FRANKLIN FINANCIAL SERVICES CORP /PA/
Form 10-Q
August 09, 2012

UNITED STATES SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549
FORM 10-Q
(Mark One)

## x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2012,
OR

## " TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$

Commission file number 0-12126

## FRANKLIN FINANCIAL SERVICES CORPORATION

(Exact name of registrant as specified in its charter)

PENNSYLVANIA 25-1440803
(State or other jurisdiction of (I.R.S. Employer incorporation or organization) Identification No.)

## 20 SOUTH MAIN STREET (P.O. BOX 6010), CHAMBERSBURG, PA 17201-0819

(Address of principal executive offices)

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717/264-6116
(Registrant's telephone number, including area code)

## Not Applicable

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

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.

Yes x 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 x No "

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 the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer" Accelerated filer x Non-accelerated filer" Smaller reporting company "

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Act) Yes " No x

There were 4,078,356 outstanding shares of the Registrant's common stock as of July 31, 2012.

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## Part I FINANCIAL INFORMATION

## Item 1 Financial Statements

## Consolidated Balance Sheets

(Dollars in thousands, except per share data)
(unaudited)

|  | June 30 | December 31 |
| :--- | :---: | :---: |
|  | 2012 | 2011 |
| Assets |  |  |
| Cash and due from banks | $\$ 17,739$ | $\$ 16,932$ |
| Interest-bearing deposits in other banks | 73,365 | 17,212 |
| Total cash and cash equivalents | 91,104 | 34,144 |
| Investment securities available for sale, at fair value | 132,804 | 125,301 |
| Restricted stock | 4,535 | 5,022 |
| Loans held for sale | 795 | - |
| Loans | 768,364 | 766,410 |
| Allowance for loan losses | 9,627 | 9,723 |
| Net loans | 758,737 | 756,687 |
| Premises and equipment, net | 16,083 | 16,041 |
| Bank owned life insurance | 20,607 | 20,273 |
| Goodwill | 9,016 | 9,016 |
| Other intangible assets | 1,340 | 1,558 |
| Other real estate owned | 3,290 | 3,224 |
| Deferred tax assets | 6,169 | 6,384 |
| Other assets | 12,421 | 12,598 |
| Total assets | $\$ 1,056,901$ | $\$ 990,248$ |
| Liabilities |  |  |
| Deposits |  |  |
| Demand (non-interest bearing) | $\$ 109,023$ | $\$ 104,245$ |
| Savings and interest checking | 550,742 | 495,426 |
| Time | 196,881 | 188,315 |
| Total deposits | 856,646 | 787,986 |
| Securities sold under agreements to repurchase | 51,028 | 53,103 |
| Long-term debt | 46,292 | 48,336 |
| Other liabilities | 13,007 | 13,641 |
| Total liabilities | 966,973 | 903,066 |


| Shareholders' equity |  |  |  |
| :--- | :--- | :--- | :--- |
| Common stock \$1 par value per share, 15,000,000 shares authorized with 4,471,917 |  |  |  |
| shares issued and 4,075,743 shares outstanding at June 30, 2012 and 4,419,258 shares | 4,472 | 4,419 |  |
| issued and 4,023,084 shares outstanding at December 31, 2011 |  |  |  |
| Capital stock without par value, 5,000,000 shares authorized with no shares issued or <br> outstanding | - | - |  |
| Additional paid-in capital | 35,385 | 34,698 |  |
| Retained earnings | 61,775 | 60,280 |  |
| Accumulated other comprehensive loss | $(4,620$ | $(5,131$ | $)$ |
| Treasury stock, 396,174 shares at cost at June 30, 2012 and December 31, 2011, | $(7,084$ | $(7,084$ | $)$ |
| respectively | 89,928 | 87,182 |  |
| Total shareholders' equity | $\$ 1,056,901$ | $\$ 990,248$ |  |

The accompanying notes are an integral part of these financial statements.

## Consolidated Statements of Income

## (Dollars in thousands, except per share data)

## (unaudited)

|  | For the T <br> Ended <br> June 30 <br> 2012 | For the Three Months Ended | Months $2011$ |  | For the Six <br> June 30 2012 | onths Ended <br> 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income |  |  |  |  |  |  |
| Loans, including fees | \$ 9,112 |  | \$ 9,483 |  | \$ 18,210 | \$ 18,825 |
| Interest and dividends on investments: |  |  |  |  |  |  |
| Taxable interest | 451 |  | 635 |  | 885 | 1,218 |
| Tax exempt interest | 366 |  | 330 |  | 732 | 674 |
| Dividend income | 18 |  | 26 |  | 34 | 51 |
| Deposits and obligations of other banks | 55 |  | 19 |  | 91 | 25 |
| Total interest income | 10,002 |  | 10,493 |  | 19,952 | 20,793 |
| Interest expense |  |  |  |  |  |  |
| Deposits | 1,304 |  | 1,755 |  | 2,758 | 3,424 |
| Securities sold under agreements to repurchase | 19 |  | 39 |  | 39 | 73 |
| Short-term borrowings | - |  | - |  | - | 1 |
| Long-term debt | 488 |  | 614 |  | 980 | 1,315 |
| Total interest expense | 1,811 |  | 2,408 |  | 3,777 | 4,813 |
| Net interest income | 8,191 |  | 8,085 |  | 16,175 | 15,980 |
| Provision for loan losses | 825 |  | 1,767 |  | 2,775 | 2,667 |
| Net interest income after provision for loan losses | 7,366 |  | 6,318 |  | 13,400 | 13,313 |
| Noninterest income |  |  |  |  |  |  |
| Investment and trust services fees | 1,059 |  | 1,058 |  | 2,026 | 1,990 |
| Loan service charges | 269 |  | 231 |  | 541 | 712 |
| Mortgage banking activities | (27 | ) | (45 | ) | 20 | (35 |
| Deposit service charges and fees | 479 |  | 597 |  | 954 | 1,134 |
| Other service charges and fees | 213 |  | 124 |  | 448 | 250 |
| Debit card income | 295 |  | 260 |  | 570 | 495 |
| Increase in cash surrender value of life insurance | 167 |  | 175 |  | 334 | 340 |
| Other | 17 |  | 81 |  | 142 | 106 |
| OTTI losses on securities | - |  | (370 | ) | - | (370 |
| Loss recognized in other comprehensive income (before taxes) | - |  | (315 | ) | - | (315 |
| Net OTTI losses recognized in earnings | - |  | (55 | ) | - | (55 |
| Securities gains, net | 21 |  | - |  | 21 | 11 |

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| Total noninterest income | 2,493 | 2,426 | 5,056 | 4,948 |
| :--- | :--- | :--- | :--- | :--- |
| Noninterest Expense |  |  |  |  |
| Salaries and benefits | 4,157 | 3,883 | 7,956 | 7,596 |
| Net occupancy expense | 493 | 496 | 1,011 | 1,028 |
| Furniture and equipment expense | 218 | 214 | 427 | 437 |
| Advertising | 396 | 351 | 710 | 643 |
| Legal and professional fees | 260 | 244 | 539 | 515 |
| Data processing | 440 | 487 | 853 | 868 |
| Pennsylvania bank shares tax | 187 | 173 | 373 | 337 |
| Intangible amortization | 109 | 111 | 218 | 224 |
| FDIC insurance | 267 | 256 | 528 | 567 |
| Other | 1,070 | 1,218 | 1,991 | 2,239 |
| Total noninterest expense | 7,597 | 7,433 | 14,606 | 14,454 |
| Income before federal income taxes | 2,262 | 1,311 | 3,850 | 3,807 |
| Federal income tax (benefit) expense | 356 | $(447$ | 575 | 199 |
| Net income | $\$ 1,906$ | $\$ 1,758$ | $\$ 3,275$ | $\$ 3,608$ |
|  |  |  |  |  |
| Per share | $\$ 0.47$ | $\$ 0.45$ | $\$ 0.81$ | $\$ 0.92$ |
| Basic earnings per share | $\$ 0.47$ | $\$ 0.45$ | $\$ 0.81$ | $\$ 0.92$ |
| Diluted earnings per share | $\$ 0.17$ | $\$ 0.27$ | $\$ 0.44$ | $\$ 0.54$ |

The accompanying notes are an integral part of these financial statements.

## Consolidated Statements of Comprehensive Income

## (Dollars in thousands)

(unaudited)

The components of comprehensive income and related tax effects are as follows:


The accompanying notes are an integral part of these financial statements.

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## Consolidated Statements of Changes in Shareholders' Equity

For the Six Months Ended June 30, 2012 and 2011
(Dollars in thousands, except per share data)

## (unaudited)

Balance at December 31, 2010
Comprehensive income:

| Net income | - | - | 3,608 | - | - | 3,608 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unrealized gain on securities, net of reclassification adjustments and taxes | - | - | - | 1,343 | - | 1,343 |
| Unrealized loss on hedging activities, net of reclassification adjustments and taxes | - | - | - | 50 | - | 50 |
| Cash dividends declared, $\$ .54$ per share | - | - | (2,122 ) | - | - | $(2,122)$ |
| Treasury shares issued under stock option plans: 1,611 shares | - | (2 | - | - | 29 | 27 |
| Treasury shares issued to dividend reinvestment plan: 34,837 shares | 35 | 615 | - | - | - | 650 |
| Balance at June 30, 2011 | \$ 4,352 | \$ 33,709 | \$59,470 | \$ (4,249 | ) \$(7,087 ) | \$86,195 |
| Balance at December 31, 2011 | \$ 4,419 | \$ 34,698 | \$ 60,280 | \$ (5,131 | \$(7,084 ) | \$87,182 |

Comprehensive income:

| Net income | - | - | 3,275 | - | - | 3,275 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Unrealized gain on securities, net of | - | - | - | 316 | - | 316 |


| reclassification adjustments and taxes | - | - | - | 316 | - | 316 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Unrealized gain on hedging activities, net of $\quad$ — $\quad$ — $\quad 195 \quad$ - 195 reclassification adjustments and taxes

| Cash dividends declared, \$.44 per share | - | - | $(1,780)$ | - | - | $(1,780)$ |
| :--- | :--- | :--- | :---: | :--- | :---: | :---: |
| Common stock issued to dividend reinvestment <br> plan: 52,659 shares | 53 | 687 | - | - | - | 740 |
| Balance at June 30, 2012 | $\$ 4,472$ | $\$ 35,385$ | $\$ 61,775$ | $\$(4,620$ | $) \$(7,084) \$ 89,928$ |  |

The accompanying notes are an integral part of these financial statements.

## Consolidated Statements of Cash Flows

## (Dollars in thousands)

## (unaudited)

|  | For the Six Months Ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2011 |  |  |
| Cash flows from operating activities |  |  |  |  |
| Net income | \$ 3,275 |  | \$ 3,608 |  |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization | 702 |  | 704 |  |
| Net amortization of loans and investment securities | 676 |  | 332 |  |
| Amortization and net change in mortgage servicing rights valuation | 56 |  | 128 |  |
| Amortization of intangibles | 218 |  | 224 |  |
| Provision for loan losses | 2,775 |  | 2,667 |  |
| Net realized gains on sales of securities | (21 | ) | (11 | ) |
| OTTI losses on securities | - |  | 55 |  |
| Loans originated for sale | (4,473 | ) | - |  |
| Proceeds from sale of loans | 3,678 |  | - |  |
| Net gain on sale or disposal of other real estate/other repossessed assets | (20 | ) | (22 | ) |
| Increase in cash surrender value of life insurance | (334 | ) | (340 | ) |
| Contribution to pension plan | (576 | ) | (922 | ) |
| (Increase) decrease in interest receivable and other assets | (97 | ) | 126 |  |
| Increase (decrease) in interest payable and other liabilities | 151 |  | (1,084 | ) |
| Other, net | (12 | ) | (584 | ) |
| Net cash provided by operating activities | 5,998 |  | 4,881 |  |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from sales of investment securities available for sale | 471 |  | 880 |  |
| Proceeds from maturities and paydowns of investment securities available for sale | 18,239 |  | 10,710 |  |
| Purchase of investment securities available for sale | (26,107 | ) | (24,676 | ) |
| Net decrease in restricted stock | 487 |  | 598 |  |
| Net increase in loans | (5,136 | ) | (25,264 | ) |
| Proceeds from sale of other real estate/other repossessed assets | 195 |  | 142 |  |
| Capital expenditures | (688 | ) | (398 | ) |
| Net cash used in investing activities | (12,539 | ) | (38,008 | ) |
| Cash flows from financing activities |  |  |  |  |
| Net increase in demand deposits, interesting-bearing checking and savings accounts | 60,094 |  | 54,503 |  |
| Net increase in time deposits | 8,566 |  | 6,066 |  |
| Net (decrease) increase in securities sold under agreements to repurchase | (2,075 | ) | 14,097 |  |
| Long-term debt payments | (2,044 | ) | (21,581 | ) |
| Dividends paid | (1,780 | ) | (2,122 | ) |


| Common stock issued to dividend reinvestment plan | 740 | 650 |
| :--- | :--- | :--- |
| Common stock issued under stock option plans | - | 27 |
| Net cash provided by financing activities | 63,501 | 51,640 |
| Increase in cash and cash equivalents | 56,960 | 18,513 |
| Cash and cash equivalents at beginning of period | 34,144 | 22,106 |
| Cash and cash equivalents at end of period | $\$ 91,104$ | $\$ 40,619$ |
|  |  |  |
| Supplemental Disclosures of Cash Flow Information | $\$ 3,862$ | $\$ 4,953$ |
| Cash paid during the year for: | $\$-$ | $\$ 1,750$ |
| Interest on deposits and other borrowed funds | $\$ 241$ | $\$ 484$ |

The accompanying notes are an integral part of these financial statements.

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# FRANKLIN FINANCIAL SERVICES CORPORATION and SUBSIDIARIES 

## UNAUDITED NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Note 1 - Basis of Presentation

The consolidated financial statements include the accounts of Franklin Financial Services Corporation (the Corporation), and its wholly-owned subsidiaries, Farmers and Merchants Trust Company of Chambersburg (the Bank) and Franklin Future Fund Inc. Farmers and Merchants Trust Company of Chambersburg is a commercial bank that has one wholly-owned subsidiary, Franklin Financial Properties Corp. During the first quarter of 2012, Franklin Realty Services Corporation (an inactive real-estate brokerage company and subsidiary of the Bank as of December 31, 2011) merged with Franklin Financial Properties Corp. (a subsidiary of the Corporation at December 31, 2011) with Franklin Financial Properties Corp. becoming the surviving entity and subsidiary of the Bank. Franklin Financial Property Corp. holds real estate assets that are leased by the Bank. Franklin Future Fund Inc. is a non-bank investment company. The activities of non-bank entities are not significant to the consolidated totals. All significant intercompany transactions and account balances have been eliminated.

In the opinion of management, all adjustments (which include only normal recurring adjustments) necessary to present fairly the consolidated financial position, results of operations, and cash flows as of June 30, 2012, and for all other periods presented have been made.

Certain information and footnote disclosures normally included in consolidated financial statements prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP") have been condensed or omitted. It is suggested that these consolidated financial statements be read in conjunction with the audited consolidated financial statements and notes thereto included in the Corporation's 2011 Annual Report on Form $10-\mathrm{K}$. The consolidated results of operations for the period ended June 30, 2012 are not necessarily indicative of the operating results for the full year. Management has evaluated subsequent events for potential recognition and/or disclosure through the date these consolidated financial statements were issued.

The consolidated balance sheet at December 31, 2011 has been derived from the audited consolidated financial statements at that date, but does not include all of the information and footnotes required by GAAP for complete consolidated financial statements.

For purposes of reporting cash flows, cash and cash equivalents include cash and due from banks, interest-bearing deposits in other banks and federal funds sold. Generally, federal funds are purchased and sold for one-day periods.

