

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 March 31, 2011

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 April 29, 2011, there were 2,124,250 shares of the registrants 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)	March 31, 2011	December 31, 2010
	(In thousands)	
<b>ASSETS</b>		
Cash and due from banks	\$ 7,037	\$ 6,298
Short-term investments	65,420	61,566
Cash and cash equivalents	72,457	67,864
Certificates of deposit	13,980	13,929
Securities available for sale, at fair value	94,053	95,071
Federal Home Loan Bank stock, at cost	13,373	13,373
Loans, net of allowance for loan losses of \$7,205,000 in 2011 and \$6,905,000 in 2010	803,653	792,910
Other real estate owned	3,044	3,559
Bank-owned life insurance	14,190	14,074
Premises and equipment, net	9,106	7,985
Accrued interest receivable	3,208	2,992
Prepaid FDIC assessment	2,173	2,474
Deferred income tax asset, net	2,852	2,803
Other assets	923	811
Total assets	\$ 1,033,012	\$ 1,017,845
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Deposits	\$ 738,204	\$ 729,960
Federal Home Loan Bank advances	211,553	207,580
Mortgage payable	1,137	1,147
Mortgagors' escrow accounts	2,443	2,344
Accrued interest payable	571	591
Other liabilities	4,093	3,487
Total liabilities	958,001	945,109
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; 2,124,250 shares issued and outstanding	2,124	2,124
Additional paid-in capital	10,417	10,417
Undivided profits	62,369	59,999
Accumulated other comprehensive income	101	196
Total stockholders' equity	75,011	72,736
Total liabilities and stockholders' equity	\$ 1,033,012	\$ 1,017,845

See accompanying Notes to Unaudited Consolidated Financial Statements.

## ITEM 1 - FINANCIAL STATEMENTS (continued)

## HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

## Consolidated Statements of Income

	Three Months Ended	
	March 31,	
	2011	2010
(Unaudited)	(In thousands, except for share amounts)	
Interest and dividend income:		
Loans	\$ 11,568	\$ 10,873
Debt securities	239	449
Equity securities	34	28
Short-term investments and certificates of deposit	82	110
Total interest and dividend income	<u>11,923</u>	<u>11,460</u>
Interest expense:		
Deposits	1,758	2,168
Federal Home Loan Bank advances	1,492	1,809
Mortgage payable	17	18
Total interest expense	<u>3,267</u>	<u>3,995</u>
Net interest income	8,656	7,465
Provision for loan losses	300	400
Net interest income, after provision for loan losses	<u>8,356</u>	<u>7,065</u>
Other income:		
Customer service fees on deposits	235	200
Increase in bank-owned life insurance	116	114
Miscellaneous	60	63
Total other income	<u>411</u>	<u>377</u>
Operating expenses:		
Salaries and employee benefits	2,150	2,044
Data processing	221	215
Occupancy and equipment	355	344
Deposit insurance	319	280
Foreclosure	168	126
Marketing	111	108
Other general and administrative	587	530
Total operating expenses	<u>3,911</u>	<u>3,647</u>
Income before income taxes	4,856	3,795
Income tax provision	1,976	1,480
Net income	<u>\$ 2,880</u>	<u>\$ 2,315</u>
Weighted average common shares outstanding:		
Basic	<u>2,124</u>	<u>2,124</u>
Diluted	<u>2,125</u>	<u>2,124</u>
Earnings per common share:		
Basic	<u>\$ 1.36</u>	<u>\$ 1.09</u>
Diluted	<u>\$ 1.35</u>	<u>\$ 1.09</u>

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 Three Months Ended  
March 31, 2011 and 2010

	Common Stock	Additional Paid-In Capital	Undivided Profits	Accumulated Other Comprehensive Income	Total Stockholders' Equity
(Unaudited)	(In thousands)				
Balance at December 31, 2009	\$ 2,124	\$ 10,412	\$ 52,299	\$ 458	\$ <u>65,293</u>
Comprehensive income:					
Net income	—	—	2,315	—	2,315
Change in net unrealized gain on securities available for sale, net of tax effect	—	—	—	(81)	<u>(81)</u>
Total comprehensive income					<u>2,234</u>
Cash dividends declared – common (\$0.23 per share)	<u>—</u>	<u>—</u>	<u>(489)</u>	<u>—</u>	<u>(489)</u>
Balance at March 31, 2010	<u>\$ 2,124</u>	<u>\$ 10,412</u>	<u>\$ 54,125</u>	<u>\$ 377</u>	<u>\$ 67,038</u>
Balance at December 31, 2010	\$ 2,124	\$ 10,417	\$ 59,999	\$ 196	\$ <u>72,736</u>
Comprehensive income:					
Net income	—	—	2,880	—	2,880
Change in net unrealized gain on securities available for sale, net of tax effect	—	—	—	(95)	<u>(95)</u>
Total comprehensive income					<u>2,785</u>
Cash dividends declared – common (\$0.24 per share)	<u>—</u>	<u>—</u>	<u>(510)</u>	<u>—</u>	<u>(510)</u>
Balance at March 31, 2011	<u>\$ 2,124</u>	<u>\$ 10,417</u>	<u>\$ 62,369</u>	<u>\$ 101</u>	<u>\$ 75,011</u>

See accompanying Notes to Unaudited Consolidated Financial Statements.

## ITEM 1 - FINANCIAL STATEMENTS (continued)

## HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

## Consolidated Statements of Cash Flows

	Three Months Ended March 31,	
	2011	2010
(Unaudited)	(In thousands)	
Cash flows from operating activities:		
Net income	\$ 2,880	\$ 2,315
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for loan losses	300	400
Amortization of securities, net	243	167
Amortization of deferred loan origination costs, net	45	39
Depreciation and amortization of premises and equipment	108	112
Increase in bank-owned life insurance	(116)	(114)
Gain on sale of foreclosed assets, net of write-downs	(15)	(20)
Changes in operating assets and liabilities:		
Prepaid FDIC assessment	300	263
Accrued interest receivable and other assets	(327)	(474)
Accrued interest payable and other liabilities	<u>1,117</u>	<u>1,407</u>
Net cash provided by operating activities	<u>4,535</u>	<u>4,095</u>
Cash flows from investing activities:		
Activity in certificates of deposit:		
Maturities	8,660	1,077
Purchases	(8,029)	(1,537)
Activity in available-for-sale securities:		
Maturities, prepayments and calls	691	12,141
Purchases	(742)	(8,067)
Loans originated, net of payments received	(11,088)	(9,895)
Proceeds from sale of other real estate owned	530	520
Additions to premises and equipment	<u>(1,229)</u>	<u>(126)</u>
Net cash used in investing activities	<u>(11,207)</u>	<u>(5,887)</u>

(continued)

See accompanying Notes to Unaudited Consolidated Financial Statements.

