Preparing.

For More Progress.



Community Bank System, Inc.

2005 Annual Report

Community Bank System generated company-best earnings in 2005.

In fact, we've done so in each of the last four years – and 10 of the last 11. Yet, despite extending our exceptional track record, 2005 presented numerous challenges for our team, including industry-wide trends – most notably, margin pressures – and a few one-time expenses that tempered our otherwise even stronger results.

Not to be deterred, we addressed these challenges head-on, and made the tough-but-disciplined decisions necessary to position us best for the long-term.

In addition, 2005's demanding environment prompted us to recognize there was no better time to more closely analyze all of our assets, and our overall efficiency. In doing so, we uncovered several areas that we could refine, refresh, and re-energize.

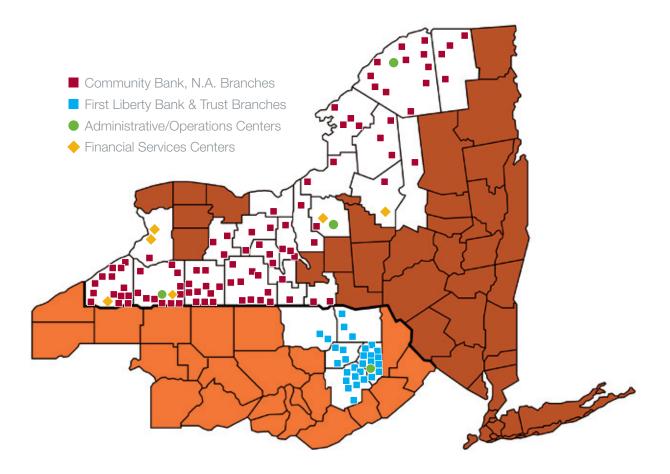
And we've taken action.

Now, as we implement these initiatives, we've put ourselves in position to evaluate even more growth opportunities... some, perhaps, that we couldn't consider before. And while we'll continue our disciplined regimen throughout 2006, we're already seeing positive results.

But one thing is clear: if we intend to continue growing at the pace we desire, we all have to be prepared to work even harder, for both our customers and our investors. And that's just fine with us.

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## **Company Profile**

Community Bank System, Inc. is a registered bank holding company based in DeWitt, N.Y. (near Syracuse) with \$4.2 billion in assets and 130 customer facilities. Our wholly owned banking subsidiary operates as Community Bank, N.A. across Upstate New York, and First Liberty Bank & Trust throughout Northeastern Pennsylvania.

CBU is located in smaller cities and towns where superior service is valued and customer loyalty can be earned. The company ranks first or second in deposit market share in approximately 70% of the towns in which it does business.

Other subsidiaries in the CBU family include:

- BPA-Harbridge, which provides actuarial, administration, consulting and daily valuation record keeping services from offices in Upstate and Downstate New York, New England and Pennsylvania;
- Community Investment Services, Inc., a broker-dealer delivering financial products, including mutual funds, annuities, individual stocks and bonds, and insurance products throughout the company's branch network; and
- Elias Asset Management, a wealth management and advisory firm based in Williamsville, N.Y.

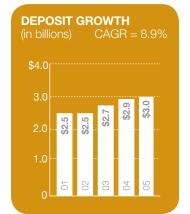
## CBU at a Glance

## **Banking Services**

Our banking franchise is comprised of three regional markets:

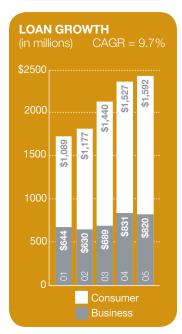
- Northern New York, made up of 32 branches across seven counties, and \$800 million in deposits. In the four-county area of Jefferson, Franklin, Lewis, and St. Lawrence, we enjoy a 21% deposit market share and the related benefits that a leadership position provides.
- Southern New York, comprised of 64 branches throughout 15 counties, with \$1.3 billion in deposits. This market, which includes the Finger Lakes and Southern Tier regions, posted strong growth in 2005 because of superior execution on both sides of the balance sheet.
- Northeast Pennsylvania, with 29 branches within five counties. Scranton and Wilkes-Barre are its two primary metropolitan areas, and our \$900 million

deposit base represents a 7% market share, strategically positioning us for future opportunities.



We've established a dominant presence in these markets, ranking first or second in deposit market share in over 70% of the towns in which we do business. In many cases, we're the only bank in town.