Earnings per share is computed based on the weighted average number of shares outstanding during each period end. A reconciliation of the weighted average shares outstanding used to calculate basic earnings per share and diluted earnings per share follows:

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|  | For the Three Months Ended <br> June 30 | For the Six Months Ended <br> June 30 |  |  |
| :--- | :--- | :--- | :--- | :--- |
| (In thousands, except per share data) | 2012 | 2011 | 2012 | 2011 |
| Weighted average shares outstanding (basic) | 4,066 | 3,942 | 4,053 | 3,934 |
| Impact of common stock equivalents | - | 3 | - | 4 |
| Weighted average shares outstanding (diluted) | 4,066 | 3,945 | 4,053 | 3,938 |
| Anti-dilutive options excluded from the calculation | 100 | 70 | 104 | 70 |
| Net income | $\$ 1,906$ | $\$ 1,758$ | $\$ 3,275$ | $\$ 3,608$ |
| Basic earnings per share | $\$ 0.47$ | $\$ 0.45$ | $\$ 0.81$ | $\$ 0.92$ |
| Diluted earnings per share | $\$ 0.47$ | $\$ 0.45$ | $\$ 0.81$ | $\$ 0.92$ |

## Note 2 - Recent Accounting Pronouncements

There were no new accounting pronouncements affecting the Corporation during the period that were not already incorporated into the disclosures.

## Note 3 - Accumulated Other Comprehensive Loss

The components of accumulated other comprehensive loss included in shareholders' equity are as follows:

| (Dollars in thousands) | June 30, <br> 2012 | December 31, <br> 2011 |  |  |
| :--- | :---: | :--- | :--- | :--- |
|  |  |  |  |  |
| Net unrealized gains on securities | $\$ 1,906$ | $\$ 1,427$ |  |  |
| Tax effect | $(648$ | $)$ | $(485$ | $)$ |
| Net of tax amount | 1,258 | 942 |  |  |
|  |  |  |  |  |
| Net unrealized losses on derivatives | $(1,443)$ | $(1,738$ |  |  |
| Tax effect | 490 | 590 |  |  |
| Net of tax amount | $(953$ | $(1,148$ | $)$ |  |
|  |  |  |  |  |
| Accumulated pension adjustment | $(7,462)$ | $(7,462$ | $)$ |  |
| Tax effect | 2,537 | 2,537 |  |  |
| Net of tax amount | $(4,925)$ | $(4,925$ | $)$ |  |
| Total accumulated other comprehensive loss | $\$(4,620)$ | $\$(5,131$ |  |  |

Note 4 - Guarantees

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The Corporation does not issue any guarantees that would require liability recognition or disclosure, other than its standby letters of credit. Standby letters of credit are conditional commitments issued by the Bank to guarantee the performance of a customer to a third party. Generally, all letters of credit, when issued, have expiration dates within one year. The credit risk involved in issuing letters of credit is essentially the same as those that are involved in extending loan facilities to customers. The Bank generally holds collateral and/or personal guarantees supporting these commitments. The Bank had $\$ 30.6$ million and $\$ 28.2$ million of standby letters of credit as of June 30, 2012 and December 31, 2011, respectively. Management believes that the proceeds obtained through a liquidation of collateral and the enforcement of guarantees would be sufficient to cover the potential amount of future payments required under the corresponding guarantees. The amount of the liability as of June 30, 2012 and December 31, 2011 for guarantees under standby letters of credit issued was not material.

## Note 5 - Investments

The amortized cost and estimated fair value of investment securities available for sale as of June 30, 2012 and December 31, 2011 are:

| (Dollars in thousands) | Gross |  | Gross |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized | Unrealized | Unrealized | Fair |
| June 30, 2012 | Cost | Gains | Losses | Value |
| Equity securities | \$2,105 | \$ 90 | \$ (272 | ) \$1,923 |
| U.S. Government agency securities | 12,219 | 105 | (26 | ) 12,298 |
| Municipal securities | 54,684 | 2,902 | (118 | ) 57,468 |
| Corporate debt securities | 2,251 | 26 | (52 | ) 2,225 |
| Trust preferred securities | 5,898 | - | (1,352 | ) 4,546 |
| Agency mortgage-backed securities | 50,788 | 1,044 | (121 | ) 51,711 |
| Private-label mortgage-backed securities | 2,890 | - | (304 | ) 2,586 |
| Asset-backed securities | 63 | - | (16 |  |
|  | \$ 130,898 | \$ 4,167 | \$ $(2,261$ | \$132,804 |

The amortized cost of securities pledged as collateral to secure various funding sources was $\$ 103.1$ million at June 30 , 2012 and $\$ 112.1$ million at December 31, 2011.

The amortized cost and fair value of debt securities as of June 30, 2012, by contractual maturity are shown below. Actual maturities may differ from contractual maturities because of prepayment or call options embedded in the securities.

|  | Amortized | Fair |
| :--- | :--- | :--- |
|  | Cost | Value |
| (Dollars in thousands) | $\$ 5,291$ | $\$ 5,318$ |
| Due in one year or less | 13,964 | 14,741 |
| Due after one year through five years | 17,582 | 18,425 |
| Due after five years through ten years | 10,278 | 38,100 |
| Due after ten years | 75,115 | 76,584 |
|  | 53,678 | 54,297 |
| Mortgage-backed securities |  |  |
|  | $\$ 128,793$ | $\$ 130,881$ |

The following table provides additional detail about trust preferred securities as of June 30, 2012:

Trust Preferred Securities
(Dollars in thousands)

| Deal Name | Single Issuer or Pooled | Class | Amort Cost | erfair <br> Value | Gross <br> Unrealiz <br> Gain <br> (Loss) | Lowest zeCredit Rating Assigned | Number of Banks Currently Performing | Deferrals and Defaults as \% of Original Collateral | Expected Defe <br> Defaults as a <br> Percentage of Remaining Per Collateral |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Huntington Cap Trust | Single | Preferred Stock | \$931 | \$714 | \$(217 | ) B | 1 | None | None |
| Huntington Cap Trust II | Single | Preferred Stock | 878 | 685 | (193 | ) B | 1 | None | None |
| BankAmerica Cap III | Single | Preferred Stock | 958 | 709 | (249 | ) BB | 1 | None | None |
| Wachovia Cap Trust II | Single | Preferred Stock | 274 | 228 | (46 | ) Baa2 | 1 | None | None |
| Corestates Captl Tr II | Single | Preferred Stock | 927 | 765 | (162 | ) Baal | 1 | None | None |
| Chase Cap <br> VI JPM | Single | Preferred Stock | 958 | 711 | (247 | ) BBB | 1 | None | None |
| Fleet Cap Tr V | Single | Preferred Stock | 972 | 734 | (238 | ) BB | 1 | None | None |
|  |  |  | \$5,898 | \$4,546 |  |  |  |  |  |

The following table provides additional detail about private label mortgage-backed securities as of June 30, 2012:

Private Label Mortgage Backed Securities
(Dollars in thousands)
Gross
Orgination Amortized Fair Unrealized Collateral Lowest Credit Credit OTTI
Orgination Amortized Fair Unrealized Collateral Lowest Credit Credit OTTI
Cummulative

| Decscription | Date | Cost | Value | Gain <br> $($ Loss $)$ | Type | Rating Assigned | Support <br> $\%$ | Charges |
| :--- | :--- | :--- | :--- | :---: | :--- | :---: | :---: | :---: |
| RALI 2004-QS4 A7 | $3 / 1 / 2004$ | $\$ 379$ | $\$ 376$ | $(3$ | $)$ ALT A | AA | 12.38 | - |
| MALT 2004-6 7A1 | $6 / 1 / 2004$ | 583 | 548 | $(35$ | $)$ ALT A | B | 11.61 | - |
| RALI 2005-QS2 A1 | $2 / 1 / 2005$ | 502 | 484 | $(18$ | $)$ ALT A | CC | 7.16 | - |
| RALI 2006-QS4 A2 | $4 / 1 / 2006$ | 804 | 636 | $(168$ | $)$ ALT A | D | - | 218 |
| GSR 2006-5F 2A1 | $5 / 1 / 2006$ | 202 | 188 | $(14$ | $)$ Prime | C | 1.26 | - |
| RALI 2006-QS8 A1 | $7 / 28 / 2006$ | 420 | 354 | $(66$ | $)$ ALT A | D | - | 172 |
|  |  | $\$ 2,890$ | $\$ 2,586$ | $\$(304$ |  |  | $\$ 390$ |  |

At June 30, 2012, the investment portfolio contained 65 securities with $\$ 34.1$ million of temporarily impaired fair value and $\$ 2.3$ million in unrealized losses. The unrealized loss position is less than at year-end 2011, but there are more securities with an unrealized loss and the temporarily impaired fair value is higher due to an increase in the fair value of municipal bonds with an unrealized loss. The trust preferred sector continues to show the largest unrealized loss at $\$ 1.4$ million on seven securities, virtually unchanged from the prior-year end.

For securities with an unrealized loss, Management applies a systematic methodology in order to perform an assessment of the potential for "other-than-temporary" impairment. In the case of debt securities, investments considered for "other-than-temporary" impairment: (1) had a specified maturity or repricing date; (2) were generally expected to be redeemed at par, and (3) were expected to achieve a recovery in market value within a reasonable period of time. In addition, the Bank considers whether it intends to sell these securities or whether it will be forced to sell these securities before maturity. Equity securities are assessed for other-than-temporary impairment based on the length of time of impairment, dollar amount of the impairment and general market and financial conditions relating to specific issues. Accordingly, the impairments identified on debt and equity securities and subjected to the assessment at June 30, 2012 were deemed to be temporary and required no further adjustment to the financial statements, unless otherwise noted.

The following table reflects temporary impairment in the investment portfolio (excluding restricted stock), aggregated by investment category, length of time that individual securities have been in a continuous unrealized loss position and the number of securities in each category as of June 30, 2012 and December 31, 2011:

| (Dollars in thousands) | June 30, 2012 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than 12 months |  |  |  | 12 months or more |  |  | Total |  |  |  |
|  | Fair | Unrealized |  |  | Fair | Unrealized |  | Fair <br> NumberValue |  | Unrealized |  |
|  | Value | Losses |  | Numb | ervalue | Losses |  |  |  | Losses | Number |
| Equity securities | \$129 | \$ (5 | ) | 3 | \$1,205 | \$ (267 | ) | 13 | \$1,334 | \$ (272 | 16 |
| U.S. Government agency securities | 4,944 | (24 | ) | 5 | 1,257 | (2 | ) | 5 | 6,201 | (26 | 10 |
| Municipal securities | 4,854 | (118 | ) | 5 | - | - |  | - | 4,854 | (118 | 5 |
| Corporate debt securities | - | - |  | - | 1,954 | (52 | ) | 2 | 1,954 | (52 | 2 |
| Trust preferred securities | - | - |  | - | 4,546 | (1,352 | ) | 7 | 4,546 | (1,352 ) | 7 |
| Agency mortgage-backed securities | 7,008 | (42 | ) | 8 | 5,613 | (79 | ) | 8 | 12,621 | (121 | 16 |
| Private-label mortgage-backed securities | 924 | (38 | ) | 2 | 1,662 | (266 | ) | 4 | 2,586 | (304 | 6 |
| Asset-backed securities | - | - |  | - | 47 | (16 | ) | 3 | 47 | (16 | 3 |
| Total temporarily impaired securities | \$17,859 | \$ (227 | ) | 23 | \$16,284 | \$ (2,034 |  | 42 | \$34,143 | \$ (2,261 ) | 65 |


| (Dollars in thousands) | December 31, 2011 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than 12 months |  |  |  | 12 months or more |  |  | Total |  |  |  |  |
|  | Fair Value | Unrealized |  | Fair |  | Unrealized |  | $\begin{gathered} \text { Fair } \\ \text { NumberValue } \end{gathered}$ |  | Unrealized |  |  |
|  |  | Losses |  |  | EValue | Losses |  |  |  | Losses |  | Number |
| Equity securities | \$394 | \$ (111 | ) | 3 | \$864 | \$ (246 | ) | 13 | \$1,258 | \$ (357 | ) | 16 |
| U.S. Government agency securities | 6,068 | (3 | ) | 5 | 1,321 | (2 | ) | 5 | 7,389 | (5 | ) | 10 |
| Municipal securities | 579 | (7 | ) | 1 | - | - |  | - | 579 | (7 | ) | 1 |


| Corporate debt securities | - | - |  | - | 1,889 | (119 | ) | 2 | 1,889 | (119 | ) | 2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trust preferred securities | - |  |  |  | 4,618 | (1,272 | ) | 7 | 4,618 | (1,272 | ) | 7 |
| Agency mortgage-backed securities | 12,452 | (156 | ) | 12 | 1,174 | (32 | ) | 1 | 13,626 | (188 | ) | 13 |
| Private-label mortgage-backed securities | 1,057 | (36 | ) | 2 | 1,636 | (464 | ) | 4 | 2,693 | (500 | ) | 6 |
| Asset-backed securities | - | - |  |  | 48 | (18 | ) | 3 | 48 | (18 | ) | 3 |
| Total temporarily impaired securities | \$20,550 | \$ (313 | ) | 23 | \$11,550 | \$ $(2,153$ | ) | 35 | \$32,100 | \$ (2,466 | ) | 58 |

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The trust preferred portfolio contains the largest unrealized loss in the portfolio. At June 30, 2012 this sector contained seven securities with a fair value of $\$ 4.5$ million and an unrealized loss of $\$ 1.4$ million. These values are virtually unchanged from the prior year-end. Trust-preferred securities held by the Bank are single entity issues, not pooled trust preferred securities. Therefore, the impairment review of these securities is based only on the issuer and the security cannot be impaired by the performance of other issuers as if it was a pooled trust-preferred bond. All of the Bank's trust preferred securities are single issue, variable rate notes with long maturities ( 2027 - 2028) from companies that received money (and in some cases paid back) from the Troubled Asset Relief Program (TARP), continue to pay dividends and have raised capital. None of these bonds have suspended or missed a dividend payment. At June 30, 2012, the Bank believes it will be able to collect all interest and principal due on these bonds and no other-than-temporary-impairment charges were recorded. See the Trust Preferred Securities table for additional information.

The private label mortgage backed securities (PLMBS) sector shows an unrealized loss of $\$ 304$ thousand, an improvement over the $\$ 500$ thousand unrealized loss at December 31, 2011. These bonds were all rated AAA at time of purchase, but have since experienced rating declines. Some have experienced increased delinquencies and defaults, while others have seen the credit support increase as the bonds paid-down. The Bank monitors the performance of the PLMBS investments on a regular basis and reviews delinquencies, default rates, credit support levels and various cash flow stress test scenarios. In determining the credit related loss, Management considers all principal past due 60 days or more as a loss. If additional principal moves beyond 60 days past due, it will also be considered a loss. As a result of the analysis on PLMBS it was determined that no impairment charges were required at June 30, 2012. The Bank has recorded $\$ 390$ thousand of cumulative impairment charges on this portfolio. Management continues to monitor these securities and it is possible that additional write-downs may occur if current loss trends continue. The Bank is currently participating in a class-action lawsuit against one PLMBS servicer that centers on defective warranties and representations made as part of the underwriting process. See the PLMBS table above for additional information.

The Bank held $\$ 4.5$ million of restricted stock at June 30, 2012. Except for $\$ 30$ thousand, this investment represents stock in FHLB Pittsburgh. The Bank is required to hold this stock to be a member of FHLB and it is carried at cost of $\$ 100$ per share. In December 2008, FHLB announced it would suspend its regular cash dividend and the regular repurchase of excess capital stock from its members as part of its capital restoration plan. However, FHLB has made stock repurchases of $\$ 487$ thousand during the year. In addition, FHLB paid a small dividend during the year. Despite these actions, it does not appear as if FHLB has resumed its past practice of redeeming excess capital stock on a regular basis or paying a regular dividend. FHLB stock is evaluated for impairment primarily based on an assessment of the ultimate recoverability of its cost. As a government sponsored entity, FHLB has the ability to raise funding through the U.S. Treasury that can be used to support its operations. There is not a public market for FHLB stock and the benefits of FHLB membership (e.g., liquidity and low cost funding) add value to the stock beyond purely financial measures. Management intends to remain a member of the FHLB and believes that it will be able to fully recover the cost basis of this investment.