ITEM 1 – FINANCIAL STATEMENTS (concluded)

Consolidated Statements of Cash Flows (concluded)

(Unaudited)	Three Months Ended	
	March 31,	
	<u>2011</u>	<u>2010</u>
	(In thousands)	
Cash flows from financing activities:		
Increase in deposits	8,244	44,260
Increase in mortgagors' escrow accounts	99	110
Cash dividends paid on common stock	(1,041)	(956)
Proceeds from borrowings with maturities of less than three months	3,000	—
Proceeds from Federal Home Loan Bank advances with maturities of three months or more	16,000	4,000
Repayment of Federal Home Loan Bank advances with maturities of three months or more	(15,027)	(10,219)
Repayment of mortgage payable	<u>(10)</u>	<u>(9)</u>
Net cash provided by financing activities	<u>11,265</u>	<u>37,186</u>
Net change in cash and cash equivalents	<u>4,593</u>	<u>35,394</u>
Cash and cash equivalents at beginning of period	<u>67,864</u>	<u>52,637</u>
Cash and cash equivalents at end of period	<u>\$ 72,457</u>	<u>\$ 88,031</u>
Supplementary information:		
Interest paid on deposit accounts	\$ 1,763	\$ 2,165
Interest paid on Federal Home Loan Bank advances and mortgage payable	1,524	1,847
Income taxes paid	598	548

See accompanying Notes to Unaudited Consolidated Financial Statements.

# HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

## Notes to Unaudited Consolidated Financial Statements

March 31, 2011 and 2010

### NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The unaudited consolidated financial statements of Hingham Institution for Savings (the “Bank”) presented herein should be read in conjunction with the consolidated financial statements of the Bank for the year ended December 31, 2010 filed on Form 10-K.

Financial information as of March 31, 2011 and the results of operations and cash flows for the three months ended March 31, 2011 and 2010 are unaudited, and in the opinion of management reflect all adjustments necessary for a fair presentation of such information. Interim results are not necessarily indicative of results to be expected for the entire year.

#### 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:

	Quarter Ended March 31,	
	2011	2010
	(in thousands)	
Average number of common shares outstanding used to calculate basic earnings per share	2,124	2,124
Effect of dilutive options	1	—
Average number of common shares outstanding used to calculate diluted earnings per common share	<u>2,125</u>	<u>2,124</u>

Options for 2,000 shares were not included in the computation of diluted earnings per share because to do so would have been antidilutive for the quarter ended March 31, 2010. There were no anti-dilutive shares for the quarter ended March 31, 2011.

#### Loans

The Bank grants mortgage, commercial, and consumer loans to customers. A substantial portion of the loan portfolio is represented by mortgage loans in the southeastern Massachusetts area. 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-off 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 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 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 the following loan segments: residential real estate, commercial real estate, construction, commercial, home equity (equity lines of credit and second mortgages) and consumer (personal installment and revolving credit). 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 quarter ended March 31, 2011.

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 percent (without private mortgage insurance) and does not grant sub-prime loans. 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. 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 continually monitors the cash flows of these loans.

## Notes to Unaudited Consolidated Financial Statements (continued)

*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.

*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.

*Home equity* – Loans in this segment are generally collateralized by residential real estate and repayment is dependent on the credit quality of the individual borrower. The Bank generally does not originate loans with combined loan-to-values greater than 70%.

*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, commercial, commercial real estate and construction loans 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 value of that loan.

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 nonaccrual 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, the loan's observable market price, or the fair value of the collateral if the loan is collateral dependent. Substantially all of the Bank's loans which are identified as impaired are measured by the fair value of existing collateral. Large groups of smaller balance homogeneous 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.

## Notes to Unaudited Consolidated Financial Statements (continued)

### NOTE 2: COMMITMENTS

At March 31, 2011 and December 31, 2010, there were \$93.5 million and \$88.0 million, respectively, in outstanding loan commitments as follows:

	March 31, 2011	December 31, 2010
	(In thousands)	
Mortgage origination	\$ 28,289	\$ 33,367
Unused lines of credit	53,741	45,512
Unadvanced construction funds	11,379	8,996
Letters of credit	135	135
Total	<u>\$ 93,544</u>	<u>\$ 88,010</u>

At March 31, 2011, the Bank had the following contractual obligations outstanding:

	Payments Due by Year				
	Total	Less Than One Year	One to Three Years	Three to Five Years	More than Five Years
Contractual Obligations:	(In thousands)				
Federal Home Loan Bank advances	\$ 211,553	\$ 66,500	\$ 32,000	\$ 77,000	\$ 36,053
Certificates of deposit	354,373	306,012	34,918	3,764	9,679
Data processing agreements*	641	545	96	—	—
Lease agreements**	1,776	269	558	450	499
Mortgage payable	1,137	40	88	100	909
Construction contract ***	533	533	—	—	—

\* 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.

\*\*\* In May 2010, the Bank entered into contract to expand the Bank's current facilities on land owned by the Bank at 49 and 55 Main Street, Hingham, MA. Construction started in May 2010 and is expected to be completed in mid-2011. At March 31, 2011, \$3.2 million had been paid on the contract with an anticipated total cost of \$3.7 million.

### NOTE 3: DIVIDEND DECLARATION

On March 23, 2011, the Board of Directors declared a cash dividend of \$0.24 per share to all stockholders of record as of April 8, 2011, payable April 20, 2011.

### 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. The fair value of a financial instrument is the price that would be received to sell an asset 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 various financial instruments. 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 instrument.

## Notes to Unaudited Consolidated Financial Statements (continued)

The Bank groups its assets measured at fair value in three levels, based on the markets in which the assets 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 markets for identical assets. Level 1 assets generally include debt and equity securities that are traded in an active exchange market. 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; 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.

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. Level 3 assets include financial instruments whose value is determined using unobservable inputs to pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments 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.

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, interest-bearing deposits 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. 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, FHLMC and FNMA bonds, corporate bonds and other securities. At March 31, 2011 and December 31, 2010 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 Bank's current incremental borrowing rates for similar types of borrowing arrangements.

## Notes to Unaudited Consolidated Financial Statements (continued)

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 March 31, 2011 and December 31, 2010, the fair value of commitments outstanding is not significant since fees charged are not material.

### 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.

	March 31, 2011			Total Fair Value
	Level 1	Level 2	Level 3	
	(In Thousands)			
Securities available for sale:				
Government-sponsored enterprises	\$ —	\$ 90,792	\$ —	\$ 90,792
Residential mortgage-backed securities	—	228	—	228
Equity securities	3,033	—	—	3,033
Total securities available for sale	<u>\$ 3,033</u>	<u>\$ 91,020</u>	<u>\$ —</u>	<u>\$ 94,053</u>

	December 31, 2010			Total Fair Value
	Level 1	Level 2	Level 3	
	(In Thousands)			
Securities available for sale:				
Government-sponsored enterprises	\$ —	\$ 91,788	\$ —	\$ 91,788
Residential mortgage-backed securities	—	239	—	239
Equity securities	3,044	—	—	3,044
Total securities available for sale	<u>\$ 3,044</u>	<u>\$ 92,027</u>	<u>\$ —</u>	<u>\$ 95,071</u>

## Notes to Unaudited Consolidated Financial Statements (continued)

### 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 March 31, 2011 and December 31, 2010. There are no liabilities measured at fair value on a non-recurring basis at March 31, 2011 or December 31, 2010.