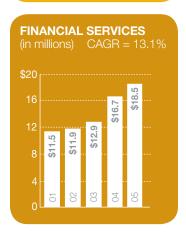
We also empower our associates at the local level to be our lending decision makers. This results in faster, more responsive service to our customers, without sacrificing accuracy or compromising our credit guidelines and standards. This model has worked well, positioning us to successfully compete for high quality loans. In fact, through yearend 2005, our lending portfolio has grown at a compound annual growth rate of nearly 10% per year over the last dozen years – growth that has not been achieved at the expense of asset quality.

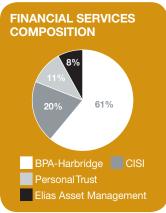
## **Financial Services**

CBU's Financial Services group has collectively generated revenue at a compound annual growth rate of 13.1% during the last five years. Together they combined for \$18.5 million of revenue in 2005, a nearly \$2 million, or 11%, increase over 2004's level.

This group of businesses is comprised of:

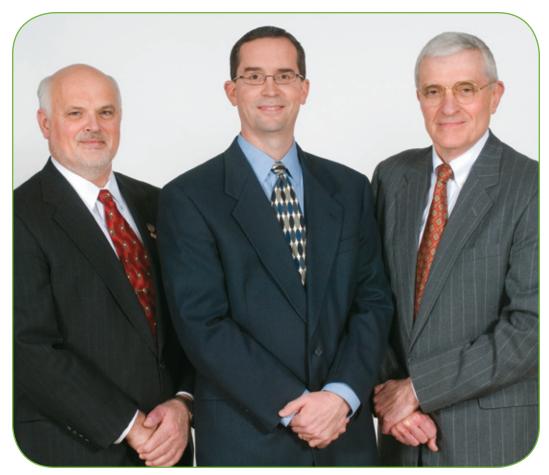
- BPA-Harbridge (BPA), which provides actuarial, administration, consulting and daily valuation recordkeeping services. BPA has grown tremendously in recent years, and today serves clients in 27 states and Puerto Rico. Its revenue grew to \$11.2 million in 2005, a 22.2% increase over 2004, accounting for 61% of our total 2005 financial services revenue.
- Community Investment Services, Inc. (CISI), our brokerdealer group, which provides traditional investment and insurance products from various locations within our markets. CISI generated revenue of \$3.8 million in 2005, more than 20% of our financial services revenue.





- Our personal trust team, which began in 1994 by offering personal trust services such as living, testamentary and investment management services.
   More than a decade later, this group remains a solid contributor, with 2005 revenue of \$2.0 million, 11% of our financial services revenue.
- Elias Asset Management (EAM), which provides wealth management services
  to individuals, corporations and non-profit organizations. EAM is a nationally
  recognized investment manager, with more than \$300 million in assets under
  management. In 2005 it generated \$1.5 million in revenue and comprised
  8% of our financial services sales.

Financial services remain a top priority, and are a key consideration as we evaluate potential acquisitions. Many of the banking mergers we've completed over the years carried with them the added attraction of a customer base which previously did not have access to many of the financial services we provide. Thus, not only have we benefited from the banking portion of our acquisitions, we've often inherited customers who have also become strong financial services customers as a result. This will continue to be a key component of our strategic growth strategy.



From left, Chairman Jim Gabriel, EVP & COO Mark Tryniski, and President & CEO Sanford Belden

Dear Shareholders, Investors, Customers and Employees,

We are pleased to report another year of record financial performance for Community Bank System, Inc. Full year earnings reached \$1.65 per share compared to \$1.64 per share in 2004. Without the one-time charge of \$2.9 million (\$0.07 per share) related to certain early retirement actions, our performance would have been measurably stronger. The early retirement actions taken at the end of 2005, coupled with possible branch consolidations and reductions in personnel costs targeted for 2006, position the company to operate with greater productivity and efficiency and relatively flat absolute operating expenses.

2005's results were accomplished in a challenging interest rate environment which deteriorated into a flat yield curve by year-end. In contrast to a number of comparable banks who incurred losses to reposition balance sheets to achieve a more favorable interest rate