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## Note 6 - Loans

A summary of loans outstanding, by primary collateral, at the end of the reporting period is as follows:

| (Dollars in thousands) | June 30, 2012 |  | $\begin{aligned} & \text { December 31, } \\ & 2011 \end{aligned}$ | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Amount | \% |
| Residential Real Estate 1-4 Family |  |  |  |  |  |  |
| Consumer first liens | \$ 85,255 |  |  | 86,767 |  | \$(1,512) | (1.7) |
| Consumer junior liens and lines of credit | 38,774 |  | 40,290 |  | $(1,516)$ | (3.8) |
| Total consumer | 124,029 |  | 127,057 |  | (3,028) | (2.4) |
| Commercial first lien | 57,708 |  | 55,130 |  | 2,578 | 4.7 |
| Commercial junior liens and lines of credit | 7,472 |  | 7,846 |  | (374) | (4.8 ) |
| Total | 65,180 |  | 62,976 |  | 2,204 | 3.5 |
| Total residential real estate 1-4 family | 189,209 |  | 190,033 |  | (824 ) | (0.4 ) |
| Residential real estate - construction |  |  |  |  |  |  |
| Consumer purpose | 1,596 |  | 1,381 |  | 215 | 15.6 |
| Commercial purpose | 14,384 |  | 19,901 |  | $(5,517)$ | (27.7) |
| Total residential real estate construction | 15,980 |  | 21,282 |  | $(5,302)$ | (24.9) |
| Commercial, industrial and agricultural real estate | 372,068 |  | 358,974 |  | 13,094 | 3.6 |
| Commercial, industrial and agricultural | 179,382 |  | 182,694 |  | $(3,312)$ | (1.8) |
| Consumer | 11,725 |  | 13,427 |  | (1,702) | (12.7) |
|  | 768,364 |  | 766,410 |  | 1,954 | 0.3 |
| Less: Allowance for loan losses | (9,627 ) | ) | (9,723 | ) |  | (1.0 ) |
| Net Loans | \$ 758,737 | \$ | 756,687 |  | \$2,050 | 0.3 |
| Included in the loan balances are the following: |  |  |  |  |  |  |
| Net unamortized deferred loan costs | \$ 271 |  | 426 |  |  |  |
| Unamortized discount on purchased loans | \$ (150 |  | (167 | ) |  |  |
| Loans pledged as collateral for borrowings and commitments from: |  |  |  |  |  |  |
| FHLB | \$ 602,555 |  | 679,272 |  |  |  |
| Federal Reserve Bank | 108,402 |  | 27,435 |  |  |  |
|  | \$ 710,957 |  | 706,707 |  |  |  |

## Note 7 - Loan Quality

The following table presents, by loan segment, the Allowance for Loan Losses (ALL) for the periods ended:


ALL at December 31,
2011

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The following table presents, by loan segment, loans that were evaluated for the ALL under the specific reserve (individually) and those that were evaluated under the general reserve (collectively) as of June 30, 2012 and December 31, 2011.


June 30, 2012
Loans evaluated for allowance:
Individually
Collectively
Total

| $\$ 3,962$ | $\$ 714$ | $\$ 575$ | $\$ 23,784$ | $\$ 3,868$ | $\$-$ | $\$ 32,903$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 139,001 | 45,532 | 15,405 | 348,284 | 175,514 | 11,725 | 735,461 |
| $\$ 142,963$ | $\$ 46,246$ | $\$ 15,980$ | $\$ 372,068$ | $\$ 179,382$ | $\$ 11,725$ | $\$ 768,364$ |

ALL established for loans evaluated:

| Individually | $\$ 2$ | $\$-$ | $\$-$ | $\$ 493$ | $\$ 657$ | $\$-$ | $\$ 1,152$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| Collectively | 775 | 321 | 925 | 5,346 | 907 | 201 | 8,475 |
| ALL at June 30, 2012 | $\$ 777$ | $\$ 321$ | $\$ 925$ | $\$ 5,839$ | $\$ 1,564$ | $\$ 201$ | $\$ 9,627$ |

December 31, 2011
Loans evaluated for allowance:

| Individually | $\$ 3,899$ | $\$ 162$ | $\$ 43$ | $\$ 21,622$ | $\$ 2,308$ | $\$-$ | $\$ 28,034$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Collectively | 137,998 | 47,974 | 21,239 | 337,352 | 180,386 | 13,427 | 738,376 |
| Total | $\$ 141,897$ | $\$ 48,136$ | $\$ 21,282$ | $\$ 358,974$ | $\$ 182,694$ | $\$ 13,427$ | $\$ 766,410$ |

ALL established for loans evaluated:

| Individually | $\$ 495$ | $\$ 3$ | $\$-$ | $\$ 1,591$ | $\$ 870$ | $\$-$ | $\$ 2,959$ |
| :--- | :---: | :---: | :---: | ---: | :---: | ---: | ---: |
| Collectively | 554 | 305 | 1,222 | 3,666 | 781 | 236 | 6,764 |
| ALL at December 31, 2011 | $\$ 1,049$ | $\$ 308$ | $\$ 1,222$ | $\$ 5,257$ | $\$ 1,651$ | $\$ 236$ | $\$ 9,723$ |

The following table shows additional information about those loans considered to be impaired at June 30, 2012 and December 31, 2011:
(Dollars in thousands)

June 30, 2012
Residential Real Estate
First liens
Junior liens and lines of credit
Total
Residential real estate - construction
Commercial, industrial and agricultural real estate
Commercial, industrial and agricultural
Consumer
Total

| Impaired Loans |  |  |
| :--- | :---: | :--- |
| With No | With Allowance |  |
| Allowance |  |  |
| Unpaid | Unpaid |  |
| Recorded Principal | Recorded Principal | Related |
| InvestmenBalance | InvestmenBalance | Allowance |

December 31, 2011
Residential Real Estate

| First liens | $\$ 176$ | $\$ 177$ | $\$ 3,723$ | $\$ 3,867$ | $\$ 495$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Junior liens and lines of credit | 28 | 30 | 134 | 134 | 3 |
| Total | 204 | 207 | 3,857 | 4,001 | 498 |
| Residential real estate - construction | - | - | 43 | 43 | - |
| Commercial, industrial and agricultural real estate | 11,072 | 12,092 | 10,550 | 12,050 | 1,591 |
| Commercial, industrial and agricultural | 94 | 109 | 2,214 | 2,352 | 870 |
| Consumer | - | - | - | - | - |
| Total | $\$ 11,370$ | $\$ 12,408$ | $\$ 16,664$ | $\$ 18,446$ | $\$ 2,959$ |

The following table shows the average of impaired loans and related interest income for the three and six months ended June 30, 2012 and 2011:
(Dollars in thousands)

Residential Real Estate 1-4 Family
First liens
Junior liens and lines of credit
Total


| Residential real estate - construction | 692 | - | 350 | - |
| :--- | :--- | :--- | :--- | :--- |
| Commercial, industrial and agricultural real estate | 24,218 | 36 | 24,297 | 93 |
| Commercial, industrial and agricultural | 4,219 | 36 | 4,267 | 72 |
| Consumer | - | - | - | - |
| Total | $\$ 34,134$ | $\$ 81$ | $\$ 34,126$ | $\$ 218$ |

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Residential Real Estate 1-4 Family
First liens
Junior liens and lines of credit
Total
Residential real estate - construction
Commercial, industrial and agricultural real estate
Commercial, industrial and agricultural
Consumer
Total

Three Months Ended June 30, 2011
Average Interest
Recorded Income Investment Recognized

| $\$ 556$ | $\$$ | 1 | $\$ 787$ | $\$$ | 11 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 350 |  | - | 326 |  | 1 |
| 906 |  | 1 | 1,113 |  | 12 |
| 10,933 |  | 27 | 10,214 |  | 63 |
| 18,666 |  | 38 | 18,574 |  | 155 |
| 1,323 |  | 7 | 1,827 |  | 18 |
| - |  | - | 1 |  | - |
| $\$ 31,828$ | $\$$ | 73 | $\$ 31,729$ | $\$$ | 248 |

The following table presents a summary of nonperforming assets as of June 30, 2012 and December 31, 2011:
(Dollars in thousands)
Nonaccrual loans
Residential Real Estate
First liens
Junior liens and lines of credit
Total
Residential real estate - construction
Commercial, industrial and agricultural real estate
Commercial, industrial and agricultural
Consumer
Total nonaccrual loans

Loans past due 90 days or more and still accruing
Residential Real Estate
First liens \$345
Junior liens and lines of credit 45

| $\$ 3,951$ | 2.8 | $\%$ | $\$ 1,749$ | 1.2 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 882 | 1.9 | $\%$ | 282 | 0.6 | $\%$ |
| 4,833 | 2.6 | $\%$ | 2,031 | 1.1 | $\%$ |
| 575 | 3.8 | $\%$ | - | - |  |
| 20,965 | 5.7 | $\%$ | 14,278 | 4.0 | $\%$ |
| 1,397 | 0.8 | $\%$ | 1,447 | 0.8 | $\%$ |
| - | - |  | - | - |  |
| $\$ 27,770$ |  |  | $\$ 17,756$ |  |  |

Tota
Residential real estate - construction
Commercial, industrial and agricultural real estate
Commercial, industrial and agricultural
Consumer
Total loans past due 90 days or more and still accruing
Total nonaccrual and loans past due 90 days or more
\$ 17,756
\$ 2,516
301
2,817
$112 \quad 121$
$1,082 \quad 1,627$
102100
$28 \quad 107$
1,714
4,772

June 30, 2012
\% of Loan
Balance Segment

December 31, 2011
\% of Loan
Balance Segment

| Repossessed assets | 7 | 6 |
| :--- | :---: | :---: |
| Other real estate owned | 3,290 | 3,224 |
| Total nonperforming assets | $\$ 32,781$ | $\$ 25,758$ |

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The following table presents the aging of payments of the loan portfolio:

| (Dollars in thousands) | Current | $\begin{array}{ll} \text { Loans Past Due and } \\ 30-59 & 60-89 \\ \text { Days } & \text { Days } \end{array}$ |  | Still Accruing |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{aligned} & 90 \\ & \text { Days+ } \end{aligned}$ | Total | Non-Acc | L Loans |
| June 30, 2012 |  |  |  |  |  |  |  |
| Residential Real Estate |  |  |  |  |  |  |  |
| First liens | \$137,112 | \$690 | \$ 865 | \$ 345 | \$1,900 | \$ 3,951 | \$ 142,963 |
| Junior liens and lines of credit | 44,960 | 202 | 157 | 45 | 404 | 882 | 46,246 |
| Total | 182,072 | 892 | 1,022 | 390 | 2,304 | 4,833 | 189,209 |
| Residential real estate - construction | 14,507 | 786 | - | 112 | 898 | 575 | 15,980 |
| Commercial, industrial and agricultural real estate | 343,812 | 1,169 | 5,040 | 1,082 | 7,291 | 20,965 | 372,068 |
| Commercial, industrial and agricultural | 177,862 | 21 | - | 102 | 123 | 1,397 | 179,382 |
| Consumer | 11,262 | 384 | 51 | 28 | 463 | - | 11,725 |
| Total | \$729,515 | \$3,252 | \$ 6,113 | \$ 1,714 | \$11,079 | \$ 27,770 | \$768,364 |
| December 31, 2011 |  |  |  |  |  |  |  |
| Residential Real Estate |  |  |  |  |  |  |  |
| First liens | \$134,105 | \$2,574 | \$ 953 | \$ 2,516 | \$6,043 | \$ 1,749 | \$ 141,897 |
| Junior liens and lines of credit | 46,311 | 1,121 | 121 | 301 | 1,543 | 282 | 48,136 |
| Total | 180,416 | 3,695 | 1,074 | 2,817 | 7,586 | 2,031 | 190,033 |
| Residential real estate - construction | 21,161 | - | - | 121 | 121 | - | 21,282 |
| Commercial, industrial and agricultural real estate | 337,462 | 2,961 | 2,646 | 1,627 | 7,234 | 14,278 | 358,974 |
| Commercial, industrial and agricultural | 179,907 | 113 | 1,127 | 100 | 1,340 | 1,447 | 182,694 |
| Consumer | 12,917 | 287 | 116 | 107 | 510 | - | 13,427 |
| Total | \$731,863 | \$7,056 | \$ 4,963 | \$4,772 | \$16,791 | \$ 17,756 | \$766,410 |

The following table reports the internal credit rating for the loan portfolio. Consumer purpose loans (mortgage, home equity and installment) are assigned a rating of either pass or substandard. Substandard consumer loans are comprised of loans 90 days or more past due and still accruing and nonaccrual loans. Commercial loans may be assigned any rating in accordance with the Bank's internal risk rating system.

| (Dollars in thousands) | Pass | Special <br> Mention | Substandard | Doubtful | Total |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2012 |  |  |  |  |  |  |
| Residential Real Estate | $\$ 132,810$ | $\$ 1,850$ | $\$ 8,303$ | $\$$ | - | $\$ 142,963$ |
| First liens | 44,849 | 287 | 1,110 | - | 46,246 |  |
| Junior liens and lines of credit | 177,659 | 2,137 | 9,413 | - | 189,209 |  |
| Total | 13,617 | 921 | 1,442 | - | 15,980 |  |


| Commercial, industrial and agricultural real estate | 296,160 | 34,871 | 41,037 |  | - | 372,068 |
| :--- | :---: | :--- | :--- | :--- | :--- | :--- |
| Commercial, industrial and agricultural | 159,545 | 8,692 | 11,145 |  |  | 179,382 |
| Consumer | 11,697 | - | 28 |  | - | 11,725 |
| Total | $\$ 658,678$ | $\$ 46,621$ | $\$ 63,065$ | $\$$ | - | $\$ 768,364$ |
|  |  |  |  |  |  |  |
| December 31, 2011 |  |  |  |  |  |  |
| Residential Real Estate | $\$ 130,680$ | $\$ 3,733$ | $\$ 7,484$ | $\$$ | - | $\$ 141,897$ |
| First liens | 47,329 | 377 | 430 |  | - | 48,136 |
| Junior liens and lines of credit | 178,009 | 4,110 | 7,914 |  | - | 190,033 |
| Total | 19,253 | 941 | 1,088 |  | - | 21,282 |
| Residential real estate - construction | 291,967 | 41,675 | 25,332 |  | - | 358,974 |
| Commercial, industrial and agricultural real estate | 168,207 | 7,649 | 6,838 |  | - | 182,694 |
| Commercial, industrial and agricultural | 13,320 | - | 107 |  | - | 13,427 |
| Consumer | $\$ 670,756$ | $\$ 54,375$ | $\$ 41,279$ | $\$$ | - | $\$ 766,410$ |

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The following table presents information on the Bank's Troubled Debt Restructuring (TDR) loans:

| (Dollars in thousands) | Total <br> Troubled Debt Restructings |  |  | Troubled Debt Restructings That Have Defaulted on Modified Terms YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of | Recorded |  | Number of | Recorded |  |
|  | Contracts |  | vestment | Contracts |  | ment |
| June 30, 2012 |  |  |  |  |  |  |
| Real estate construction | 3 | \$ | 1,523 | - | \$ | - |
| Residential real estate | 3 |  | 238 |  |  |  |
| Commercial, industrial and agricultural | 2 |  | 1,681 | - |  | - |
| Commercial, industrial and agricultural real estate | 10 |  | 6,116 | - |  | - |
| Total | 18 | \$ | 9,558 | - | \$ | - |
| December 31, 2011 |  |  |  |  |  |  |
| Residential real estate | 2 | \$ |  | - | \$ | - |
| Commercial, industrial and agricultural real estate | 9 |  | 8,023 | - |  | - |
| Total | 11 | \$ | 8,116 | - | \$ | - |

The following table reports the performing status of TDR loans. The performing status is determined by the loans compliance with the modified terms.

|  | June 30, 2012 |  | December 31, 2011 |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | PerformingNonperforming |  | Performing | Nonperforming |  |  |
| Real estate construction | $\$ 1,523$ | $\$$ | - | $\$-$ | $\$$ | - |
| Residential real estate | 238 |  |  | 93 |  |  |
| Commercial, industrial and agricultural | 1,681 |  | - | - |  | - |
| Commercial, industrial and agricultural real estate | 6,116 |  | - | 8,023 |  | - |
| Total | $\$ 9,558$ | $\$$ | - | $\$ 8,116$ | $\$$ | - |

The following table reports new TDR loans during the six months ended June 30, 2012.


The type of loan concession granted for new TDR loans during the six months ended June 30, 2012.


There were no new TDR loans recorded during the second quarter of 2012.