	March 31, 2011			Quarter Ended March 31, 2011
	Level 1	Level 2	Level 3	Total Losses
	(In Thousands)			(In Thousands)
Impaired loans	\$ —	\$ —	\$ 1,440	\$ 5
Foreclosed assets	—	—	3,044	25
	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 4,484</u>	<u>\$ 30</u>

  

	December 31, 2010			Quarter Ended December 31, 2010
	Level 1	Level 2	Level 3	Total Losses
	(In Thousands)			(In Thousands)
Impaired loans	\$ —	\$ —	\$ 1,449	\$ 62
Foreclosed assets	—	—	3,061	46
	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 4,510</u>	<u>\$ 108</u>

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. Adjustments to the estimated fair value of impaired loans may result in increases or decreases to the provision for loan losses.

## Notes to Unaudited Consolidated Financial Statements (continued)

### Summary of Fair Values of Financial Instruments

The estimated fair values, and related carrying or national 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 may not necessarily represent the underlying fair value of the Bank.

	March 31, 2011		December 31, 2010	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
	(in thousands)			
Financial assets:				
Cash and cash equivalents	\$ 72,457	\$ 72,457	\$ 67,864	\$ 67,864
Certificates of deposit	13,980	14,054	13,929	14,006
Securities available for sale	94,053	94,053	95,071	95,071
Federal Home Loan Bank stock	13,373	13,373	13,373	13,373
Loans, net	803,653	804,797	792,910	801,755
Accrued interest receivable	3,208	3,208	2,992	2,992
Financial liabilities:				
Deposits	\$ 738,204	\$ 740,808	\$ 729,960	\$ 732,551
Federal Home Loan Bank advances	211,553	218,769	207,580	215,715
Mortgage payable	1,137	1,289	1,147	1,305
Mortgagors' escrow accounts	2,443	2,443	2,344	2,344
Accrued interest payable	571	571	591	591

### 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:

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
	(In Thousands)			
<u>March 31, 2011</u>				
Debt securities:				
Government-sponsored enterprises –FHLMC	\$ 18,101	\$ 14	\$ (12)	\$ 18,103
Government-sponsored enterprises - FNMA	32,226	69	(34)	32,261
Government-sponsored enterprises - Other	40,343	114	(29)	40,428
Residential mortgage-backed – FHLMC	93	2	—	95
Residential mortgage-backed – FNMA	132	1	—	133
Total debt securities	90,895	200	(75)	91,020
Equity securities	3,000	33	—	3,033
Total securities available for sale	\$ 93,895	\$ 233	\$ (75)	\$ 94,053

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

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
	(In Thousands)			
<u>December 31, 2010</u>				
Debt securities:				
Government-sponsored enterprises –FHLMC	\$ 16,775	\$ 34	\$ (3)	\$ 16,806
Government-sponsored enterprises - FNMA	32,307	82	(24)	32,365
Government-sponsored enterprises - Other	42,452	176	(11)	42,617
Residential mortgage-backed – FHLMC	97	2	—	99
Residential mortgage-backed – FNMA	139	1	—	140
Total debt securities	<u>91,770</u>	<u>295</u>	<u>(38)</u>	<u>92,027</u>
Equity securities	3,000	44	—	3,044
Total securities available for sale	<u>\$ 94,770</u>	<u>\$ 339</u>	<u>\$ (38)</u>	<u>\$ 95,071</u>

At March 31, 2011 and December 31, 2010, debt securities with a fair value of \$91,020,000 and \$92,027,000, respectively, were pledged to secure Federal Home Loan Bank advances.

The amortized cost and estimated fair value of debt securities by contractual maturity at March 31, 2011 are shown below. Expected maturities will differ from contractual maturities because of prepayments and scheduled payments on mortgage-backed securities. Further, certain obligors have the right to call bonds and obligations without prepayment penalties.

	Amortized Cost	Fair Value
	(In Thousands)	
Bonds and obligations:		
Within 1 year	\$ 34,289	\$ 34,371
Over 1 year to 5 years	56,381	56,421
Residential mortgage-backed securities:		
Within 1 year	—	—
Over 1 year to 5 years	—	—
Over 5 to 10 years	128	130
Over 10 years	97	98
Total debt securities	<u>\$ 90,895</u>	<u>\$ 91,020</u>

Information pertaining to securities with gross unrealized losses at March 31, 2011, aggregated by investment category and length of time that individual securities have been in a continuous loss position, follows:

	Less Than Twelve Months		Over Twelve Months	
	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses	Fair Value
	(In Thousands)			

**March 31, 2011**

Debt securities:				
Government-sponsored enterprises - FHLMC	\$ 12	\$ 7,054	\$ —	\$ —
Government-sponsored enterprises - FNMA	34	7,956	—	—
Government-sponsored enterprises - Other	29	9,038	—	—
Total temporarily impaired securities	<u>\$ 75</u>	<u>\$ 24,048</u>	<u>\$ —</u>	<u>\$ —</u>



## Notes to Unaudited Consolidated Financial Statements (continued)

Less Than Twelve Months		Over Twelve Months	
Gross Unrealized Losses	Fair Values	Gross Unrealized Losses	Fair Values

(In Thousands)

### December 31, 2010

#### Debt Securities:

Government-sponsored enterprises - FHLMC	3	4,053	—	\$ —
Government-sponsored enterprises - FNMA	24	7,035	—	—
Government-sponsored enterprises - Other	11	7,110	—	—
Total temporarily impaired securities	<u>\$ 38</u>	<u>\$ 18,198</u>	<u>\$ —</u>	<u>—</u>

At March 31, 2011, \$24.1 million in debt securities had unrealized losses with aggregate depreciation of less than 1% from the Bank's amortized cost basis. These unrealized losses relate to debt securities issued by government-sponsored enterprises, and result from changes in the bond markets since their purchase. Because the declines in market value are attributable to changes in interest rates and not to credit quality, and because the Bank does not intend to sell the securities and it is not "more likely than not" that the Bank will be required to sell the securities before recovery of their amortized cost basis, which may be maturity, no declines are deemed to be other than temporary.

### NOTE 6: LOANS

A summary of the balances of loans are as follows:

	Loan Balances by Type	
	March 31, 2011	December 31, 2010
	(In thousands)	
Mortgage loans:		
Residential	\$ 361,018	\$ 356,176
Commercial	388,973	383,361
Construction	30,760	29,065
Equity lines-of-credit	22,910	23,688
Second mortgages	5,235	5,660
Total mortgage loans	<u>808,896</u>	<u>797,950</u>
Other loans:		
Personal installment	451	464
Commercial loans	374	298
Revolving credit	177	196
Total other loans	<u>1,002</u>	<u>958</u>
Total loans	809,898	798,908
Allowance for loan losses	(7,205)	(6,905)
Net deferred loan origination costs	960	907
Loans, net	<u>\$ 803,653</u>	<u>\$ 792,910</u>

## Notes to Unaudited Consolidated Financial Statements (continued)

The Bank has sold mortgage loans in the secondary mortgage market and has retained the servicing responsibility and receives fees for the services provided. Loans sold and serviced for others amounted to \$18,372,000 and \$20,247,000 at March 31, 2011 and December 31, 2010, respectively. All loans serviced for others were sold without recourse provisions and are not included in the accompanying consolidated balance sheets. Mortgages servicing rights were recognized at the time of sale and are being amortized over the effective life of the loans serviced. The Bank did not sell any loans in 2010 and 2011.