## **Financial Highlights**

		2005		2004	Percent Change		2003		2002	2001	5-Year CAGR
Income Statement Data (in thousands	3)										
Net interest income	\$ -	143,622	\$ 1	151,043	(4.9)%	\$ -	131,828	\$ 1	127,850	\$ 96,655	9.7%
Non-interest income, excluding securities gains		48,651		44,373	9.6		37,929		30,389	26,252	16.0
Investment securities (losses) gains, net		12,195		72	N/A		(2,698)		1,673	(113)	N/A
Operating expenses	-	127,389	1	119,899	6.3	-	102,711		95,286	88,754	12.4
Net income	\$	50,805	\$	50,196	1.2	\$	40,380	\$	38,517	\$ 19,129	15.3
Diluted weighted average common shares outstanding		30,838		30,670	0.1%		27,035		26,334	23,650	7.5%
Common Per Share Data (diluted)											
Net income	\$	1.65	\$	1.64	0.1%	\$	1.49	\$	1.46	\$ 0.81	7.3%
Cash dividend declared		0.74		0.68	8.8		0.61		0.56	0.54	7.3
Common stock price		22.55		28.25	(20.2)		24.50		15.68	13.10	12.7
Period-end book value – stated		15.28		15.49	(1.4)		14.29		12.52	10.38	9.9
Period-end book value – tangible	\$	7.77	\$	7.90	(1.7)%	\$	7.37	\$	7.33	\$ 4.87	2.3%
Balance Sheet Data (end of period, in millions)											
Total assets	\$	4,153	\$	4,394	(5.5)%	\$	3,855	\$	3,437	\$ 3,213	9.4%
Loans		2,412		2,358	2.3		2,129		1,807	1,733	9.7
Deposits	\$	2,985	\$	2,929	1.9%	\$	2,725	\$	2,505	\$ 2,546	8.9%

All share and share-based amounts reflect the two-for-one stock split effected as a 100% stock dividend on April 12, 2004. All financial results reflect the 2001 acquisition of First Liberty Bank Corp. (FLIB) in accordance with the pooling-of-interest method of accounting. N/A = Not applicable.

sensitivity profile, we were able to accomplish such an enhanced profile through gain-generating securities sales. Our consistent and durable ability to manage interest rate risk at the top quartile of peer

performance enabled us to realize such a desirable outcome. The resultant downsizing of our balance sheet also contributed to enhanced capital ratios.

Other consistent performance trends driving 2005's strong performance include a continuation of highly favorable asset quality metrics as well as strong growth in our non-interest income. Decisions made over the past 10 years to invest

"Our financial services revenue has grown at an annual rate of 13% over the last five years."

in non-banking financial service businesses continue to produce significant benefits in non-interest income growth, as evidenced by year-over-year revenue improvement of nearly \$2 million, or 11%, from our financial services group in 2005. Deposit service fees were up 8% compared to 2004, driven by several

revenue-enhancement initiatives put into place in 2005. Strong non-interest income generation offset some of the earnings pressure created by net interest margin compression, and will remain a priority in 2006 and beyond.

As noted above, strong earnings enhanced our capital ratios, as did a somewhat smaller balance sheet – the result of its repositioning to achieve a more favorable interest rate sensitivity profile. Such improvement occurred even with the repur-

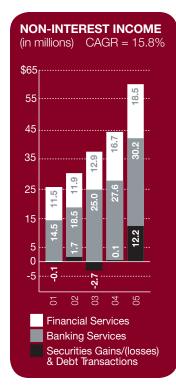
"We were delighted to provide shareholders with a quarterly dividend increase of 5.6% in 2005." chase of 1.1 million of our own shares. As always, we were delighted to provide our shareholders with another quarterly dividend increase of 5.6% in August.

Our attention and energies in 2005 were largely devoted to succession planning and building leadership and management strength to assure an even brighter long-

term future for shareholders. This work culminated in the early December announcement that Mark Tryniski, our Executive Vice President and Chief Operating Officer, will succeed Sanford Belden as President and Chief Executive Officer when Sandy retires on July 31, 2006. The 14 years of Sandy's







leadership as President and Chief Executive Officer have produced total returns to shareholders at levels well in excess of peers. Sandy will continue to guide CBU in a consultant capacity following his retirement, with a particular focus on mergers and acquisitions. Without question, we intend to remain fully active in seeking and evaluating acquisition opportunities, and maintain our strong track record in this area. We all look forward to Mark's leadership and have a very high sense of confidence in his abilities and those of the rest of the management team to continue the tradition of better-than-peer returns to shareholders.

The three of us also want to thank David Elias, who retired as head of Elias Asset Management, and Nick Phillips, who retired as co-managing director of Harbridge Consulting, for their many contributions to our assimilation and integration of their respective businesses. Special thanks go to Mike Patton and Jim Wears, who both retired as Executive Vice Presidents after well over 30 years apiece with our company. Their significant contributions to our acquisition strategy, our operating performance, and the communities they served are greatly appreciated.