The following table reports new TDR loans during the six months ended June 30, 2011.

|  | New TDR Loans in 2011 |  | June 30, 2012 <br> Recorded |
| :---: | :---: | :---: | :---: |
|  | Number of | After-TDR |  |
|  | Contirdadification | Modification | Investment |
| Residential real estate | 1 \$ 64 | \$ 64 | \$ 61 |
| Commercial, industrial and agricultural | 2,856 | 2,856 | - |
| Commercial, industrial and agricultural real estate | $5 \quad 1,847$ | 1,847 | 2,043 |
| Total | 7 \$ 4,767 | \$ 4,767 | \$ 2,104 |

The type of loan concession granted for new TDR loans during the six months ended June 30, 2011

|  | New TDR Loans in 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { aber } \\ & \text { Pre-TDR } \end{aligned}$ | After-TDR | Recorded |
|  | Con | tublbssificat | Modification | Investment |
| Maturity | 1 | \$ 263 | \$ 263 | \$ 252 |
| Rate | 2 | 2,920 | 2,920 | 61 |
| Payment | 4 | 1,584 | 1,584 | 1,791 |
| Multiple | - | - | - | - |
|  | 7 | \$ 4,767 | \$ 4,767 | \$ 2,104 |

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## Note 8 - Pensions

The components of pension expense for the periods presented are as follows:

|  | Three months ended <br> June 30 |  | Six months ended <br> June 30 |  |
| :--- | :--- | :--- | :--- | :--- |
| (Dollars in thousands) | 2012 | 2011 | 2012 | 2011 |
| Components of net periodic (benefit) cost: |  |  |  |  |
| Service cost | $\$ 115$ | $\$ 84$ | $\$ 230$ | $\$ 187$ |
| Interest cost | 179 | 180 | 358 | 362 |
| Expected return on plan assets | $(197$ | $)$ | $(188$ | $)$ |
| Recognized net actuarial loss | 171 | 91 | 342 | $(376$ |
| Net periodic cost | $\$ 268$ | $\$ 167$ | $\$ 536$ | $\$ 353$ |

The Bank expects its pension expense to increase to approximately $\$ 1.1$ million in 2012 compared to $\$ 705$ thousand in 2011. The Bank expects to contribute $\$ 1.2$ million to its pension plan in 2012. This contribution will meet the minimum funding requirements.

In June 2012, Congress approved the Highway Expenditures Bill that included pension funding relief. The relief is in the form of interest rate stabilization by allowing the use of a 25 -year average rate to calculate pension funding compared to a 2 -year average rate currently used. This change is expected to reduce pension contributions, but will have no affect on the Corporation's financial statements for accounting purposes. The change is effective in 2013 with the option to implement in 2012. The Bank is currently reviewing the potential effects of this change.

Note 9 - Mortgage Servicing Rights

Activity pertaining to mortgage servicing rights and the related valuation allowance follows:

|  | Six Months Ended <br> June 30 |  |
| :--- | :---: | :---: |
| $\left.\begin{array}{lcc}\text { (Dollars in thousands) } \\ \begin{array}{l}\text { Cost of mortgage servicing rights: } \\ \text { Beginning balance } \\ \text { Originations }\end{array} & 2012 & 2011 \\ \text { Amortization } & \$ 730 & \$ 933 \\ \text { Ending balance } & - & - \\ & (100 & (97\end{array}\right)$ |  |  |
| Valuation allowance: | $\$ 630$ | $\$ 836$ |

## Note 10 - Fair Value Measurements

Fair value is defined as the exchange price that would be received to sell an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants at the measurement date. Fair value estimates are based on quoted market prices, if available, quoted market prices of similar assets or liabilities, or the present value of expected future cash flows, and other valuation techniques. There are certain assumptions made in the valuation process and Management uses its best judgment in estimating the fair value of the Corporation's financial instruments; however, there are inherent weaknesses in any estimation technique. Therefore, for substantially all financial instruments, the fair value estimates herein are not necessarily indicative of the amounts the Corporation could have realized in a sales transaction on the dates indicated.

## Fair Value Hierarchy

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Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 820, Fair Value Measurements and Disclosures, established a fair value hierarchy that prioritizes the inputs to valuation methods used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under FASB ASC Topic 820 are as follows:

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Level 1: Valuation is based on unadjusted, quoted prices in active markets that are accessible at the measurement date for identical assets or liabilities.

Level 2: Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market.

Level 3: Valuation is generated from model based techniques that use significant assumptions not observable in the market. These unobservable assumptions reflect the Corporation's assumptions regarding what market participants would assume when pricing a financial instrument.

An asset's or liability's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement.

The following methods and assumptions were used to estimate the fair values of the Corporation's financial instruments at June 30, 2012 and December 31, 2011:

Cash and cash equivalents: For these short-term instruments, the carrying amount is a reasonable estimate of fair value.

Investment securities available for sale: The fair value of securities available-for-sale which are measured on a recurring basis are determined primarily by obtaining quoted prices on nationally recognized securities exchanges or matrix pricing, which is a mathematical technique used widely in the industry to value debt securities without relying exclusively on quoted prices for the specific securities but rather by relying on the securities' relationship to other similar securities. These securities are classified within Level 1 or 2 of the fair value hierarchy as appropriate. There may be substantial differences in the assumptions used for securities within the same level. For example, prices for U.S. Agency securities have fewer assumptions and are closer to Level 1 valuations than the private label mortgage backed securities that require more assumptions and are closer to Level 3 valuations.

Restricted stock: The carrying value of restricted stock approximates its fair value based on redemption provisions for the restricted stock.

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Net loans (excluding held for sale): The fair value of fixed-rate loans is estimated for each major type of loan (e.g. real estate, commercial, industrial and agricultural and consumer) by discounting the future cash flows associated with such loans using rates currently offered for loans with similar terms to borrowers of comparable credit quality. The model considers scheduled principal maturities, repricing characteristics, prepayment assumptions and interest cash flows. The discount rates used are estimated based upon consideration of a number of factors including the treasury yield curve, expense and service charge factors. For variable rate loans that reprice frequently and have no significant change in credit quality, carrying values approximate the fair value.

Loans held for sale: The fair value of loans held for sale is determined by the price set between the Bank and the purchaser prior to origination. These loans are usually sold at par.

Accrued interest receivable: The carrying amount is a reasonable estimate of fair value.

Mortgage servicing rights: The fair value of mortgage servicing rights is based on observable market prices when available or the present value of expected future cash flows when not available. Assumptions used to calculate the present value include loan default rates, costs to service, and prepayment speeds. These inputs are provided by a third-party pricing service without adjustment. Mortgage servicing rights are carried at the lower of cost or fair value.

Deposits: The fair value of demand deposits, savings accounts, and money market deposits is the amount payable on demand at the reporting date. The fair value of fixed-rate certificates of deposit is estimated by discounting the future cash flows using rates approximating those currently offered for certificates of deposit with similar remaining maturities.

Securities sold under agreement to repurchase: These variable rate liabilities are priced on a short-term market interest rate. Therefore, the carrying value is a reasonable estimate of the fair value.

Long-term debt: The fair value of long-term debt is estimated by discounting the future cash flows using rates approximating those currently offered for borrowings with similar remaining maturities.

Accrued interest payable: The carrying amount is a reasonable estimate of fair value.

Interest rate swaps: The interest rate swaps are valued using a discounted cash flow model that uses verifiable market environment inputs to calculate the fair value. This method is not dependent on the input of any significant judgments or assumptions by Management.

The fair value of the Corporation's financial instruments are as follows:
(Dollars in thousands)
Financial assets:
Cash and cash equivalents
Investment securities available for sale
Restricted stock
Loans held for sale
Net loans
Accrued interest receivable
Mortgage servicing rights
Financial liabilities:

| Deposits | $\$ 856,646$ | $\$ 859,428$ | $\$ 659,765$ | $\$ 199,663$ | $\$$ - |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Securities sold under agreements to repurchase | 51,028 | 51,028 | 51,028 | - | - |
| Long-term debt | 46,292 | 48,451 | - | 48,451 | - |
| Accrued interest payable | 476 | 476 | 476 | - | - |
| Interest rate swaps | 1,443 | 1,443 | - | 1,443 | - |

(Dollars in thousands)
Financial assets:
Cash and cash equivalents
Investment securities available for sale
Restricted stock
Net loans
Accrued interest receivable
Mortgage servicing rights
Financial liabilities:
Deposits \$787,986 \$790,887
Securities sold under agreements to repurchase $53,103 \quad 53,103$
Long-term debt
Accrued interest payable
Interest rate swaps

June 30, 2012
Carrying Fair Fair Value Measurements
Amount Value Level 1 Level 2 Level 3

| $\$ 91,104$ | $\$ 91,104$ | $\$ 91,104$ | $\$-$ | $\$-$ |
| :--- | :--- | :--- | :--- | :--- |
| 132,804 | 132,804 | 1,923 | 130,881 | - |
| 4,535 | 4,535 | - | 4,535 | - |
| 795 | 795 | - | 795 | - |
| 758,737 | 772,166 | - | - | 772,166 |
| 3,582 | 3,582 | 3,582 | - | - |
| 312 | 312 | - | - | 312 |

December 31, 2011
Carrying Fair
Amount Value

| $\$ 34,144$ | $\$ 34,144$ |
| :--- | :--- |
| 125,301 | 125,301 |
| 5,022 | 5,022 |
| 756,687 | 765,707 |
| 3,391 | 3,391 |
| 368 | 368 |

48,336 51,015
$561 \quad 561$
$1,738 \quad 1,738$

## Recurring Fair Value Measurements

For financial assets and liabilities measured at fair value on a recurring basis, the fair value measurements by level within the fair value hierarchy are as follows:

| (Dollars in Thousands) | Fair Value at June 30, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level <br> 1 | Level 2 |  |  | Total |
| Asset Description |  |  |  |  |  |
| Equity securities | \$1,923 | \$- | \$ | - | \$1,923 |
| U.S. Government agency securities | - | 12,298 |  | - | 12,298 |
| Municipal securities | - | 57,468 |  | - | 57,468 |
| Corporate debt securities | - | 2,225 |  | - | 2,225 |
| Trust Preferred Securities | - | 4,546 |  | - | 4,546 |
| Agency mortgage-backed securities | - | 51,711 |  | - | 51,711 |
| Private-label mortgage-backed securities | - | 2,586 |  | - | 2,586 |
| Asset-backed securities | - | 47 |  | - | 47 |
| Total assets | \$1,923 | \$130,881 | \$ | - | \$132,804 |
| Liability Description |  |  |  |  |  |
| Interest rate swaps | \$- | \$1,443 | \$ | - | \$1,443 |
| Total liabilities | \$- | \$1,443 | \$ | - | \$1,443 |
| (Dollars in Thousands) | Fair Value at December 31, 2011 |  |  |  |  |
|  | Level 1 | Level 2 |  |  | Total |
| Asset Description |  |  |  |  |  |
| Equity securities | \$1,759 | \$- | \$ | - | \$1,759 |
| U.S. Government agency securities | - | 13,229 |  | - | 13,229 |
| Municipal securities | - | 45,081 |  | - | 45,081 |
| Corporate debt securities | - | 2,414 |  | - | 2,414 |
| Trust Preferred Securities | - | 4,618 |  | - | 4,618 |
| Agency mortgage-backed securities | - | 55,285 |  | - | 55,285 |
| Private-label mortgage-backed securities | - | 2,867 |  | - | 2,867 |
| Asset-backed securities | - | 48 |  | - | 48 |
| Total assets | \$1,759 | \$123,542 | \$ | - | \$125,301 |
| Liability Description |  |  |  |  |  |
| Interest rate swaps | \$- | \$1,738 | \$ | - | \$1,738 |
| Total liabilities | \$- | \$1,738 | \$ | - | \$1,738 |

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For financial assets and liabilities measured at fair value on a recurring basis, there were no transfers of assets or liabilities between Level 1 and Level 2 during the period ending June 30, 2012.

The methods and significant assumptions used to estimate the fair value for assets and liabilities measured on a recurring basis are the same as previously presented for the same asset or liability.

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## Nonrecurring Fair Value Measurements

For financial assets and liabilities measured at fair value on a nonrecurring basis, the fair value measurements by level within the fair value hierarchy are as follows:

| (Dollars in Thousands) | Fair Value at June 30, 2012 |  |  |  |  |
| :--- | :---: | :--- | :--- | :--- | :--- |
| Asset Description | Level | Level 2 | Level 3 | Total |  |
| Impaired loans (1) | 1 | $\$-$ | - | $\$ 10,390$ | $\$ 10,390$ |
| Other real estate owned (1) | - | - | 3,290 | 3,290 |  |
| Mortgage servicing rights | - | - | 312 | 312 |  |
|  |  |  |  |  |  |
| Total assets | $\$-$ | - | $\$ 13,992$ | $\$ 13,992$ |  |
|  |  |  |  |  |  |
| (Dollars in Thousands) | Fair Value at December 31, 2011 |  |  |  |  |
| Asset Description | Level | Level 2 | Level 3 | Total |  |
| Impaired loans (1) | 1 | $\$-$ | - | $\$ 13,705$ | $\$ 13,705$ |
| Other real estate owned (1) | - | - | 3,224 | 3,224 |  |
| Mortgage servicing rights | - | - | 368 | 368 |  |
| Total assets | $\$-$ | $\$$ | - | $\$ 17,297$ | $\$ 17,297$ |

(1) Includes assets directly charged-down to fair value during the year-to-date period

The Corporation used the following methods and significant assumptions to estimate the fair value of assets and liabilities measured on a nonrecurring basis:

Impaired loans: Impaired loans are carried at the lower of cost or the fair value of the collateral for collateral-dependent loans. Collateral may be in the form of real estate or business assets including equipment, inventory and accounts receivable. The use of independent appraisals, costs to sell, and management's best judgment are significant inputs in arriving at the fair value measure of the underlying collateral and impaired loans are therefore classified within the Level 3 of the fair value hierarchy. Appraisals may be adjusted for qualitative factors such as economic conditions, and liquidation expenses. Appraisal adjustments reflect discounts that are specific to each credit.

Other real estate owned: Other real estate owned is carried at the lower of the investment in the asset or the fair value less estimated costs to sell. The fair value of other real estate owned is generally determined through independent

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appraisals of the underlying collateral, which generally included various Level 3 inputs. Appraisals may be adjusted for qualitative factors such as economic conditions or other factors Management believes are relevant to a specific asset.

Mortgage servicing rights: The fair value of mortgage servicing rights is estimated using a valuation model that calculates the present value of estimated future net servicing income. The model incorporates Level 3 assumptions such as cost to service, discount rate, prepayment speeds, default rates and losses. These inputs are provided by a third-party pricing service without adjustment. Mortgage servicing rights are carried at the lower of cost or fair value.

The following table presents additional quantitative information about Level 3 assets measured at fair value on a nonrecurring basis.
(Dollars in Thousands)

| Asset Description | Fair Value | Valuation Technique | Unobservable Input | Range <br> Weighted Average |
| :---: | :---: | :---: | :---: | :---: |
| Impaired loans (1) | \$10,390 | Appraisal | Appraisal Adjustments (2) | 0\% - 70\% (22\%) |
|  |  |  | Cost to sell | 5\%-25\% (8\%) |
| Other real estate owned | 3,290 | Appraisal | Appraisal Adjustments (2) |  |
|  |  |  | Cost to sell | 8\% (8\%) |
| Mortgage servicing rights | 312 | Discounted Cash Flow |  |  |

(1) Includes loans directly charged-down to fair value during the year-to-date period.
(2) Qualitative adjustments are discounts specific to each asset and are made as needed.
(3) Valuation and inputs are determined by a third-party pricing service without adjustment.

## Note 11 - Financial Derivatives

The Board of Directors has given Management authorization to enter into derivative activity including interest rate swaps, caps and floors, forward-rate agreements, options and futures contracts in order to hedge interest rate risk. The Bank is exposed to credit risk equal to the positive fair value of a derivative instrument, if any, as a positive fair value indicates that the counterparty to the agreement is financially liable to the Bank. To limit this risk, counterparties must have an investment grade long-term debt rating and individual counterparty credit exposure is limited by Board approved parameters. Management anticipates continuing to use derivatives, as permitted by its Board-approved policy, to manage interest rate risk. In 2008, the Bank entered into two interest rate swap transactions in order to hedge the Corporation's exposure to changes in cash flows attributable to the effect of interest rate changes on variable rate liabilities.