The Bank has transferred a portion of its originated commercial real estate loans to participating lenders. The amounts transferred have been accounted for as sales and are therefore not included in the Bank's accompanying consolidated balance sheets. The Bank and participating lenders share ratably in any gains or losses that may result from a borrower's lack of compliance with contractual terms of the loan. The Bank continues to service the loans on behalf of the participating lenders and, as such, collects cash payments from the borrowers, remits payments (net of servicing fees) to participating lenders and disburses required escrow funds to relevant parties. At March 31, 2011 and December 31, 2010, the Bank was servicing loans for participants aggregating \$5,456,000 and \$5,482,000, respectively.

A blanket lien on "qualified collateral" defined principally as 75% of the carrying value of first mortgage loans on certain owner-occupied residential property, 50% of the carrying value of first mortgage loans on certain non-owner-occupied residential property, 65% of the carrying value of first mortgage loans on certain multi-family residential property and 50% of the carrying value of loans on certain commercial property are used to secure borrowings from the Federal Home Loan Bank of Boston.

An analysis of the allowance for loan losses follows:

	Residential Real Estate	Commercial Real Estate	Construction	Home Equity	Commercial	Consumer	Total
	(In Thousands)						
Allowance for loan losses:							
Balance December 31, 2010	\$ 2,041	\$ 4,157	\$ 581	\$ 114	\$ 3	\$ 9	\$ 6,905
Provision for loan losses	151	119	37	(7)	1	(1)	300
Loans charged-off	—	—	—	—	—	—	—
Recoveries of loans previously charged off	—	—	—	—	—	—	—
Balance March 31, 2011	<u>\$ 2,192</u>	<u>\$ 4,276</u>	<u>\$ 618</u>	<u>\$ 107</u>	<u>\$ 4</u>	<u>\$ 8</u>	<u>\$ 7,205</u>
Allowance for loan losses:							
Balance December 31, 2009	\$ 1,757	3,486	378	112	\$ 3	\$ 1	5,737
Provision for loan losses	134	269	(25)	7	—	15	400
Loans charged-off	—	—	—	—	—	(10)	(10)
Recoveries of loans previously charged off	—	—	—	—	—	—	—
Balance March 31, 2010	<u>\$ 1,891</u>	<u>\$ 3,755</u>	<u>\$ 353</u>	<u>\$ 119</u>	<u>\$ 3</u>	<u>\$ 6</u>	<u>\$ 6,127</u>

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

	Residential Real Estate	Commercial Real Estate	Construction	Home Equity	Commercial	Consumer	Total
	(In Thousands)						
<b>March 31, 2011</b>							
Amount of allowance for loan losses for loans deemed to be impaired – individually evaluated	\$ 73	\$ 77	\$ —	\$ —	\$ —	\$ —	\$ 150
Amount of allowance for loan losses for loans not deemed to be impaired – collectively evaluated	2,119	4,199	618	107	4	8	7,055
Loans deemed to be impaired – individually evaluated	2,912	3,493	—	97	—	1	6,503
Loans not deemed to be impaired – collectively evaluated	358,923	384,663	30,760	28,048	374	627	803,395
<b>December 31, 2010</b>							
Amount of allowance for loan losses for loans deemed to be impaired – individually evaluated	\$ 68	\$ 77	\$ —	\$ —	\$ —	\$ —	\$ 145
Amount of allowance for loan losses for loans not deemed to be impaired – collectively evaluated	1,973	4,080	581	114	3	9	6,760
Loans deemed to be impaired – individually evaluated	2,117	3,527	—	97	—	1	5,742
Loans not deemed to be impaired – collectively evaluated	354,059	379,834	29,065	29,251	298	659	793,166

The following is a summary of past due and non-accrual loans at March 31, 2011 and December 31, 2010:

	30-59 Days Past Due	60-89 Days Past Due	90 Days or More Past Due	Total Past Due	Loans on Non-accrual
<b>March 31, 2011</b>					
	(In Thousands)				
Residential real estate	\$ 2,931	\$ 2,114	\$ 728	\$ 5,773	\$ 2,268
Commercial real estate	7,812	462	2,700	10,974	4,137
Home equity	475	—	97	572	97
Consumer	—	—	1	1	1
<b>Total loans</b>	<b>\$ 11,218</b>	<b>\$ 2,576</b>	<b>\$ 3,526</b>	<b>\$ 17,320</b>	<b>\$ 6,503</b>
<b>December 31, 2010</b>					
	(In Thousands)				
Residential real estate	\$ 4,165	\$ 1,077	\$ 1,099	\$ 6,341	\$ 2,117
Commercial real estate	4,227	1,461	1,696	7,384	3,527
Home equity	577	—	97	674	97
Consumer	75	—	1	76	1
<b>Total loans</b>	<b>\$ 9,044</b>	<b>\$ 2,538</b>	<b>\$ 2,893</b>	<b>\$ 14,475</b>	<b>\$ 5,742</b>

## Notes to Unaudited Consolidated Financial Statements (continued)

The following is a summary of impaired loans at March 31, 2011, December 31, 2010 and March 31, 2010:

	March 31, 2011			Quarter Ended March 31, 2011		
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Recorded Investment	Interest Income Recognized	Interest Income Recognized on Cash Basis
	(In Thousands)					
Impaired loans without a valuation allowance:						
Residential real estate	\$ 1,825	\$ 1,825	\$ —	\$ 1,509	\$ 52	\$ 52
Commercial real estate	2,989	2,989	—	3,205	35	35
Home equity	97	97	—	97	1	1
Consumer	1	1	—	1	—	—
Total	<u>4,912</u>	<u>4,912</u>	<u>—</u>	<u>4,812</u>	<u>88</u>	<u>88</u>
Impaired loans with a valuation allowance:						
Residential real estate	1,087	1,183	73	1,086	—	—
Commercial real estate	504	504	77	505	7	7
Total	<u>1,591</u>	<u>1,687</u>	<u>150</u>	<u>1,591</u>	<u>7</u>	<u>7</u>
Total impaired loans	<u>\$ 6,503</u>	<u>\$ 6,599</u>	<u>\$ 150</u>	<u>\$ 6,403</u>	<u>\$ 95</u>	<u>\$ 95</u>

	December 31, 2010		
	Recorded Investment	Unpaid Principal Balance	Related Allowance
	(In Thousands)		
Impaired loans without a valuation allowance:			
Residential real estate	\$ 1,030	\$ 1,030	\$ —
Commercial real estate	3,020	3,020	—
Home equity	97	97	—
Consumer	1	1	—
Total	<u>4,148</u>	<u>4,148</u>	<u>—</u>
Impaired loans with a valuation allowance:			
Residential real estate	1,087	1,183	68
Commercial real estate	507	507	77
Total	<u>1,594</u>	<u>1,690</u>	<u>145</u>
Total impaired loans	<u>\$ 5,742</u>	<u>\$ 5,838</u>	<u>\$ 145</u>

	Quarter Ending March 31, 2010
Average recorded investment in impaired loans	<u>\$ 9,454</u>
Interest income recognized on impaired loans	<u>\$ 58</u>
Interest income recognized on a cash basis on impaired loans	<u>\$ 58</u>

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

## Notes to Unaudited Consolidated Financial Statements (continued)

### Credit Quality Information

The Bank uses a seven grade internal rating system for 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 our 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.