James A. Gabriel Chairman

Sanford A. Belden

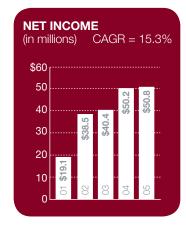
President and Chief Executive Officer

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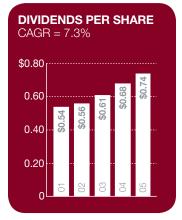
Mark E. Tryniski

Mark E. Tryinshi

Executive Vice President and Chief Operating Officer

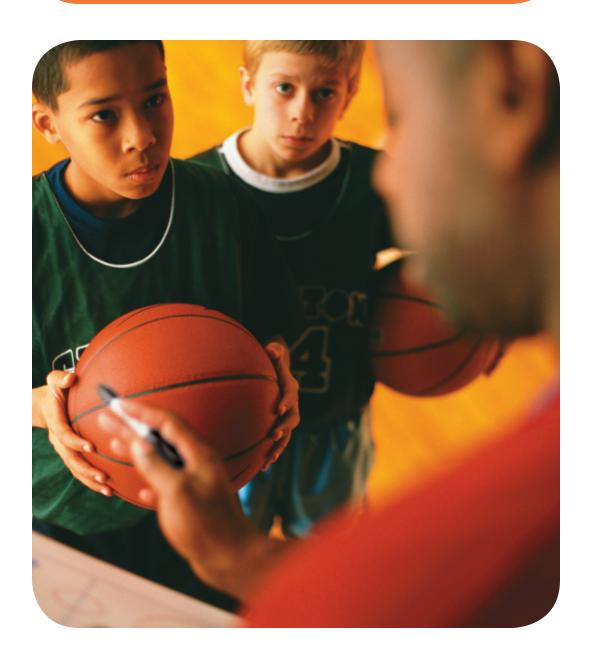








## Steadfast.



In Our Strategy.

We know who we are.

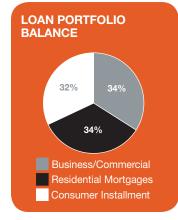
In fact, we believe that's one of our greatest strengths. And we're not about to try to become something we're not.

In 1993 we developed a growth strategy. It contains only four basic points, yet it has provided an extremely effective framework from which we have developed our company. It has aided us as we've evaluated dozens of potential acquisition candidates, including the 15 we've purchased in the last 12 years. It has

guided us as we've considered and launched numerous product and service offerings. It has allowed us to diversify revenue sources, maintain excellent asset-quality standards, and hire and develop outstanding personnel. Above all, it has helped us produce record earnings for four straight years, and 10 of the last 11, while generating a total return to shareholders, on average, of 15% during the last decade.

"Our growth strategy
has played a key role in
helping us execute the
15 acquisitions we've made
over the last 12 years."

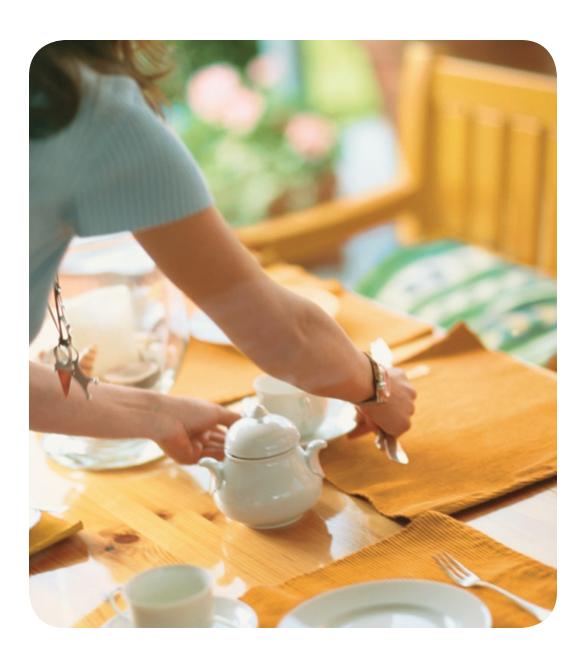
Thus, despite the industry-wide challenges with which we have had to contend recently, there is no doubt that our growth strategy is as sound as ever. Five-year compound annual growth rates of nearly 16% for non-interest income (excluding securities gains), nearly 10% for total loans, and more than 15% for net income provide strong evidence of the effectiveness of our approach. We achieved record results in 2005, and we remain very confident in our plan and in the team we've assembled to manage that plan. So while there are always opportunities to refine specific tactics while striving for superior execution, our strategy is proven.



## CBU's Four-point Growth Strategy

- Create a dominant branch system with decentralized decision making.
- Diversify our revenue and earnings streams through non-interest income.
- Build profitable loan and deposit volume.
- Utilize technology to improve productivity and enhance – not replace – customer service.





