in evaluating the cost-benefit relationship of possible controls and procedures. Based on the evaluation of the Bank's disclosure controls and procedures as of September 30, 2016, the CEO and CFO concluded that, as of such date, the Bank's disclosure controls and procedures were effective at the reasonable assurance level.

#### **(b) Changes in Internal Control**

There were no significant changes in the Bank's internal control over financial reporting, as defined in Rules 13a-15(e) and 15d-15(e), during the quarter ended September 30, 2016 that have materially affected, or are reasonably likely to materially affect, the Bank's internal control over financial reporting.

## **PART II - OTHER INFORMATION**

### **ITEM 1 - LEGAL PROCEEDINGS**

None.

### **ITEM 1A – RISK FACTORS**

There have been no material changes to the risk factors previously disclosed in the Bank's most recently filed Form 10-K.

### **ITEM 2 – UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

None.

### **ITEM 3 - DEFAULTS UPON SENIOR SECURITIES**

None.

### **ITEM 4 – MINE SAFETY DISCLOSURES**

Not applicable.

### **ITEM 5 - OTHER INFORMATION**

None.

### **ITEM 6 – EXHIBITS**

#### Exhibit No.

31.1	Certifications – Chief Executive Officer
31.2	Certifications – Chief Financial Officer
32.1	Certification Pursuant to 18 U.S.C. §1350 – Chief Executive Officer
32.2	Certification Pursuant to 18 U.S.C. §1350 – Interim Chief Financial Officer

SIGNATURES

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

HINGHAM INSTITUTION FOR SAVINGS

Date: November 1, 2016

\_\_\_\_\_/s/\_\_\_\_\_  
Robert H. Gaughen, Jr.  
President & Chief Executive Officer

Date: November 1, 2016

\_\_\_\_\_/s/\_\_\_\_\_  
Eileen P. Trainor  
Interim Chief Financial Officer

I, Robert H. Gaughen, Jr., certify that:

1. I have reviewed this quarterly report on Form 10-Q of the Hingham Institution for Savings;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures, and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 1, 2016

/s/  
Robert H. Gaughen, Jr.  
Chief Executive Officer

I, Eileen P. Trainor, certify that:

1. I have reviewed this quarterly report on Form 10-Q of the Hingham Institution for Savings;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures, and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 1, 2016

/s/  
Eileen P. Trainor  
Interim Chief Financial Officer



CERTIFICATION PURSUANT TO  
18 U.S.C. §1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report on Form 10-Q of Hingham Institution for Savings (the “Bank”) for the fiscal quarter ended September 30, 2016, as filed with the Federal Deposit Insurance Corporation on the date hereof (the “Report”), the undersigned Robert H. Gaughen, Jr., Chief Executive Officer of the Bank, hereby certifies pursuant to 18 U.S.C. §1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly represents, in all material respects, the financial condition and results of operations of the Bank.

\_\_\_\_\_  
/s/  
Robert H. Gaughen, Jr.  
Chief Executive Officer

Date: November 1, 2016

CERTIFICATION PURSUANT TO  
18 U.S.C. §1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report on Form 10-Q of Hingham Institution for Savings (the “Bank”) for the fiscal quarter ended September 30, 2016, as filed with the Federal Deposit Insurance Corporation on the date hereof (the “Report”), the undersigned Eileen P. Trainor, Interim Chief Financial Officer of the Bank, hereby certifies pursuant to 18 U.S.C. §1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly represents, in all material respects, the financial condition and results of operations of the Bank.

\_\_\_\_\_  
/s/  
Eileen P. Trainor  
Interim Chief Financial Officer

Date: November 1, 2016