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 and residential 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, or loans past contractual maturity. Results of the 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 ratings as of March 31, 2011 and December 31, 2010:

<u>Rating</u>	<u>Residential Real Estate</u>	<u>Commercial Real Estate</u>	<u>Construction</u>	<u>Commercial</u>
	(In Thousands)			
<u>March 31, 2011</u>				
1- 3B	\$ 356,577	\$ 381,979	\$ 30,760	\$ 374
4	2,172	4,763	—	—
5	2,269	2,231	—	—
6	—	—	—	—
<u>December 31, 2010</u>				
1- 3B	\$ 354,074	\$ 376,648	\$ 29,065	\$ 298
4	975	1,877	—	—
5	1,127	4,836	—	—
6	—	—	—	—

**NOTE 7: NEW ACCOUNTING PRONOUNCEMENTS**

In January 2011, the FASB issued ASU No. 2011-01, Deferral of the Effective Date of Disclosures about Troubled Debt Restructurings in ASU No. 2010-20. This Update delays the effective date of the disclosures about troubled debt restructurings in ASU 2010-20. The delay was intended to allow the FASB time to complete its deliberations on what constitutes a troubled debt restructuring and to issue its guidance on the topic currently anticipated for interim and annual periods after June 15, 2011, which was done in April 2011 by ASU No. 2011-02, as discussed below.

In April 2011, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) No. 2011-02, *Receivables (Topic 310), A Creditor’s Determination of Whether a Restructuring Is a Troubled Debt Restructuring*. This Update provides additional guidance and clarification to help creditors in determining whether a creditor has granted a concession and whether a debtor is experiencing financial difficulties for purposes of determining whether a restructuring constitutes a troubled debt restructuring (“TDR”). The measurement of impairment should be done prospectively in the period of adoption for loans that are newly identified as TDRs upon adoption of this Update. In addition, the TDR disclosures required by ASU 2010-20, *Receivables (Topic 310), Disclosures about the Credit Quality of Financing Receivables and the Allowance for Credit Losses* should be provided beginning in the period of adoption of this Update. The Bank will adopt this Update on July 1, 2011 and is currently evaluating the impact of adoption on its consolidated financial statements.

In April 2011, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) No. 2011-03, *Transfers and Servicing (Topic 860), Reconsideration of Effective Control for Repurchase Agreements*. This Update amends the criterion used to assess effective control relating to the transferor’s ability to repurchase or redeem financial assets. This Update is effective for the first interim or annual period beginning on or after December 15, 2011. Management does not expect the adoption of this Update to have a material impact on the Bank’s consolidated financial statements.

## **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, 2010. 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”, “plans”, “estimate”, “project”, “target”, “continue”, “intend”, “expect”, “future”, “anticipates”, 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**

The earnings of the Bank are driven primarily by its net interest income, which is influenced by market interest rates as well as the Bank’s ability to generate loans and gather deposits. To a significantly lesser degree, the Bank also generates fee income from its deposit and loan customers. Earnings can also be affected by the creditworthiness of its borrowers, and as such, management monitors the portfolio and analyzes trends, both internal and external, which could impact the borrowers’ ability to repay their loans. The Bank operates nine banking offices which provide services to its deposit and loan customers. The Bank competes with other local, regional and national banks, credit unions and mutual funds to attract new depositors. The Bank is regulated by various agencies, primarily the Federal Deposit Insurance Corporation (“FDIC”) and the Massachusetts Commissioner of Banks, which among other things require minimum capital levels.

Net income increased \$565,000, or 24%, for the first quarter of 2011 as compared to the same quarter of 2010, due to the \$1.2 million, or 16%, improvement in net interest income combined with a reduction of 100,000 in the provision for loan losses and an increase of \$34,000 in other income. This was partially offset by a \$264,000, or 7%, increase in operating expenses.

During the first three months of 2011, the Bank originated \$58.8 million in loans, resulting in net loan growth of \$10.7 million after giving effect to continued loan prepayments. At March 31, 2011, loans continue to be the Bank’s largest component of total assets at 78%. Non-performing assets were 0.92% of total assets at March 31, 2011 as compared to 0.91% at December 31, 2010. Management believes that these assets are significantly collateralized, pose minimal risk of loss to the Bank, and that the allowance for loan losses is sufficient to absorb such losses, if any.

During the first three months of 2011, \$9.4 million of the Bank’s securities matured, paid down or were

called and the proceeds were reinvested in the securities portfolio.

During the first three months of 2011, the Bank received \$8.2 million in net new deposits. Management believes that the increase in deposit balances is attributable to the Bank's full insurance coverage and the current trend to move towards community banks. These funds were used to purchase securities, fund loans, reduce borrowed funds and maintain higher levels of liquidity.

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



## **RESULTS OF OPERATIONS FOR THE THREE MONTHS ENDED MARCH 31, 2011 AND 2010**

### **GENERAL**

The Bank reported net income of \$2.9 million for the quarter ended March 31, 2011 as compared to \$2.3 million for the quarter ended March 31, 2010. Net income was \$1.36 per share basic and \$1.35 per share diluted for the quarter ended March 31, 2011 as compared with \$1.09 per share (basic and diluted) for the same period in 2010. Earnings for the quarter ended March 31, 2011 were positively impacted by a 16% improvement in net interest income along with a reduction of \$100,000 in the provision for loan losses. This was offset, in part, by a 264,000, or 7%, increase in operating costs, primarily attributable to an increase in salaries and employee benefits and foreclosure expenses.

### **NET INTEREST INCOME**

Net interest income is impacted by market interest rates. As short-term market rates fall, rates paid to depositors decrease and maturing borrowings may be refinanced at lower rates. New loans and securities may earn lower rates. Adjustable rate loans may also re-set at lower rates.

During the last 18 months, interest rates have been at historical lows as the Federal Reserve Bank has lowered the Federal Funds rate to near zero and has implemented a security purchase program geared towards keeping longer-term rates at historical lows in an effort to stabilize financial markets and stimulate the overall economy. Additionally, volatility in the equity markets has caused an increase in deposit balances as customers seek the safe haven of a fully-insured depository institution.

The net effect of these low interest rates and growth in deposit balances was reflected in the improvement of the Bank's weighted average rate spread and net interest margin which were 3.36% and 3.51%, respectively, for the quarter ended March 31, 2011 as compared to 3.09% and 3.26%, respectively, for the quarter ended March 31, 2010. When comparing the two quarters, the yield on total earning assets decreased 18 basis points and the rate on interest-bearing liabilities decreased by 45 basis points.

Net interest income was \$8.7 million for the first quarter of 2011 and \$7.5 million for the first quarter of 2010. The \$1.2 million improvement was due to an increase in the weighted average rate spread of 27 basis points (most notable in the lower rates paid on deposits and borrowings) accompanied by an 8% increase in average earning assets in the first quarter of 2011 compared to the first quarter of 2010.