Information regarding the interest rate swaps as of June 30, 2012 follows:

| (Dollars in thousands) |  | Amount Expected to <br> be Expensed into |  |
| :--- | :--- | :--- | :--- |
| Notional | Maturity | Interest Rate | Earnings within the |
| Amount | Date | Fixed Variable | next 12 Months |


| $\$$ | 10,000 | $5 / 30 / 2013$ | $3.60 \%$ | 0.10 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

The variable rate is indexed to the 91-day Treasury Bill auction (discount) rate and resets weekly.

Derivatives with a positive fair value are reflected as other assets in the consolidated balance sheet while those with a negative fair value are reflected as other liabilities. As short-term interest rates decrease, the net expense of the swap increases. As short-term rates increase, the net expense of the swap decreases.

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Fair Value of Derivative Instruments in the Consolidated Balance Sheets as of June 30, 2012 and December 31, 2011 are as follows:

Fair Value of Derivative Instruments

| (Dollars in thousands) | Balance Sheet |  |  |
| :--- | :--- | :--- | :--- |
| Date | Type | Location | Fair |
| June 30, 2012 | Interest rate contracts | Other liabilities | $\$ 1,443$ |
| December 31, 2011 | Interest rate contracts | Other liabilities | $\$ 1,738$ |

The Effect of Derivative Instruments on the Statement of Income for the Three and Six Months Ended June 30, 2012 and 2011 follows:

Derivatives in ASC Topic 815 Cash Flow Hedging Relationships
(Dollars in thousands)

|  |  | Location of Gain or (Loss) | Amount of Gain or (Loss) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount of Gain or (Loss) | Reclassified from | Reclassified from | Location of Gain or | Amount of Gain or |
|  | Recognized in OCI | Accumulated OCI | Accumulated OCI | (Loss) Recognized in | Recognized in |
|  | net of tax on Derivative | into Income | into Income | Income on Derivative | Income on Derivative |
| Type / Date | (Effective <br> Portion) | (Effective Portion) | (Effective <br> Portion) | (Ineffective Portion) | (Ineffective Portion) |

Interest Rate Contracts
Three months ended:

| June 30, 2012 | $\$$ | 56 | Interest Expense | $\$(178$ | $)$ Other income (expense) $\$$ | - |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| June 30, 2011 | $\$$ | $(108$ | ) Interest Expense | $\$(180$ | $)$ Other income (expense) $\$$ | - |
|  |  |  |  |  |  |  |
| Six months ended: |  |  |  |  |  |  |
| June 30 2012 | $\$$ | 195 | Interest Expense | $\$(358$ | ) Other income (expense) $\$$ | - |
| June 30, 2011 | $\$ 50$ | Interest Expense | $\$(356$ | ) Other income (expense) $\$$ | - |  |

## Note 12 - Reclassifications

Certain prior period amounts may have been reclassified to conform to the current year presentation. Such reclassifications did not affect reported net income.

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## Item 2

# Management's Discussion and Analysis of Results of Operations and Financial Condition 

For the Three and Six Month Periods Ended June 30, 2012 and 2011

## Forward Looking Statements

Certain statements appearing herein which are not historical in nature are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements refer to a future period or periods, reflecting management's current views as to likely future developments, and use words such as "may," "will," "expect," "believe," "estimate," "anticipate," or similar terms. Because forward-looking statements involve certain risk uncertainties and other factors over which the Corporation has no direct control, actual results could differ materially from those contemplated in such statements. These factors include (but are not limited to) the following: general economic conditions, changes in interest rates, changes in the Corporation's cost of funds, changes in government monetary policy, changes in government regulation and taxation of financial institutions, changes in the rate of inflation, changes in technology, the intensification of competition within the Corporation's market area, and other similar factors.

## Critical Accounting Policies

Management has identified critical accounting policies for the Corporation to include Allowance for Loan Losses, Mortgage Servicing Rights, Financial Derivatives, Temporary Investment Impairment and Stock-based Compensation. There were no changes to the critical accounting policies disclosed in the 2011 Annual Report on Form 10-K in regards to application or related judgements and estimates used. Please refer to Item 7 of the Corporation's 2011 Annual Report on Form 10-K for a more detailed disclosure of the critical accounting policies.

## Results of Operations

## Year-to-Date Summary

At June 30, 2012, total assets were $\$ 1.057$ billion, an increase of $\$ 67.3$ million from December 31, 2011. Net loans increased to $\$ 758.7$ million and total deposits increased to $\$ 856.6$ million. The Corporation reported net income for the first six months of 2012 of $\$ 3.3$ million. This is a $9.2 \%$ decrease versus net income of $\$ 3.6$ million for the same

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period in 2011. Total revenue (interest income and noninterest income) decreased $\$ 733$ thousand year-over-year. Interest income decreased $\$ 841$ thousand, but was more than offset by a decrease of $\$ 1.0$ million in interest expense, resulting in a $\$ 195$ thousand increase in net interest income. Noninterest income improved $2.2 \%$ due to an increase in ATM fees and debit card income. Noninterest expense remained relatively flat year over year. The provision for loan losses was $\$ 2.8$ million for the period, $\$ 108$ thousand more than in 2011. Diluted earnings per share decreased to $\$ .81$ in 2012 from $\$ .92$ in 2011.

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Key performance ratios as of, or for the six months ended June 30, 2012 and 2011 are listed below:

June 30
20122011
Performance measurements
Return on average assets*
Return on average equity*
Return on average tangible assets (1)*
Return on average tangible equity (1)*
Efficiency ratio (2)
Net interest margin*
Current dividend yield*
Shareholders' Value (per common share)
Diluted earnings per share
Regular cash dividends paid
Book value
Tangible book value (3)
Market value
Market value/book value ratio
Price/earnings multiple*

| 0.64 | $\%$ | 0.74 | $\%$ |
| :--- | :--- | :--- | :--- |
| 7.49 | $\%$ | 8.64 | $\%$ |
| 0.67 | $\%$ | 0.77 | $\%$ |
| 8.82 | $\%$ | 10.23 | $\%$ |
| 66.49 | $\%$ | 66.22 | $\%$ |
| 3.54 | $\%$ | 3.72 | $\%$ |
| 5.18 | $\%$ | 6.07 | $\%$ |

Safety and Soundness
Leverage ratio (Tier 1)
Total risk-based capital ratio
Equity ratio
Tangible equity ratio (4)
Nonperforming loans/gross loans
Nonperforming assets/total assets
Allowance for loan losses as a \% of loans
Net charge-offs/average loans*
$\$ 0.81 \quad \$ 0.92$
$\$ 0.44 \quad \$ 0.54$
\$22.00 \$21.79
\$19.52 \$19.19
\$13.12 \$17.80
59.64 \% 81.69 \%
$8.10 \quad 9.67$

Trust assets under management (market value) \$503,537 \$508,531

[^0](1) Excludes goodwill, intangibles and intangible amortization expense, net of tax
(2)Noninterest expense / tax equivalent net interest income plus noninterest income less net securities gains
(3) Total shareholders' equity less goodwill and intangibles / shares outsanding
(4)Total shareholders' equity less goodwill and intangibles / total assets less goodwill and intangibles

GAAP versus Non-GAAP Presentations. The Corporation supplements its traditional GAAP measurements with Non-GAAP measurements. The Non-GAAP measurements include Return on Average Tangible Assets and Return on Average Tangible Equity. As a result of merger transactions, intangible assets (primarily goodwill and core deposit intangibles) were created. The Non-GAAP disclosures are intended to eliminate the effects of the intangible assets and allow for better comparisons to periods when such assets did not exist. The following table shows the adjustments made between the GAAP and NON-GAAP measurements:

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GAAP Measurement Calculation<br>Return on Average<br>Assets<br>Return on Average Equity<br>Non- GAAP<br>Measurement<br>Return on Average<br>Tangible Assets<br>Return on Average<br>Tangible Equity<br>Efficiency Ratio<br>Net Income / Average Assets<br>Net Income / Average Equity<br>Calculation<br>Net Income plus Intangible Amortization / Average Assets less Average Intangible Assets<br>Net Income plus Intangible Amortization / Average Equity less Average Intangible Assets<br>Noninterest Expense / Tax Equivalent Net Interest Income plus Noninterest Income (excluding Security Gains/Losses and Other Than Temporary Impairment)

## Net Interest Income

The most important source of the Corporation's earnings is net interest income, which is defined as the difference between income on interest-earning assets and the expense of interest-bearing liabilities supporting those assets. Principal categories of interest-earning assets are loans and securities, while deposits, securities sold under agreements to repurchase (Repos), short-term borrowings and long-term debt are the principal categories of interest-bearing liabilities. Demand deposits enhance net interest income because they are noninterest-bearing deposits. For the purpose of this discussion, balance sheet items refer to the average balance for the period and net interest income is adjusted to a fully taxable-equivalent basis. This tax-equivalent adjustment facilitates performance comparisons between taxable and tax-free assets by increasing the tax-free income by an amount equivalent to the Federal income taxes that would have been paid if this income were taxable at the Corporation's $34 \%$ Federal statutory rate.

Tax equivalent interest income for the second quarter of 2012 decreased $\$ 753$ thousand quarter-over-quarter. Average interest-earning assets increased $\$ 47.9$ million from 2011 , but the yield on these assets decreased by 54 basis points to $4.25 \%$. The average balance of investment securities decreased $\$ 1.8$ million while average loans decreased $\$ 25$ thousand quarter-over-quarter. Average commercial loans increased $\$ 15.6$ million, but the increase was partially offset by a decrease in the average balance of mortgage and consumer loans. Average mortgage loans decreased $\$ 5.6$ million, as the majority of new mortgage originations are sold in the secondary market and the portfolio continues to runoff. Average consumer loans, including home equity loans, decreased $\$ 10.0$ million, as consumers continue to borrow less.

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Interest expense was $\$ 1.8$ million for the second quarter, a decrease of $\$ 597$ thousand from the 2011 total of $\$ 2.4$ million. Average interest-bearing liabilities increased $\$ 43.6$ million to $\$ 841.2$ million for 2012 from an average balance of $\$ 797.6$ million in 2011. The average cost of these liabilities decreased from $1.21 \%$ in 2011 to $.86 \%$ in 2012. Average interest-bearing deposits increased $\$ 67.5$ million, due to increases in interest checking and savings accounts ( $\$ 12.6$ million), and money management deposits ( $\$ 63.5$ million). The cost of interest-bearing deposits decreased from $1.04 \%$ to $.70 \%$. Securities sold under agreements to repurchase (Repos) decreased $\$ 11.9$ million on average over the prior year quarter while the average rate decreased from $.25 \%$ in 2011 to $.15 \%$ in 2012. The average balance of long-term debt decreased by $\$ 12.0$ million due to scheduled amortization and maturities.

The changes in the balance sheet and interest rates resulted in a decrease in tax equivalent net interest income of $\$ 156$ thousand to $\$ 8.6$ million in 2012 from $\$ 8.7$ million in 2011. The Bank's net interest margin decreased from $3.76 \%$ in 2011 to $3.51 \%$ in 2012. The decrease in the net interest margin is the result of a decrease in the rate on interest-earning assets of 54 basis points, while the yield on interest-bearing liabilities only decreased 35 basis points. Net interest income increased $\$ 106$ thousand during the quarter, with $\$ 77$ thousand of the increase from volume and $\$ 29$ thousand from rates.

With interest rates forecast to remain at current levels through at least 2014, the Bank does not expect any increase in the yield for several years. As a result, it is likely that the cost of interest-bearing deposits will continue to be reduced in an effort to maintain the net interest margin.

The following table shows a comparative analysis of average balances, asset yields and funding costs for the three months ended June 30, 2012 and 2011. These components drive changes in net interest income.
(Dollars in thousands)
For the Three Months Ended June 30



All nontaxable interest income has been adjusted to a tax-equivalent basis, using a tax rate of $34 \%$.

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## Provision for Loan Losses

For the second quarter of 2012, the provision expense was $\$ 825$ thousand versus $\$ 1.8$ million in 2011. For more information refer to the Loan Quality and Allowance for Loan Losses discussion in the Financial Condition section.

## Noninterest Income

For the second quarter of 2012, noninterest income increased $\$ 67$ thousand from the same period in 2011. Investment and trust service fees were unchanged, while loan service charges increased $\$ 38$ thousand due to the volume of mortgage refinancing. Mortgage banking fees increased $\$ 18$ thousand, as the 2012 impairment charge was $\$ 27$ thousand less than the prior year's impairment charge. Deposit service charges decreased $\$ 118$ thousand due to lower retail overdraft fees and less retail checking service charge fees. Other service charges and fees increased $\$ 89$ thousand primarily due to an increase in ATM fees, while debit card income increased $\$ 35$ thousand due to increased volume. Other income decreased due to several nonrecurring items. Securities gains of $\$ 21$ thousand were recorded during 2012 from bonds called prior to maturity, compared to none during the three months ended June 30, 2011. There were no other than temporary impairment charges recorded in 2012, compared to $\$ 55$ thousand on two bonds in 2011.

The following table presents a comparison of noninterest income for the three months ended June 30, 2012 and 2011:

|  | For the Three Months Ended <br> June 30 |  |  | Change <br> (Dollars in thousands) |
| :--- | :--- | :--- | :--- | :--- |
|  | 2012 | 2011 |  |  |
| Amount $\%$ |  |  |  |  |

## Noninterest Expense

Noninterest expense for the second quarter of 2012 was $\$ 7.6$ million compared to $\$ 7.4$ million in 2011. The increase in salaries and benefits was primarily due to annual salary adjustments ( $\$ 230$ thousand) and pension expense ( $\$ 101$ thousand), but these increases were partially offset by a $\$ 28$ thousand decrease in health insurance expense, due to lower claims expense during the quarter from the Bank's participation in a self-insured health insurance plan. Occupancy expense remained flat quarter-over-quarter, while advertising expense increased $\$ 45$ thousand, due to a marketing campaign to take advantage of the disruptions in our local market from mergers and institutions with regulatory issues. Legal and professional expenses increased $\$ 16$ thousand due to expenses from matters arising in the ordinary course of business, while data processing fees decreased $\$ 47$ thousand from cost savings due to the core system conversion. Other expenses decreased $\$ 148$ thousand due to a prepayment penalty of $\$ 172$ thousand on an FHLB term loan in the second quarter of 2011.

The following table presents a comparison of noninterest expense for the three months ended June 30, 2012 and 2011:

| (Dollars in thousands) | For the Three Months Ended <br> June 30 |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  | Change |  |
| Noninterest Expense | 2012 | 2011 | Amount\% |  |

## Income Taxes

For the second quarter of 2012 the Corporation recorded a Federal income tax expense of $\$ 356$ thousand compared to a tax benefit of $\$ 447$ thousand for the same quarter in 2011. For the second quarter of 2011, the Corporation recorded a Federal income tax benefit of $\$ 447$ thousand. During the second quarter of 2011, an internal review discovered that tax-exempt commercial loans booked in the fourth quarter of 2008, during 2009 and 2010 and in the first quarter of 2011 were not properly coded as tax-exempt in the Bank's core processing system. This resulted in the income from these loans being recorded as taxable income and the benefit of the tax-exempt status was not reflected in the Corporation's income tax calculation. After a thorough review of the affected loans to determine the unrecorded tax benefit, and consultation with the Corporation's internal and external audit firms, the Corporation deemed the adjustment to be immaterial to the consolidated financial statements for the current and prior year and therefore, no prior period adjustment was required. The Corporation recorded the past income tax benefits during the second quarter of 2011. The adjustment to income tax expense for the second quarter was a credit of approximately $\$ 660$ thousand attributable to the years 2008, 2009 and 2010 and approximately $\$ 95$ thousand attributable to the first quarter of 2011. The effective tax rate for the second quarter of 2012 was $15.7 \%$ compared to a tax-credit in the second quarter of 2011. Without the adjustments for past periods, the effective tax rate for the second quarter of 2011 would have been $16.2 \%$. All taxable income for the Corporation is taxed at a rate of $34 \%$.