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

	Three Months Ended March 31,					
	2011			2010		
	AVERAGE BALANCE	INTEREST	YIELD/ RATE	AVERAGE BALANCE	INTEREST	YIELD/ RATE
	(Dollars in thousands)					
Loans (1) (2)	\$ 806,714	\$ 11,568	5.74 %	\$ 729,559	\$ 10,873	5.96 %
Securities (3) (4)	107,945	273	1.01	104,347	477	1.83
Short-term investments and certificates of deposit	72,365	82	0.45	81,355	110	0.54
Total earning assets	987,024	11,923	4.83	915,261	11,460	5.01
Other assets	34,203			32,933		
Total assets	\$ 1,021,227			\$ 948,194		
Interest-bearing deposits (5)	\$ 682,247	1,758	1.03	\$ 610,151	2,168	1.42
Borrowed funds	206,527	1,509	2.92	220,584	1,827	3.31
Total interest-bearing liabilities	888,774	3,267	1.47	830,735	3,995	1.92
Demand deposits	54,222			47,056		
Other liabilities	3,266			3,677		
Total liabilities	946,262			881,468		
Stockholders' equity	74,965			66,726		
Total liabilities and stockholders' equity	\$ 1,021,227			\$ 948,194		
Net interest income		<u>\$ 8,656</u>			<u>\$ 7,465</u>	
Weighted average rate spread			<u>3.36 %</u>			<u>3.09 %</u>
Net interest margin (6)			<u>3.51 %</u>			<u>3.26 %</u>
Average interest-earning assets to average interest-bearing liabilities (7)			<u>111.05 %</u>			<u>101.17 %</u>

(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 earning assets.

(7) Total 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.

	Three Months Ended March 31, 2011 Compared to the Three Months Ended March 31, 2010		
	Increase (Decrease)		
	Due to		Total
Volume	Rate		
Interest and dividend income:			
Loans	\$ 1,118	\$ (423)	\$ 695
Securities	16	(220)	(204)
Short-term investments and certificates of deposit	(11)	(17)	(28)
Total interest and dividend income	1,123	(660)	463
Interest expense:			
Deposits	235	(645)	(410)
Borrowed funds	(112)	(206)	(318)
Total interest expense	123	(851)	(728)
Net interest income	\$ 1,000	\$ 191	\$ 1,191

Interest and dividend income rose by \$463,000 to \$11.9 million for the first quarter of 2011 as compared to \$11.5 million for the first quarter of 2010. The yield on total interest-earning assets was 4.83% for the quarter ended March 31, 2011 as compared to 5.01% for the quarter ended March 31, 2010.

Interest income on loans increased \$695,000 when comparing the two periods, primarily resulting from an 11% increase in average loans (primarily residential mortgage loans), offset, in part, by a 22 basis point decrease in overall yield. Although short-term market rates remained at historic lows during the last year, longer-term rates were more volatile, fluctuating between 10-25 basis points during the period. Loans that reset to market rates, such as prime-based home equity loans and commercial lines remained relatively stable. Adjustable rate residential and commercial mortgages with reset dates in late 2010 and through the first three months of 2011, were impacted by lower market rates.

Securities, Federal Home Loan Bank stock and short-term investments accounted for 18% of the total average earning assets for the quarter ended March 31, 2011 and 19% for the same period in 2010. Income for these categories combined decreased \$232,000 when comparing the two periods primarily due to decreases in interest rates and a \$5.4 million decrease in average balances. Over the last 18 months, shorter-term rates have remained at historic lows affecting short-term overnight investments and matured/called securities when the funds are reinvested.

The average rate on interest-bearing liabilities decreased to 1.47% for the first quarter of 2011 from 1.92% for the comparable quarter of 2010. Total interest expense decreased by \$728,000 when comparing the quarters ended March 31, 2011 and 2010. During the prior 12 months, there has been an increase of \$72.1 million in average interest bearing deposits. Most of this growth has come from lower-cost money market balances. This has served as the primary funding source for asset growth and allowed the Bank to pay down the balance of borrowed funds.

Interest expense on deposits decreased by \$410,000, primarily as a result of a 39 basis point decrease in the weighted average rate, offset, in part, by a \$72.1 million increase in average interest-bearing deposit balances. The rates paid on money market deposit accounts and certificates of deposit were lowered during the last nine months of 2010 and through the first three months of 2011 and reflect market conditions. The Bank has benefitted from the lower interest rate environment as certificates roll into lower rate products and rates paid on money market products are lowered. The Bank has also seen a shift in deposit balances from certificate accounts to non-certificate accounts. Although certificate balances increased by \$1.6 million during the last three months, non-certificate accounts increased by \$6.6 million and represents 52.0% of total deposits at March 31, 2011 compared to 51.7% at December 31, 2010. Generally, most mutual fund and broker related money market products are indexed to short term rates. A combination of more attractive rates on bank money market accounts, along with deposit insurance coverage, has produced strong growth in our money market and short-term certificate products. The significant 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 quarter of 2011 decreased \$318,000 as compared to the same quarter in 2010, due primarily to a 39 basis point decrease in the weighted average rate combined with a \$14.1 million decrease in average outstanding balance. The growth in deposit products, including lower cost core deposits, has been the primary source for funding asset growth.

### PROVISION FOR LOAN LOSSES

At March 31, 2011, management's review of the allowance for loan losses concluded that a balance of \$7.2 million was adequate to provide for losses based upon evaluation of risk in the loan portfolio. During the first quarter of 2011, management provided \$300,000 to achieve such a loan loss allowance balance at March 31, 2011. The Bank did not record any charge-offs through the first three months of 2011. The deterioration in national and local market conditions along with growth in the loan portfolio warranted additional provisions to the Bank's allowance for loan losses. Comparably, at March 31, 2010, management's evaluation of the balance of the allowance for loan losses indicated the need of a quarterly provision of \$400,000.

At March 31, 2011, the allowance for loan losses represented 0.89% of gross loans as compared to 0.86% at December 31, 2010 and 0.84% at March 31, 2010. Management considers many factors when evaluating the balance in the loan loss allowance. Beginning with historical charge-offs, adjustments are made to assess trends in portfolio volume, maturity and composition, trends in delinquencies and the national and local economic condition. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available. In particular, at March 31, 2011, management considered the level of non-accrual and delinquent loans, and the volatility in the financial markets. 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 losses is sufficient to absorb such losses. However, management continues to monitor the loan portfolio and additional reserves will be taken if necessary.

See Note 6 to interim consolidated financial statements and "Loans and Other 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 customer service fees, increases in the cash surrender value of life insurance policies and miscellaneous income. Total other income was \$411,000 for the quarter ended March 31, 2011 compared to \$377,000 for the same period in 2010. Customer service fees increased by \$35,000 over the two periods; primarily the result of an increased volume of fee-based customer transactions along with ATM interchange income from higher transaction volume. This was partially offset by a decrease of \$3,000 in miscellaneous income.

## OPERATING EXPENSES

Total operating expenses were \$3.9 million, or an annualized 1.53% of average total assets, for the quarter ended March 31, 2011 as compared to \$3.6 million, or 1.54%, for the same quarter of 2010. 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 rose 5% primarily due to annual merit-based salary increases and rising medical insurance costs.

Data processing expenses increased by 3% primarily due to increased data processing charges associated with growth in the number of loan and deposit accounts. Additionally, ATM network charges increased based on a higher level of ATM activity due to a higher number of ATM cards outstanding and the associated increase in transaction volume.

Occupancy and equipment expenditures increased by \$11,000, or 3%, due to added rent expense associated with a lease on the new branch location in downtown Boston that the Bank intends to open in mid-2011. Additionally, there were increased expenses associated with ongoing maintenance of the Bank's facilities. This was partially offset by lower equipment maintenance expenditures and lower depreciation expense as many items purchased in previous periods were fully depreciated.

Deposit insurance expense increased \$39,000, or 14%, due primarily to an increase in the balance of insured deposits along with an increase in the Federal Deposit Insurance Corporation ("FDIC") 2011 assessment rate. Total deposit insurance expenses were \$319,000 for the first quarter of 2011 as compared to \$280,000 in the first quarter of 2010.

Foreclosure related expenses increased by \$42,000 to \$168,000 for the first quarter 2011. The increase is primarily related to costs associated with managing foreclosed property. At March 31, 2011, the Bank held three properties with a carrying value of \$3.0 million. This compares to four properties totaling 3.6 million at December 31, 2010 and three properties totaling \$2.7 million at March 31, 2010. During the first quarter of 2011, the Bank did not take any new properties and sold one property and recognized a cash gain of \$40,000. This was partially offset by write-downs of outstanding properties totaling \$25,000 due to lower asking prices. Also included in this category are expenses associated with the foreclosure process which include legal expenses, appraisal expenses, insurance expenses and other related foreclosure expenses.

Marketing expenses increased by \$3,000 to \$111,000 for the first quarter 2011. The increase was due to additional marketing initiatives in 2011 compared to the same period in 2010.

Other expenses, which include director fees, supplies, deposit related losses and audit-related expenses, among others, increased \$57,000, or 11%, when comparing the two periods primarily due to general increases in operating expenses.

In May 2010, the Bank began construction on a 15,000 square foot addition and renovation to its Main Street, Hingham MA administration building. The project is expected to be complete in mid-2011. The additional space is intended to consolidate all lending and back office functions in a single location providing more efficiency in operation and needed space for current and future operations. The total cost of the project is expected to be between \$4.0 million and \$4.5 million. Management believes that the cost of the new addition will not be material to the overall profitability of the Bank as management expects the cost to be partially offset with increased efficiency.

## 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 quarter of 2011, the Bank recorded \$2.0 million, or 40.7% of pre-tax income, in tax expense as compared to \$1.5 million, or 39%, for the same quarter in 2010. The increase in expense is attributable to the increase in pre-tax earnings. Changes to the tax rate were primarily attributable to the higher level of estimated earnings, thereby placing the Bank in a higher tax bracket.

## **BALANCE SHEET ANALYSIS - COMPARISON AT MARCH 31, 2011 TO DECEMBER 31, 2009**

Assets totaled \$1,033.0 million at March 31, 2011, as compared to \$1,017.8 million at December 31, 2010, an increase of \$15.2 million.

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

Securities were \$94.1 million at March 31, 2011, a decrease of \$1.0 million when compared to the \$95.1 million at December 31, 2010. During the first three months of 2011, there were \$8.0 million in securities purchased offset by \$8.7 million in maturities, calls and principal paydowns. Net proceeds from securities transactions were reinvested in a combination of short-term investments and new securities.

During 2010 and continuing through March 31, 2011, the significant inflow of deposits continued. These funds have been temporarily held by the Bank in short-term investments until such time as they can be used to reduce borrowed funds, or used to fund loan production.

At March 31, 2011 and December 31, 2010, 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 \$101,000 at March 31, 2011 as compared to \$196,000 at December 31, 2010 and \$377,000 at March 31, 2010. The fair value of securities fluctuates with the movement of interest rates. Generally, during periods of falling interest rates, the fair values increase whereas the opposite may hold true during a rising interest rate environment.

The securities portfolio is comprised primarily of bonds issued by government-sponsored enterprises and mortgage-backed securities issued by the FHLMC and FNMA. At March 31, 2011, approximately 97% of the portfolio consisted of fixed-rate agency bond issues. In September 2008, the U.S. government placed FNMA and FHLMC in conservatorship under the Federal Housing Financing Agency ("FHFA"). While equity investors in these two entities were negatively impacted, bond holders have, thus far, been unaffected. 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 majority of the bond and mortgage-backed holdings are short-term in nature with nearly the entire portfolio maturing in three years or less.

At March 31, 2011, the Bank held \$3.0 million, or 3% of the portfolio, in the CRA Fund, an equity security which invests in local community-related projects.

The Bank held an investment of \$14.0 million in FDIC-insured certificates of deposit issued by other financial institutions at March 31, 2011. Generally, the Bank invests in such certificates due to the increase in yield over comparably-termed bonds issued by government-sponsored enterprises at time of purchase.

As a member of the Federal Home Loan Bank of Boston ("FHLBB"), the Bank is required to hold a Membership Stock Investment plus an Activity-based Stock Investment in the FHLBB, which is based primarily on the amount of FHLBB borrowings. In late 2008, the FHLBB announced a moratorium on all excess stock repurchases and subsequently in early 2009, FHLBB announced that it has suspended its dividend payment. During the first quarter of 2011, the dividend was reinstated and the Bank received \$10,000 in dividend income. At March 31, 2011 and December 31, 2010, the Bank held \$13.4 million in FHLBB stock.

### **LOANS AND OTHER REAL ESTATE OWNED**

During the first three months of 2011, total loans outstanding increased by \$11.0 million to 809.9 million, from \$798.9 million at December 31, 2010, attributable primarily to originated loans of \$58.8 million offset by payoffs, loan sales and amortization. Comparably, loan originations for the same period in 2010 were \$45.2 million. On March 31, 2011 and December 31, 2010, net loans outstanding represented 78% of assets. 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 March 31, 2011, the allowance had a balance of \$7.2 million as compared to \$6.9 million at December 31, 2010. At March 31, 2011, the Bank allocated \$150,000 to loans classified as

impaired. At December 31, 2010, \$145,000 was allocated to impaired loans.

The Bank works closely with delinquent mortgagors to bring their loans current and foreclosure proceedings commence if the mortgagor is unable to satisfy their outstanding obligation. In 2008, the Commonwealth of Massachusetts enacted a law which grants a mortgagor a 90-day right to cure a default on residential real property mortgages. In 2010, this was increased to 150 days to cure a default. Land court filings, which are part of the foreclosure process in Massachusetts, experienced a 90-day backlog due to the volume of foreclosure filings in the state. This resulted in a delay in the Bank's collection process. These delays have been experienced over the last year and are expected to continue until foreclosure trends decline.