Comparison of the six months ended June 30, 2012 to the six months ended June 30, 2011:

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## Net Interest Income

Tax equivalent interest income for the first half of 2012 decreased by $\$ 936$ thousand compared to 2011. Average interest-earning assets increased $\$ 47.3$ million from 2011, but the yield on these assets decreased by 46 basis points. The average balance of investment securities was flat year over year. Total average loans increased $\$ 2.3$ million year over year. Average commercial loans increased $\$ 20.2$ million, but the increase was partially offset by a decrease in the average balance of mortgage and consumer loans. Average mortgage loans decreased $\$ 7.4$ million, as the majority of new mortgage originations are sold in the secondary market and the portfolio continues to runoff. Average consumer loans, including home equity loans, decreased $\$ 10.5$ million, as consumers continue to borrow less.

Interest expense was $\$ 3.8$ million for the first half of 2012, a decrease of $\$ 1.0$ million from $\$ 4.8$ million in 2011. Average interest-bearing liabilities increased $\$ 41.7$ million to $\$ 824.0$ million for 2012 from an average balance of $\$ 782.4$ million in 2011. The average cost of these liabilities decreased from $1.24 \%$ in 2011 to $0.92 \%$ in 2012. Average interest-bearing deposits increased $\$ 64.9$ million, due to increases in interest checking and savings accounts ( $\$ 12.8$ million) and money management deposits ( $\$ 56.0$ million), but these increases were partially offset by decreases in certificates of deposit ( $\$ 3.9$ million). The cost of interest-bearing deposits decreased from $1.05 \%$ to $.76 \%$. Securities sold under agreements to repurchase have decreased $\$ 6.8$ million on average over the prior year and the average rate has decreased to $.15 \%$ from $.25 \%$ a year earlier. The average balance of long-term debt decreased by $\$ 16.1$ million due to scheduled amortization and maturities.

The changes in the balance sheet and interest rates resulted in an increase in tax equivalent net interest income of \$99 thousand to $\$ 16.9$ million in 2012 compared to $\$ 16.8$ million in 2011. The Bank's net interest margin decreased to $3.54 \%$ in 2012 from $3.72 \%$ in 2011. The decrease in the net interest margin is the result of a decrease in the rate on interest-earning assets of 46 basis points, while the yield on interest-bearing liabilities only decreased 32 basis points. Net interest income increased $\$ 195$ thousand during the year, with a $\$ 296$ thousand increase from volume, which was offset by $\$ 101$ thousand decrease from rates.

With interest rates forecast to remain at current levels through at least 2014, the Bank does not expect any increase in the yield for several years. As a result, it is likely that the cost of interest-bearing deposits will continue to be reduced in an effort to maintain the net interest margin.

The following table shows a comparative analysis of average balances, asset yields and funding costs for the six months ended June 30, 2012 and 2011. These components drive changes in net interest income.


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Tax equivalent adjustment
(758
)
(854 )
Net interest income

All nontaxable interest income has been adjusted to a tax-equivalent basis, using a tax rate of $34 \%$.

All amounts have been adjusted to a tax-equivalent basis using a tax rate of $34 \%$. Investments include the average unrealized gains or losses. Loan balances include nonaccruing loans and are gross of the allowance for loan losses.

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## Provision for Loan Losses

For the first six months of 2012, the provision expense was $\$ 2.8$ million versus $\$ 2.7$ million in 2011 . For more information concerning loan quality and the allowance for loan losses, refer to the Loan discussion in the Financial Condition section.

## Noninterest Income

For the first six months of 2012, noninterest income increased slightly to $\$ 5.1$ million compared to $\$ 4.9$ million in the same period in 2011. Investment and trust service fees increased $\$ 36$ thousand due to higher income from estate fees. Loan service charges decreased $\$ 171$ thousand, as 2011 contained a large prepayment penalty on a commercial loan. This loan was match funded with an FHLB advance and the fee to prepay the FHLB advance is recorded in other expense for 2011. Mortgage banking fees increased year-over-year as 2012 had a net reversal of previously recorded impairment charges of $\$ 44$ thousand compared to a net impairment charge of $\$ 31$ thousand in 2011. Mortgage servicing income was less in 2012 compared to 2011. Deposit service charges decreased $\$ 180$ thousand in 2012 due to a decrease in retail overdraft fees and retail checking service charges. The reduction in overdraft fees and checking service charges is the result of changes the Bank made in response to regulatory guidance on best practices. Other service charges and fees increased primarily due to ATM fees, while debit card income was up $\$ 75$ thousand due to increased volume. Other income increased $\$ 36$ thousand mainly due to an insurance recovery on a prior period loss. No other-than-temporary impairment charges were taken in 2012 compared to $\$ 55$ thousand on two bonds in 2011. The Corporation also had realized gains of $\$ 21$ thousand from bonds called prior to maturity, compared to $\$ 11$ thousand on the sale of equity securities in 2011.

The following table presents a comparison of noninterest income for the six months ended June 30, 2012 and 2011:

| (Dollars in thousands) | For the Six Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 |  | Change |  |  |
|  | 2012 | 2011 |  | Amoun |  |
| Noninterest Income |  |  |  |  |  |
| Investment and trust services fees | \$ 2,026 | \$ 1,990 |  | \$36 | 1.8 |
| Loan service charges | 541 | 712 |  | (171) | (24.0) |
| Mortgage banking activities | 20 | (35 | ) | 55 | 157.1 |
| Deposit service charges and fees | 954 | 1,134 |  | (180) | (15.9) |
| Other service charges and fees | 448 | 250 |  | 198 | 79.2 |
| Debit card income | 570 | 495 |  | 75 | 15.2 |
| Increase in cash surrender value of life insurance | 334 | 340 |  | (6) | (1.8) |
| Other | 142 | 106 |  | 36 | 34.0 |
| OTTI losses on securities | - | (370 | ) | 370 | - |


| Less: Loss recognized in other comprehensive income (before taxes) | - | $(315$ | 315 | - |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Net OTTI losses recognized in earnings | - | $(55$ | $)$ | 55 | - |
| Securities gains (losses), net | 21 | 11 | 10 | 90.9 |  |
| Total noninterest income | $\$ 5,056$ | $\$ 4,948$ | $\$ 108$ | 2.2 |  |

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## Noninterest Expense

Noninterest expense for the first six months of 2012 totaled $\$ 14.6$ million compared to $\$ 14.5$ million in the same period in 2011. The increase in salaries and benefits was primarily due to annual salary adjustments and filling open positions ( $\$ 500$ thousand), as well as an increase in pension expense ( $\$ 184$ thousand), but these increases were partially offset by a $\$ 277$ thousand decrease in health insurance expense, due to lower claims expense during the year from the Bank's participation in a self-insured health insurance plan. Advertising expense increased $\$ 67$ thousand due to a marketing campaign to take advantage of the disruptions in our local market from mergers, branch closings and other competitive opportunities. Legal and professional fees increased due to expenses involving matters arising in the ordinary course of business. FDIC insurance decreased $\$ 39$ thousand, as the FDIC assessment decreased due to a new calculation method implemented by the FDIC in the third quarter of 2011. Other expenses decreased $\$ 248$ thousand due to prepayment penalties on three FHLB advances in 2011 totaling $\$ 344$ thousand.

The following table presents a comparison of noninterest expense for the six months ended June 30, 2012 and 2011:
(Dollars in thousands) For the Six Months Ended

|  | June 30 |  | Change |  |  |
| :--- | :--- | :--- | :--- | :--- | :---: |
| Noninterest Expense | 2012 | 2011 | Amount\% |  |  |
| Salaries and benefits | $\$ 7,956$ | $\$ 7,596$ | $\$ 360$ | 4.7 |  |
| Net occupancy expense | 1,011 | 1,028 | $(17$ | $(1.7)$ |  |
| Furniture and equipment expense | 427 | 437 | $(10$ | $)$ |  |
| Advertising | 710 | 643 | 67 | 10.4 |  |
| Legal and professional fees | 539 | 515 | 24 | 4.7 |  |
| Data processing | 853 | 868 | $(15)$ | $(1.7)$ |  |
| Pennsylvania bank shares tax | 373 | 337 | 36 | 10.7 |  |
| Intangible amortization | 218 | 224 | $(6$ | $(2.7)$ |  |
| FDIC insurance | 528 | 567 | $(39)$ | $(6.9)$ |  |
| Other | 1,991 | 2,239 | $(248)$ | $(11.1)$ |  |
| Total noninterest expense | $\$ 14,606$ | $\$ 14,454$ | $\$ 152$ | 1.1 |  |

## Income taxes

Federal income tax expense was $\$ 575$ thousand in 2012 compared to $\$ 199$ thousand in 2011. During the second quarter of 2011, an internal review discovered that tax-exempt commercial loans booked in the fourth quarter of 2008, during 2009 and 2010 and in the first quarter of 2011 were not properly coded as tax-exempt in the Bank's core processing system. This resulted in the income from these loans being recorded as taxable income and the benefit of the tax-exempt status was not reflected in the Corporation's income tax calculation. After a thorough review of the affected loans to determine the unrecorded tax benefit, and consultation with the Corporation's internal and external audit firms, the Corporation deemed the adjustment to be immaterial to the consolidated financial statements for the

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current and prior year and therefore, no prior period adjustment was required. The Corporation recorded the past income tax benefits during the second quarter of 2011. The adjustment to income tax expense for the second quarter was a credit of approximately $\$ 660$ thousand attributable to the years 2008, 2009 and 2010 and approximately $\$ 95$ thousand attributable to the first quarter of 2011. Due to the income tax benefit recorded in the second quarter of 2011, the effective tax rate was only $5.25 \%$ for the first six months of 2011 . Without the adjustments for past periods, the effective tax rate for 2011 would have been $22.6 \%$. The effective tax rate for 2012 was $14.9 \%$. All taxable income for the Corporation is taxed at a rate of $34 \%$.

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## Financial Condition

## Summary:

At June 30, 2012, assets totaled $\$ 1.057$ million, an increase of $\$ 67.3$ million from the 2011 year-end balance of $\$ 990.2$ million. Investment securities increased $\$ 7.5$ million, while net loans increased $\$ 2.1$ million. Deposits were up $\$ 68.7$ million in 2012 due primarily to increases in noninterest-bearing and money management deposits. Shareholders' equity increased $\$ 2.7$ million during the first six months as retained earnings increased approximately $\$ 1.5$ million, accumulated other comprehensive loss improved $\$ 511$ thousand and the Corporation's Dividend Reinvestment Plan (DRIP) added an additional $\$ 740$ thousand in new capital.

## Cash and Cash Equivalents

Cash and cash equivalents totaled $\$ 91.1$ million at June 30, an increase of $\$ 57.0$ million from the prior year-end balance of $\$ 34.1$ million. The increase is due to large inflows of deposits as well as slow loan growth opportunities. The funds are invested in interest-bearing deposit accounts, primarily at the Federal Reserve.

## Investment Securities:

The investment portfolio totaled $\$ 132.8$ million at June 30, up $6.0 \%$ from the prior year-end balance of $\$ 125.3$ million. The portfolio continues to be comprised primarily of municipal securities ( $43 \%$ of the portfolio) and mortgage-backed securities ( $41 \%$ of the portfolio). The majority of the municipal securities portfolio ( $77 \%$ ) is in held in tax-exempt bonds and the majority of the mortgage-backed securities portfolio ( $95 \%$ ) is held in U.S. Agency bonds. The Bank increased its purchases of securities during the second quarter with $\$ 19.6$ million invested compared to only $\$ 6.5$ million in the first quarter. Purchases continue to be concentrated in U.S. Agency mortgage-backed securities and municipal securities (both tax-free and taxable). The investment portfolio had a net unrealized gain of $\$ 1.9$ million at the end of the quarter, an improvement of $\$ 479$ thousand over year-end 2011. The municipal bond sector shows the largest net unrealized gain, while the trust-preferred sector has the largest net unrealized loss. The portfolio averaged $\$ 129.1$ million for the year with a yield of $3.11 \%$ compared to an average of $\$ 129.5$ million and a yield of $3.52 \%$ for the first half of 2011. The Bank expects the yield on the portfolio to continue to decline as higher yielding bonds pay-down or mature and reinvestment yields remain low.

The equity portfolio is comprised of bank stocks and the Bank and the Corporation each maintain separate equity investment portfolios. The municipal bond portfolio is well diversified geographically (issuers from within 26 states)

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and is comprised primarily of general obligation bonds (68\%). Most municipal bonds have credit enhancements in the form of private bond insurance or other credit support. The largest municipal bond exposure is to twenty issuers in the state of Texas with a fair value of $\$ 9.7$ million and eleven issuers in the state of Pennsylvania with a fair value of $\$ 7.0$ million. The municipal bond portfolio contains a fair value of $\$ 53.5$ million of bonds rated A or higher and a fair value of $\$ 2.1$ million of bonds that are not rated by a nationally recognized rating agency. No municipal bonds are rated below investment grade.

The Bank has a corporate bond portfolio with a fair value $\$ 2.2$ million spread between three issuers representing financial services companies. These bonds are fixed and floating rate bonds with ratings ranging from A3 to B1. The trust preferred investments are comprised of seven single issuer trust preferred securities with an amortized cost of $\$ 5.9$ million and a fair value of $\$ 4.5$ million. The majority of the mortgage-backed security portfolio is comprised of U.S. Government Agency products. However, the Bank has seven private-label mortgage backed securities (PLMBS) with an amortized cost of $\$ 2.9$ million and a fair value of $\$ 2.6$ million.

The amortized cost and estimated fair value of investment securities available for sale as of June 30, 2012 and December 31, 2011 are:

| (Dollars in thousands) |  | Gross | Gross |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized | Unrealized | Unrealized | Fair |
| June 30, 2012 | Cost | Gains | Losses | Value |
| Equity securities | \$2,105 | \$ 90 | \$ (272 | ) \$1,923 |
| U.S. Government agency securities | 12,219 | 105 | (26 | ) 12,298 |
| Municipal securities | 54,684 | 2,902 | (118 | ) 57,468 |
| Corporate debt securities | 2,251 | 26 | (52 | 2,225 |
| Trust preferred securities | 5,898 | - | (1,352 | ) 4,546 |
| Agency mortgage-backed securities | 50,788 | 1,044 | (121 | ) 51,711 |
| Private-label mortgage-backed securities | 2,890 | - | (304 | 2,586 |
| Asset-backed securities | 63 | - | (16 | 47 |
|  | \$ 130,898 | \$ 4,167 | \$ (2,261 | ) \$132,804 |
| (Dollars in thousands) |  | Gross | Gross |  |
|  | Amortized | Unrealized | Unrealized | Fair |
| December 31, 2011 | Cost | Gains | Losses | Value |
| Equity securities | \$2,105 | \$ 11 | \$ (357 | ) \$1,759 |
| U.S. Government agency securities | 13,159 | 75 | (5 | ) 13,229 |
| Municipal securities | 42,490 | 2,598 | (7 | 45,081 |
| Corporate debt securities | 2,484 | 49 | (119 | ) 2,414 |
| Trust preferred securities | 5,890 | - | (1,272 | ) 4,618 |
| Agency mortgage-backed securities | 54,314 | 1,159 | (188 | ) 55,285 |
| Private-label mortgage-backed securities | 3,366 | 1 | (500 | ) 2,867 |
| Asset-backed securities | 66 | - | (18 | ) 48 |
|  | \$ 123,874 | \$ 3,893 | \$ (2,466 | ) \$125,301 |

The following table provides additional detail about the Bank's trust preferred securities as of June 30, 2012:

Trust Preferred Securities
(Dollars in thousands)

| Deal Name | Single <br> Issuer or <br> Pooled | Class | Amortized Cost |  | Gross ulenreal Gain ( |  | Lowest <br> Credit <br> Rating <br> Assigned | Number of Banks Currently Performing | Deferrals and Defaults as \% of Original Collateral | Expect <br> Default <br> Percen <br> Remain <br> Collate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Huntington Cap Trust | Single | Preferred Stock | \$931 | \$714 | \$(217 |  | B | 1 | None | None |
| Huntington Cap Trust II | Single | Preferred Stock | 878 | 685 | (193 |  | B | 1 | None | None |
| BankAmerica Cap III | Single | Preferred Stock | 958 | 709 | (249 |  | BB | 1 | None | None |
| Wachovia Cap Trust II | Single | Preferred Stock | 274 | 228 | (46 |  | Baa2 | 1 | None | None |
| Corestates Captl Tr II | Single | Preferred Stock | 927 | 765 | (162 |  | Baa1 | 1 | None | None |
| Chase Cap VI JPM | Single | Preferred Stock | 958 | 711 | (247 |  | BBB | 1 | None | None |
| Fleet Cap Tr V | Single | Preferred Stock | 972 | 734 | (238 |  | BB | 1 | None | None |
|  |  |  | \$5,898 | \$4,546 | \$(1,35 |  |  |  |  |  |

The following table provides additional detail about private label mortgage-backed securities as of June 30, 2012:

Private Label Mortgage Backed Securities


The investment portfolio contained 65 securities with $\$ 34.1$ million of temporarily impaired fair value and $\$ 2.3$ million in unrealized losses. The unrealized loss position is less than at year-end 2011 , but there are more securities with an unrealized loss and the temporarily impaired fair value is higher due to an increase in the fair value of municipal bonds with an unrealized loss. The trust preferred sector continues to show the largest unrealized loss at $\$ 1.4$ million on seven securities, virtually unchanged from the prior-year end.

For securities with an unrealized loss, Management applies a systematic methodology in order to perform an assessment of the potential for "other-than-temporary" impairment. In the case of debt securities, investments considered for "other-than-temporary" impairment: (1) had a specified maturity or repricing date; (2) were generally expected to be redeemed at par, and (3) were expected to achieve a recovery in market value within a reasonable period of time. In addition, the Bank considers whether it intends to sell these securities or whether it will be forced to sell these securities before maturity. Equity securities are assessed for other-than-temporary impairment based on the length of time of impairment, dollar amount of the impairment and general market and financial conditions relating to specific issues. Accordingly, the impairments identified on debt and equity securities and subjected to the assessment at June 30, 2012 were deemed to be temporary and required no further adjustment to the financial statements, unless otherwise noted.

The following table reflects temporary impairment in the investment portfolio (excluding restricted stock), aggregated by investment category, length of time that individual securities have been in a continuous unrealized loss position and the number of securities in each category as of June 30, 2012 and December 31, 2011:
(Dollars in thousands)
Equity securities
U.S. Government agency securities
Municipal securities
Corporate debt securities
Trust preferred securities
Agency mortgage-backed securities
Private-label mortgage-backed securities
Asset-backed securities
Total temporarily impaired securities

June 30, 2012

| Less than 12 months |  |  |  | 12 months or more |  |  | Total |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fair | Unrealized |  |  | Fair | Unrealized |  |  | Fair | Unrealized |  |  |
| Value | Losses |  | Num | ervalue | Losses |  | Num | eValue | Losses |  | Number |
| \$ 129 | \$ (5 | ) | 3 | \$ 1,205 | \$ (267 | ) | 13 | \$ 1,334 | \$ (272 | ) | 16 |
| 4,944 | (24 | ) | 5 | 1,257 | (2 | ) | 5 | 6,201 | (26 | ) | 10 |
| 4,854 | (118 | ) | 5 | - | - |  | - | 4,854 | (118 | ) | 5 |
| - | - |  | - | 1,954 | (52 | ) | 2 | 1,954 | (52 | ) | 2 |
| - | - |  | - | 4,546 | (1,352 | ) | 7 | 4,546 | (1,352 | ) | 7 |
| 7,008 | (42 | ) | 8 | 5,613 | (79 | ) | 8 | 12,621 | (121 | ) | 16 |
| 924 | (38 | ) | 2 | 1,662 | (266 | ) | 4 | 2,586 | (304 | ) | 6 |
| - | - |  | - | 47 | (16 | ) | 3 | 47 | (16 | ) | 3 |
| \$ 17,859 | \$ (227 | ) | 23 | \$ 16,284 | \$ (2,034 | ) | 42 | \$34,143 | \$ (2,261 | ) | 65 |

(Dollars in thousands)
Equity securities
U.S. Government agency securities
Municipal securities
Corporate debt securities
Trust preferred securities
Agency mortgage-backed securities
Private-label mortgage-backed securities
Asset-backed securities
Total temporarily impaired
securities

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unchanged from the prior year-end. Trust-preferred securities held by the Bank are single entity issues, not pooled trust preferred securities. Therefore, the impairment review of these securities is based only on the issuer and the security cannot be impaired by the performance of other issuers as if it was a pooled trust-preferred bond. All of the Bank's trust preferred securities are single issue, variable rate notes with long maturities (2027-2028) from companies that received money (and in some cases paid back) from the Troubled Asset Relief Program (TARP), continue to pay dividends and have raised capital. None of these bonds have suspended or missed a dividend payment. At June 30, 2012, the Bank believes it will be able to collect all interest and principal due on these bonds and no other-than-temporary-impairment charges were recorded. See the Trust Preferred Securities table for additional information.

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The PLMBS sector shows an unrealized loss of $\$ 304$ thousand, an improvement over the $\$ 500$ thousand unrealized loss at December 31, 2011. These bonds were all rated AAA at time of purchase, but have since experienced rating declines. Some have experienced increased delinquencies and defaults, while others have seen the credit support increase as the bonds paid-down. The Bank monitors the performance of the PLMBS investments on a regular basis and reviews delinquencies, default rates, credit support levels and various cash flow stress test scenarios. In determining the credit related loss, Management considers all principal past due 60 days or more as a loss. If additional principal moves beyond 60 days past due, it will also be considered a loss. As a result of the analysis on PLMBS it was determined that no impairment charges were required at June 30, 2012. The Bank has recorded $\$ 390$ thousand of cumulative impairment charges on this portfolio. Management continues to monitor these securities and it is possible that additional write-downs may occur if current loss trends continue. The Bank is currently participating in a class-action lawsuit against one PLMBS servicer that centers on defective warranties and representations made as part of the underwriting process. See the PLMBS table above for additional information.

The following table represents the cumulative credit losses on securities recognized in earnings as of June 30, 2012.

|  | Six Months <br> (Dollars in thousands) | Ended |
| :--- | :--- | :--- |
|  | June 30, 2012 |  |
| Balance of cumulative credit losses on securities, January 1, 2012 | $\$ 390$ |  |
| Additions for credit losses recorded which were not previously recognized as componenets of earnings | - |  |
| Balance of cumulative credit losses on securities, June 30, 2012 | $\$ 390$ |  |

The Bank held $\$ 4.5$ million of restricted stock at June 30, 2012. Except for $\$ 30$ thousand, this investment represents stock in FHLB Pittsburgh. The Bank is required to hold this stock to be a member of FHLB and it is carried at cost of $\$ 100$ per share. In December 2008, FHLB announced it would suspend its regular cash dividend and the regular repurchase of excess capital stock from its members as part of its capital restoration plan. However, FHLB has made stock repurchases of $\$ 487$ thousand during the year. In addition, FHLB paid a small dividend during the year. Despite these actions, it does not appear as if FHLB has resumed its past practice of redeeming excess capital stock on a regular basis or paying a regular dividend. FHLB stock is evaluated for impairment primarily based on an assessment of the ultimate recoverability of its cost. As a government sponsored entity, FHLB has the ability to raise funding through the U.S. Treasury that can be used to support its operations. There is not a public market for FHLB stock and the benefits of FHLB membership (e.g., liquidity and low cost funding) add value to the stock beyond purely financial measures. Management intends to remain a member of the FHLB and believes that it will be able to fully recover the cost basis of this investment.

## Loans:

Residential real estate: This category is comprised of consumer purpose loans secured by residential real estate and to a lesser extent, commercial purpose loans secured by residential real estate. Total residential real estate loans remained

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flat in 2012 compared to 2011. The consumer purpose category represents traditional residential mortgage loans and home equity products. Both of these categories declined in 2012 from the 2011 total. The majority of the mortgages generated by the Bank are not held in the Bank's portfolio, but sold in the secondary markets. They are originated for a fee as part of a third party brokerage agreement. In 2012, the Bank originated approximately $\$ 8.6$ million in mortgages for a fee through this brokerage agreement. During 2012, the Bank plans to hold specifically identified mortgages it originates; however, if the volume of new mortgages booked is not sufficient to offset the amortization in the portfolio, the balance will decline again in 2012. Home equity lending has been slowed by the recent recession. Many consumers have seen equity in their homes disappear or have been reluctant to borrow due to uncertainty in the economy. Despite low rates, the Bank expects that home equity lending will not improve significantly until the overall economy improves. Commercial purpose loans in this category, which grew $\$ 2.2$ million from prior year-end, represent loans made for various business needs, but are secured with residential real estate. In addition to the real estate collateral, it is possible that additional security is provided by personal guarantees or UCC filings. These loans are underwritten as commercial loans.

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Residential real estate construction: The largest component of this category represents loans to residential real estate developers. This category declined significantly during 2012, decreasing by $24.9 \%$. The majority of this decrease is offset by the increase in the commercial real estate portfolio as loans were reclassified to more accurately reflect the collateral or purpose of the loan. Real estate construction loans, especially land development loans, may provide an interest reserve in order to assist the developer during the development stage when minimal cash flow is generated. All real estate construction loans are underwritten in the same manner, regardless of the use of an interest reserve. At June 30, 2012, the Bank had $\$ 26.0$ million in real estate loans funded with an interest reserve and has capitalized $\$ 2.4$ million of interest from these reserves on active projects. Real estate construction loans are monitored on a regular basis by either an independent third party inspector or the assigned loan officer depending on loan amount or complexity of the project. This monitoring process includes at a minimum, the submission of invoices and American Institute of Architects documents of costs incurred by the borrower, on-site inspections, and a signature by the assigned loan officer for disbursement of funds. Year-to-date, the Bank has recognized $\$ 211$ thousand of interest income that was funded by interest reserve accounts.

Commercial loans and commercial real estate: Commercial lending continues to be the engine that is driving loan growth in the Bank. Loans in this category include commercial, industrial, farm, agricultural, and municipal government loans. Collateral for these loans may include, commercial real estate, farm real estate, equipment or other business assets. Total commercial loans increased to $\$ 551.5$ million from $\$ 541.7$ million at the end of 2011. Low rates continue to make variable rate loans attractive to borrowers. However, theses are not as beneficial to the Bank and it has imposed rate floors on most new and refinanced loans during the year.

Commercial real estate loans increased $3.6 \%$ from year-end 2011, with a portion of this increase being offset by the decrease in the residential real estate construction portfolio as loans were reclassified to more accurately reflect the collateral or purpose of the loan. The largest sectors (by collateral) in the commercial real estate category are: development land ( $\$ 64.9$ million), hotels and motels ( $\$ 48.0$ million), farm land ( $\$ 41.0$ million), office buildings ( $\$ 39.7$ million) and shopping centers ( $\$ 23.9$ million). Commercial loans decreased $1.8 \%$ due primarily to one municipal credit of $\$ 7.3$ million that paid off in the first quarter of 2012. The largest sectors (by industry) in the commercial loan category are: manufacturing ( $\$ 22.1$ million), construction ( $\$ 19.8$ million) and retail trade ( $\$ 18.5$ million). The Bank is very active in its market in pursuing commercial lending opportunities, but supplements in-market growth with purchased loan participations. The Bank purchases commercial loan participations in an effort to increase its commercial lending and diversify its loan mix, both geographically and by industry sector. Purchased loans are originated primarily within the south central Pennsylvania market and are purchased from only a few select counter parties. These loans usually represent an opportunity to participate in larger credits that are not available in market, with the benefit of lower origination and servicing costs. In 2012, the Bank purchased $\$ 540$ thousand of loan participations and commitments. At June 30, 2012, the Bank held $\$ 145.8$ million in purchased loan participations in its portfolio compared to $\$ 152.9$ million at year-end 2011. The Bank expects that commercial lending will continue to be the primary area of loan growth in the future via in-market and loan participation activity.

At June 30, 2012, the Bank had $\$ 28.8$ million in loans with loan to value ratios that exceeded supervisory loan to value limits. These loans totaled approximately $32 \%$ of risk-based capital. The largest sectors of these loans are $\$ 21.6$ million for land development and $\$ 5.0$ million for commercial real estate. In most circumstances, the Bank's internal loan-to-value limits are equal to or lower than the supervisory limits. Management tracks these exceptions and reports
these exposures to the Credit Risk Oversight Committee of the Board of Directors.

Consumer loans decreased $\$ 1.7$ million due primarily to regular payments and maturities. The consumer portfolio will continue to run-down, as consumers are unwilling to increase their debt.

The following table presents a summary of loans outstanding, by primary collateral as of:


## Loan Quality:

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Management utilizes a risk rating scale ranging from 1 (Prime) to 9 (Loss) to evaluate loan quality. This risk rating scale is used primarily for commercial purpose loans. Consumer purpose loans are identified as either a pass or substandard rating. Substandard consumer loans are loans that are 90 days or more past due and still accruing or on nonaccrual. Loans rated $1-4$ are considered pass credits. Loans that are rated 5 are pass credits, but have been identified as credits that are likely to warrant additional attention and monitoring. Loans rated 6 (OAEM) or worse begin to receive enhanced monitoring and reporting by the Bank. The following factors represent some of the factors used in determining the risk rating of a borrower: cash flow, debt coverage, liquidity, management, and collateral. Risk ratings are generally reviewed annually for term debt and at renewal for revolving or renewing debt. The Bank monitors loan quality by continually reviewing four measurements: (1) watch list loans (loans risk rated 6 or worse), (2) delinquent loans (primarily nonaccrual loans and loans past due 90 days or more), (3) other real estate owned (OREO), and (4) net-charge-offs. Management compares trends in these measurements with the Bank's internally established targets, as well as its national peer group.

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The watch list includes loans rated 6 (OAEM), 7 (Substandard), and 8 (Doubtful). The watch list is the Bank's broadest review of loan quality. Loans on the watch list are adversely classified because the borrowers are, or may be experiencing a weakening financial condition that may result in a payment default. If these trends continue, the Bank has an increasing likelihood that it will need to liquidate collateral for repayment. The Bank's watch list includes loans that may or may not be delinquent or on nonaccrual, loans that may or may not be considered impaired, and potential problem loans. At June 30, 2012, the Bank had $\$ 109.7$ million on the watch list compared to $\$ 100.3$ million at March 31, 2012 and $\$ 93.5$ million at year-end 2011. The majority of the increase from year-end 2011 occurred in commercial real estate loans rated substandard. This category has increased $\$ 15.7$ million during the year due in part to certain real estate development projects being unable to develop or sell real estate. The Bank has no loans rated 8 (Doubtful) or 9 (Loss). Potential problem loans are included on the watch list and represent loans where the borrowers may not be able to comply with current loan terms, but excludes loans that are 90 days or more past due, and nonaccrual loans. Potential problem loans were $\$ 71.0$ million at year-end 2011 and increased to $\$ 80.2$ million at June 30, 2012. In July 2012, the Bank received a full pay-off on a $\$ 2.6$ million loan that was reported as substandard at June 30, 2012. The Bank's Loan Management Committee reviews the watch list and risk ratings on a monthly basis in order to proactively identify and manage problem loans. See Note 7 in the accompanying financial statements for a note that reports on the internal credit rating for the loan portfolio.

Delinquent loans are a result of borrowers' cash flow and/or alternative sources of cash being insufficient to repay loans. The Bank's likelihood of collateral liquidation to repay the loans becomes more probable the further behind a borrower falls, particularly when loans reach 90 days or more past due. Management monitors the performance status of loans by the use of an aging report. The aging report can provide an early indicator of loans that may become severely delinquent and possibly result in a loss to the Bank. See Note 7 in the accompanying financial statements for a note that presents the aging of payments in the loan portfolio.

Nonaccruing loans generally represent Management's determination that the borrower will be unable to repay the loan in accordance with its contractual terms and that collateral liquidation is not likely to fully repay both interest and principal. It is the Bank's policy to evaluate the probable collectability of principal and interest due under terms of loan contracts for all loans 90 -days or more past due or restructured loans. Further, it is the Bank's policy to discontinue accruing interest on loans that are not adequately secured and in the process of collection. Upon determination of nonaccrual status, the Bank subtracts any current year accrued and unpaid interest from its income, and any prior year accrued and unpaid interest from the allowance for loan losses.