At March 31, 2011, there were 23 loans classified as non-accrual totaling \$6.5 million as compared to 22 non-accrual loans totaling \$5.7 million at December 31, 2010. At March 31, 2011, the Bank held \$3.0 million in foreclosed assets consisting of 1 commercial property and 2 residential properties. At December 31, 2010, the Bank held \$3.6 million in foreclosed assets. At March 31, 2011, non-performing assets were 0.92% of total assets as compared to 0.91% at December 31, 2010. 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 losses 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

	March 31, 2011	December 31, 2010
	(In thousands)	
Non-accrual loans:		
Residential mortgages	\$ 2,268	\$ 2,117
Commercial mortgages	4,137	3,527
Home equity	97	97
Consumer	1	1
Total non-accrual loans	<u>6,503</u>	<u>5,742</u>
Other real estate owned	<u>3,044</u>	<u>3,559</u>
Total non-performing assets	<u>\$ 9,547</u>	<u>\$ 9,301</u>
Percent of non-accrual loans to:		
Total loans	0.81 %	0.72 %
Total assets	0.63 %	0.56 %
Percent of non-performing assets to:		
Total loans and other real estate owned	1.18 %	1.16 %
Total assets	0.92 %	0.91 %
Allowance for loan losses to total loans	0.89 %	0.86 %

### DEPOSITS

Deposits increased by \$8.2 million to \$738.2 million at March 31, 2011 from \$730.0 million at December 31, 2010. Core deposits, which include regular, money market, NOW and demand deposits, increased \$6.2 million over the December 31, 2010 balance. Certificate accounts were \$354.4 million, or 48.0% of total deposits, at March 31, 2011, as compared to \$352.8 million, or 48.3% of total deposits, at December 31, 2010.

Beginning in late 2008, national and international financial markets became increasingly volatile. The New York Stock Exchange ("NYSE") reported large declines in the trading prices of equity securities and several financial services companies were in severe distress. Combined, these events concerned consumers and small business owners, a number of whom ultimately transferred their funds from affected markets into premium money market and certificate of deposit accounts at the Bank. The Bank offers FDIC insurance, which generally provides protection for up to \$250,000 in separately insured deposit accounts, and Deposit Insurance



Fund of Massachusetts (“DIF”) insurance for all deposits in excess of this amount. Although the national and international markets have begun to stabilize, the Bank continues to experience growth in deposits.

Deposit growth over the first three months of 2011 was used to fund growth in the loan portfolio and has allowed the Bank to hold lower levels of borrowed funds.

	Deposit Balances by Type			
	March 31, 2011	% of Total	December 31, 2010	% of Total
	(Dollars in thousands)			
Non-certificate accounts				
Regular	\$ 60,349	8.2 %	\$ 57,848	7.9 %
Money market deposits	243,091	32.9	239,909	32.9
NOW	25,680	3.5	25,889	3.6
Demand	54,711	7.4	53,539	7.3
Total non-certificate accounts	<u>383,831</u>	<u>52.0</u>	<u>377,185</u>	<u>51.7</u>
Term certificates less than \$100,000	178,564	24.2	179,448	24.6
Term certificates \$100,000 or more	175,809	23.8	173,327	23.7
Total certificate accounts	<u>354,373</u>	<u>48.0</u>	<u>352,775</u>	<u>48.3</u>
Total deposits	<u>\$ 738,204</u>	<u>100 %</u>	<u>\$ 729,960</u>	<u>100 %</u>

## BORROWINGS

FHLBB advances were \$211.6 million or 20% of total assets at March 31, 2011 as compared to \$207.6 million or 20% of total assets at December 31, 2010. These advances are predominately fixed rate in nature with 31% scheduled to mature in the next twelve months. During the first three months of 2011, total borrowings increased by \$4.0 million.

## 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 prepayment rights are exercised when it is most financially favorable to the issuer or customer.

The majority of the Bank’s investment portfolio was fixed with respect to rate and maturity date. The remaining securities can be called at the discretion of the issuer. Mortgage-backed securities, which comprised 4% 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.

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 82% of the Bank’s borrowings were fixed in term of rate and maturity. Approximately 18% or \$39.0 million can be called for earlier repayment at the discretion of the issuer. It is considered unlikely that these borrowings will 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 which begins on Page 8. At March 31, 2011, the Bank had \$93.5 million in commitments to extend credit as compared to \$88.0 million at

December 31, 2010.

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 March 31, 2011, 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. The Bank can borrow up to \$329.0 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 as much as \$ 174.5 million in additional borrowings. At March 31, 2011, the Bank had \$211.6 million in advances outstanding.

At March 31, 2011, the Bank had capital of \$75.0 million, or 7.26% of total assets, as compared to \$72.7 million, or 7.15%, at December 31, 2010. During the three months ended March 31, 2011, stockholders' equity increased by \$2.3 million due primarily to net income for the period of \$2.9 million, partially offset by the declaration of dividends of \$0.24 per share, which reduced capital by \$510,000. There was no stock option activity during the first three months of 2011.

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 March 31, 2011, the Bank's entire securities portfolio was classified as available for sale which had the effect of decreasing capital over the three-month period by \$95,000.

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 following table details the Bank's actual capital ratios and minimum regulatory ratios.

	<u>Actual Regulatory Capital Ratios</u>			<u>Minimum To Be Well Capitalized Under Prompt Corrective Action Provision Ratios</u>
	<u>March 31, 2011</u>	<u>December 31, 2010</u>	<u>Minimum Capital Requirement Ratios</u>	
	(Dollars in thousands)			
Tier 1 Capital as a Percent of RiskWeighted Assets	11.89 %	11.61 %	4.0 %	6.0 %
Total Capital as a Percentage of Risk-Weighted Assets	13.04 %	12.72 %	8.0 %	10.0 %
Tier 1 Capital to Average Assets	7.34 %	7.18 %	4.0 %	5.0 %
Total Risk-Weighted Assets	\$ 629,905	\$ 624,930		

At March 31, 2011 and December 31, 2010, the Bank exceeded all of the minimum regulatory capital ratio requirements.

### **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. To a significantly lesser degree, the Bank also utilizes "GAP" analysis which involves comparing the difference between interest-rate sensitive assets and liabilities that mature or reprice during a given period of time. 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, 2010, 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) Evaluation of 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 Chief Financial Officer ("CFO"), of the effectiveness, as of March 31, 2011, 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. The term "disclosure controls and procedures" is defined to mean controls and other procedures that are designed to ensure that information required to be disclosed by the Bank in reports that it files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms, and is made known to the Bank's CEO and CFO by others within the Bank, particularly during the period in which this report was being prepared, as appropriate to allow timely decisions regarding required disclosure.

The CEO and CFO recognize that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving their objectives and such officers necessarily apply their judgment in evaluating the cost-benefit relationship of possible controls and procedures. Based on their evaluation of the Bank's disclosure controls and procedures as of March 31, 2011, 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 fiscal quarter ended March 31, 2011 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 10K.

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

None.

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

None.

### **ITEM 4 – REMOVED AND RESERVED**

### **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 – 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: May 11, 2011

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

Date: May 11, 2011

/s/  
Robert A. Bogart  
Vice President & Treasurer









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 quarter ended March 31, 2011, as filed with the Federal Deposit Insurance Corporation on the date hereof (the “Report”), the undersigned Robert A. Bogart, 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/\_\_\_\_\_  
Robert A. Bogart  
Vice President and Treasurer  
Chief Financial Officer

Date: May 11, 2011