The following table presents a summary of nonperforming assets:


Loan quality, as measured by the balance of nonperforming loans (nonaccrual and loans past due 90 -days or more) has increased since the prior year-end. Nonperforming loans have increased by $\$ 7$ million during the year to $\$ 29.5$ million compared to $\$ 22.5$ million at December 31, 2011. Loans 90 days or more and still accruing declined during the period; however, this was primarily the result of loans moving to nonaccrual status. Nonaccrual loans increased $\$ 10.0$ million during the year to $\$ 27.8$ million at June 30, 2012. Seventy-two percent of the total nonaccrual balance ( $\$ 27.8$

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million) is comprised of the seven credits ( $\$ 19.9$ million) shown in the following table of significant nonaccrual accounts. The following table shows the date that the credit was placed on nonaccrual and those added to nonaccrual in 2012 total $\$ 10.2$ million. Management is diligent in its workout efforts on its nonperforming loans. However, the outcome of these workout efforts is always uncertain and it is possible that other loans may become delinquent and nonperforming loans could remain at a high level due to lengthy workout periods on these loans. OREO, depending on the type of property, can also result in an extended holding period prior to disposal.

The following table provides additional information on the most significant nonaccrual accounts:

June 30, 2012
(Dollars in thousands)

|  | Balance | ALL <br> Reserve | Nonaccrual Date | Collateral | Location | Last <br> Appraisal(1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit 1 |  |  |  |  |  |  |
| Residential real estate development | \$2,069 | \$ - | Mar-12 | 1st lien Residential development land -75 acres <br> $2^{\text {nd }}$ lien residential real estate | WV | Mar-12 |
|  |  |  |  |  | PA | \$ 2,550 |
| Credit 2 | 2,612 | 454 | Dec-10 | 1st, 2nd and 3rd lien on 600+ acres | PA | Apr-12 |
| Agricultural 6 separate notes |  |  |  | of farm real estate, and equipment inventory |  | \$ 4,344 |
| Credit 3 | 3,588 | - | Dec-10 | 1 st lien on 92 acres undeveloped | PA | Jan-12 |
| Commercial real estate |  |  |  | commercial real estate |  | \$ 3,899 |
| Credit 4 | 2,558 | - | Sep-11 | 1st liens on commerical real estate | MO \& PA | Feb-12 |
| Commercial real estate |  |  |  | performance theaters and business assets |  | \$ 5,129 |
| Credit 5 | 1,017 | - | Aug-11 | 1 st lien on commecial and residential | PA | Sep-11 |
| Commercial and residential real estate |  |  |  | properties, and 70 acres |  | \$ 1,280 |
| Credit 6 | 2,744 | - | Mar-12 | 1st and 2nd commercial real estate, residential |  | Feb-12 |
| Residential real estate development |  |  |  | real estate and business assets |  | \$ 5,382 |
| Credit 7 | 3,668 | - | Jun-12 | 1st, 2nd, and 3rd liens residentail development | PA | Apr-12 |
| Residential real estate development |  |  |  | land - four tracts with 294 acres |  | \$8,795 |


| Credit 8 | 1,676 | - | Apr-12 | 1st and 2nd liens, <br> residential real estate |
| :--- | :---: | :--- | :--- | :--- |
| Residential real estate development |  |  |  |  | | PA |
| :---: |

$$
\$ 19,932 \quad \$ 454
$$

(1) Appraisal value, as reported, does not reflect the pay-off of any senior liens or any adjustment to reflect the cost to liquidate the collateral.

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Nonaccrual Credit 1 was written down by $\$ 240$ thousand in the second quarter reflecting the new appraisal value and was added to nonaccrual during the second quarter. Credit 2 provided additional real estate collated during the second quarter strengthening the Bank's collateral position. A charge-off of $\$ 1.6$ million was recorded against Credit 3 during the first quarter. This property has experienced significant declines in appraised values since origination. An appraisal on this property in 2011 resulted in a $53 \%$ reduction in value from the original appraisal and a subsequent appraisal in 2012 resulted in an additional reduction in value of $31 \%$ from 2011. Credit 4 is a TDR that is in compliance with the modified terms and is on nonaccrual until a satisfactory repayment history is established. This credit is part of a shared national credit. The Bank is working with Credit 5 to sell or auction the property. Credit 6 is a TDR that is in compliance with the modified terms and is on nonaccrual until a satisfactory repayment history is established. Credit 7 and Credit 8 were added to nonaccrual during the second quarter.

In addition to monitoring nonaccrual loans, the Bank also closely monitors impaired loans and troubled debt restructurings (TDR). A loan is considered to be impaired when, based on current information and events, it is probable that the Bank will be unable to collect all interest and principal payments due according to the originally contracted terms of the loan agreement. The Bank reviews all loans rated 7 or lower and all nonaccrual loans for impairment. All TDR loans are considered impaired loans. Impaired loans totaled $\$ 32.9$ million at June 30, 2012, up from $\$ 28.0$ million at December 31, 2011. The increase in impaired loans occurred in the commercial real estate category primarily from the addition of two large residential real estate development relationships during the first quarter. These new impaired loans were discussed as Credit 1 and Credit 6 in the previous nonaccrual loan discussion. The Bank's largest nonaccrual loans shown above are also impaired. See Note 7 in the accompanying financial statements for a note that reports on impaired loans.

A loan is considered a troubled debt restructuring (TDR) if the creditor (the Bank), for economic or legal reasons related to the debtor's financial difficulties, grants a concession to the debtor that it would not otherwise consider. At June 30, 2012, the Bank had TDR loans totaling $\$ 9.6$ million compared to $\$ 8.1$ million at year-end 2011. The Bank reviews all loans rated 5 or lower when it is providing a loan restructure, modification or new credit facility to determine if the action is a TDR. In addition, the Bank reviews all consumer loan modifications and/or policy exceptions for TDR status. If a TDR loan is placed on nonaccrual status, it remains on nonaccrual status for at least six months to ensure performance. All TDR loans are in compliance with their modified terms. One consumer real estate loan that was delinquent and out of compliance with its modified terms at March 31, 2012 is now paid current. The Bank recorded eight contracts (two relationships) for $\$ 5.4$ million as TDR loans during the year. One new TDR relationship was Credit 6 in the nonaccrual discussion. The second new TDR relationship ( 3 contracts) was a $\$ 2.2$ million commercial loan to a company in an agricultural feed business that has now paid down to $\$ 1.7$ million. During the second quarter, a TDR loan with a balance of $\$ 2.8$ million paid-off with outside financing. See Note 7 in the accompanying financial statements for a note that identifies TDR loans in the portfolio.

The Bank holds $\$ 3.3$ million of other real estate owned (OREO), comprised of various types of real estate. The largest piece of OREO (property 1 ) is several tracts of land ( $\$ 2.4$ million) intended for residential real estate development. These properties were obtained as the result of accepting a deed-in-lieu of foreclosure from the developer.

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The following table provides additional information on significant other real estate owned.

Significant Other Real Estate Owned
June 30, 2012

| (Dollars in <br> thousands) | Date |  | Last |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Acquired Balance | Collateral | Location Appraisal |  |
| Property 1 | 2011 | 2,383 | unimproved and improved real estate for residential <br> development on four separate tracts totaling 150 acres | PA | Aug-11

At June 30, 2012 and December 31, 2011, the Bank had $\$ 1.0$ million of residential properties in the process of foreclosure.

## Allowance for Loan Losses:

Management performs a monthly evaluation of the adequacy of the allowance for loan losses (ALL). The ALL is determined by a segmenting the loan portfolio based on the loan's collateral. The Bank further classifies the portfolio based on the primary purpose of the loan, either consumer or commercial. When calculating the ALL, consideration is given to a variety of factors in establishing this estimate including, but not limited to, current economic conditions, diversification of the loan portfolio, delinquency statistics, results of internal loan reviews, borrowers' actual or perceived financial and managerial strengths, the adequacy of the underlying collateral (if collateral dependent) and other relevant factors. The Bank begins enhanced monitoring of all commercial loans rated 6 (OAEM) or worse, and obtains a new appraisal or asset valuation for any loan rated 7 (Substandard) or worse, including all nonaccrual loans. Management, at its discretion, may determine that additional adjustments to the appraisal or valuation are required. Valuation adjustments will be made as necessary based on factors, including, but not limited to the economy, deferred maintenance, industry, type of property/equipment, age of the appraisal, etc. and the knowledge Management has about a particular situation. In addition, the cost to sell or liquidate the collateral is also estimated and deducted from the valuation in order to determine the net realizable value to the Bank. When determining the allowance for loan loss, certain factors involved in the evaluation are inherently subjective and require material estimates that may be susceptible to significant change, including the amounts and timing of future cash flows expected to be received on impaired loans. Management monitors the adequacy of the allowance for loan losses on an ongoing basis and reports its adequacy quarterly to the Credit Risk Oversight Committee of the Board of Directors. Management believes that the allowance for loan losses at June 30, 2012 is adequate.

The analysis for determining the ALL is consistent with guidance set forth in generally accepted accounting principles (GAAP) and the Interagency Policy Statement on the Allowance for Loan and Lease Losses. The analysis has two

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components, specific and general allocations. The specific component addresses specific reserves established for impaired loans. A loan is considered to be impaired when, based on current information and events, it is probable that the Bank will be unable to collect all interest and principal payments due according to the originally contracted terms of the loan agreement. Expected cash flow or collateral values discounted for market conditions and selling costs are used to establish specific allocations for impaired loans. However, it is possible that as a result of the credit analysis, a specific reserve is not required for an impaired loan. See the previous impaired loan discussion for a table that reports impaired loans and the specific reserve established for impaired loans.

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The general allocation component addresses the reserves established for pools of homogenous loans. The general component includes a quantitative and qualitative analysis. When calculating the general allocation, the Bank segregates its loan portfolio into the following sectors based primarily on the type of supporting collateral: residential real estate, commercial, industrial or agricultural real estate; commercial and industrial (C\&I non-real estate), and consumer. The residential real estate sector is further segregated by first lien loans, junior liens and home equity products, and residential real estate construction. The quantitative analysis uses the Bank's eight quarter rolling historical loan loss experience adjusted for factors derived from current economic and market conditions that have been determined to have an affect on the probability and magnitude of a loss. The qualitative analysis utilizes a risk matrix that incorporates qualitative and environmental factors such as: loan volume, management, nonperforming loans, loan review process, credit concentrations, competition, and legal and regulatory issues. Input for these factors is determined on the basis of Management's observation, judgment and experience. As a result of this input, additional loss percentages are assigned to each pool of loans.

Real estate appraisals and collateral valuations are an important part of the Bank's process for determining potential loss on collateral dependent loans and thereby have a direct affect on the determination of loan charge-offs and the calculation of the allowance for loan losses. As long as the loan remains a performing loan, no further updates to appraisals are required. If a loan is risk rated 6 or worse, Management determines the need to obtain a new or updated appraisal based on several factors, including general economic conditions and factors specific to the loan. If a loan or relationship migrates to risk rating of 7 or worse, an evaluation for impairment is made based on the current information available at the time of downgrade and a new appraisal or collateral valuation is obtained. We believe this practice complies with the regulatory guidance dated December 12, 2010.

In determining the allowance for loan losses, Management, at its discretion, may determine that additional adjustments to the fair value obtained from an appraisal or collateral valuation are required. Adjustments will be made as necessary based on factors, including, but not limited to the economy, deferred maintenance, industry, type of property or equipment etc., and the knowledge Management has about a particular situation. In addition, the cost to sell or liquidate the collateral is also estimated and deducted from the valuation in order to determine the net realizable value to the Bank. If an appraisal is not available, Management may make its best estimate of the real value of the collateral or use last known market value and apply appropriate discounts. If an adjustment is made to the collateral valuation, this will be documented in the credit file with appropriate support and reported to the Loan Management Committee.

The following table shows the loans that were evaluated for the allowance for loan losses under a specific reserve (individually) and those that were evaluated under a general reserve (collectively), and the amount of the allowance established in each category as of June 30, 2012:

[^1]June 30, 2012
Loans evaluated for allowance:
Individually
Collectively
Total

ALL established for loans evaluated:
Individually Collectively
ALL at June 30, 2012

| $\$ 3,962$ | $\$ 714$ | $\$ 575$ | $\$ 23,784$ | $\$ 3,868$ | $\$-$ | $\$ 32,903$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 139,001 | 45,532 | 15,405 | 348,284 | 175,514 | 11,725 | 735,461 |
| $\$ 142,963$ | $\$ 46,246$ | $\$ 15,980$ | $\$ 372,068$ | $\$ 179,382$ | $\$ 11,725$ | $\$ 768,364$ |

53

During the first six months, $\$ 2.8$ million was added to the allowance for loan losses (ALL) thorough the provision for loan loss expense. This compares to a provision expense of $\$ 2.7$ million for the same period in 2011 . The provision expense occurred primarily within the general allocation component of the ALL. In the first quarter of 2012, a charge-off of $\$ 1.6$ million on one nonperforming commercial real estate loan was recorded. The charge-off was necessary after receiving a 2012 appraisal that was $31 \%$ less than a 2011 appraisal. The 2011 appraisal was $53 \%$ less than the original appraisal and to date, the Bank has charged-off $\$ 2.9$ million on this loan due to the lower appraisals. For the first six months of 2012, net-charge offs exceeded the provision expense by $\$ 100$ thousand and the ALL declined from $\$ 9.7$ million at the prior year-end to $\$ 9.6$ million at June 30, 2012. The ALL as a percentage of loans was $1.25 \%$ at June 30, 2011.

Charged-off loans usually result from: (1) a borrower being legally relieved of loan repayment responsibility through bankruptcy, (2) insufficient collateral sale proceeds to repay a loan; or (3) the borrower and/or guarantor does not own other assets that, if sold, would generate sufficient sale proceeds to repay a loan.

The Bank recorded net loan charge-offs of $\$ 2.9$ million for year-to-date compared to $\$ 1.3$ million for the same period in 2011. The commercial real estate portfolio recorded the largest net charge-off of $\$ 2.3$ million, fueled by the $\$ 1.6$ million charge-off discussed previously.

The following table presents an analysis of the allowance for loan losses for the periods ended:


| Provision | 743 |  | 148 | 978 | 5,410 | 177 | 68 | 7,524 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| ALL at December 31, 2011 | $\$ 1,049$ | $\$$ | 308 | $\$ 1,222$ | $\$ 5,257$ | $\$ 1,651$ | $\$ 236$ | $\$ 9,723$ |

Net loans charged-off as a percentage of average gross loans Net loans charged-off as a percentage of the provision for loan losses Allowance as a percentage of loans Net charge-offs

June 30, 2012 December 31, 20 Jine 30, 2011 $0.75 \quad \% \quad 0.07 \quad \% \quad 0.35 \quad \%$ 103.46 \% $55.89 \quad \% \quad 49.42$ \%
$1.25 \quad \% \quad 1.27 \quad \% \quad 1.31 \quad \%$
$\$ 2,871 \quad \$ \quad 6,602 \quad \$ 1,318$

54

Deposits:

Total deposits increased $\$ 68.7$ million during the first six months of 2012 to $\$ 856.6$ million. Non-interest bearing deposits increased $\$ 4.8$ million, while interest-bearing checking and savings deposits increased $\$ 55.3$ million and time deposits increased $\$ 8.6$ million. The increase in non-interest bearing checking accounts came primarily from small business checking accounts ( $\$ 2.8$ million). The Bank's Money Management product increased $\$ 45.3$ million due primarily to an increase in retail accounts and an increase in the balance of ICS reciprocal money market deposits. ICS is used primarily by commercial and municipal accounts for liquidity and FDIC coverage. Retail time deposits decreased since year-end, as customers moved funds to more liquid accounts. However, brokered CDs increased \$10.9 million, which includes new brokered CDs of $\$ 32.2$ million that includes $\$ 23$ million to pre-fund FHLB term loans that are maturing in 2012 and to replace higher rate brokered CDs of $\$ 9.2$ million that were called for early redemption by the Bank. As of June 30, 2012, the Bank had $\$ 4.5$ million in CDARS reciprocal deposits included in brokered time deposits.

The following table presents a summary of deposits outstanding at:


[^0]:    * Annualized

[^1]:    Commercial
    Residential Real Estate 1-4 Family Industrial \& Commercial Junior Liens \&

    Agricultural Industrial \&
    (Dollars in thousands) First Liens Lines of CredifonstructionReal Estate Agricultural Consumer Total