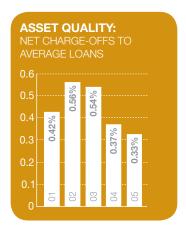
2005 contained many difficult decisions that required true fortitude by our management. We continuously battled the pressures of a flattening yield curve environment with respect to our lending activities—without giving in to the temptation of relaxing our asset quality standards. We elected to not reinvest cash flows from our securities sales in order to improve our overall interest rate sensitivity—knowing that it would have a negative effect on nearterm quarterly earnings. And we decided against some potential merger candidates – despite their attractiveness from certain standpoints – because they did not meet other important criteria among our long-standing and proven acquisition evaluation formula.

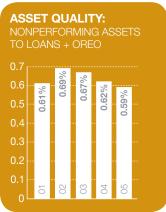
"We are committed to managing for the long-term, and that means saying 'no' to opportunities which won't result in sustainable improvements to franchise value."

We clearly recognize the current challenges within the banking industry. It would have been easy... perhaps, even natural... to make decisions on a knee-jerk basis in order to generate immediate income or grow assets at a faster pace. But we have committed to manage for the long-term, and that meant saying "no"

to some opportunities which we didn't believe would result in sustainable improvements to franchise value.

Instead, we made other decisions that we expect will benefit our performance and earnings capabilities in 2006 and beyond. For example, we finalized our integration efforts in northeastern Pennsylvania, which we believe will lead to improved performance in a region that we think has significantly more potential than what we have generated thus far. We also continued our expansion in this market in 2005, and are evaluating further opportunities in 2006.







# Enduring.



The Extra Effort.

After years of aggressive growth, we entered 2005 having achieved a degree of critical mass that brought with it a number of opportunities on both the revenue-enhancing and cost-saving sides of the equation. And as the initial challenges of integrating our more recent acquisitions into our day-to-day operations had passed, we reached a point where we could focus on more detailed and difference-making opportunities.

We began by restructuring and strengthening our sales and marketing function. These changes included adding a Vice President of Sales and Marketing, improving employee product training, raising the effectiveness of our advertising, and implementing customer and non-customer research methods. As a result, we now have the capabilities to undertake a significant company-wide retail deposit generation initiative. This effort will focus mainly on core checking customers, with the goal of achieving a double-digit increase in new account openings in 2006.

We also redesigned and simplified our branch goals and incentive systems in 2005, while strengthening their communication and progress reporting processes. All of this improves our branches' overall productivity and clarifies the expectations we have for them. We also identified certain administrative and operational consolidation opportunities which we will continue to implement in 2006, and have improved our vendor management programs, resulting in additional expense reduction opportunities.

We intensified our commercial business development efforts throughout the company as well. In fact, our Southern New York region achieved 13% commercial loan growth during 2005. So, while some may not think of our operating regions as high-growth markets, we once again showed that there are clearly areas of opportunity where superior results can be achieved through superior execution.

Our commitment to non-interest income generation is also as strong as ever. We expect to produce increases of nearly \$2 million in 2006 due to several banking fee initiatives that focus not on fee increases, but rather, increases in usage of existing services. Our financial services businesses remain a major focus as well, having generated a compound annual growth rate of more than 13% during the last five years. In particular, our employee benefit administration and consulting business

continues to perform robustly, with a 22% revenue increase in 2005, following its 49% jump in 2004. We expect this business, when combined with our wealth management businesses, to again deliver significant revenue increases this year, and project total non-interest income to rise at a double-digit rate in 2006.

Total	Shareholder Returns	
- I O LUI	Charcholact Hetaliis	

Through January 31, 2006, including reinvestment of dividends)

	CBU	S&P 500	S&P Small Cap 600	NASDAQ Bank Index	Russell 2000
3 Years	16.0%	16.4%	27.2%	15.0%	26.9%
5 Years	14.2%	0.4%	11.6%	12.6%	9.1%
10 Years	15.0%	9.0%	13.0%	14.3%	10.3%
15 Years	22.5%	11.4%	14.1%	17.8%	11.4%

Source: Bloomber



In addition to managing the effects of the challenging U.S. banking industry in 2005, we operated within an internal environment experiencing significant change as well.

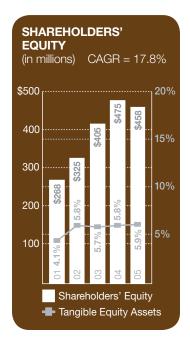
As 2005 began, we finalized a number of executive-level personnel appointments which strengthened and deepened our management team. This was done to enhance our abilities and provide added focus to certain operating areas. However, it was also done to provide an appropriate time frame for developing focused succession plans as some of our most-accomplished and tenured members prepared to retire.

The most prominent of these occurred in December, when President and CEO Sanford Belden announced his plans to retire on July 31, 2006, capping a 14-year leadership tenure. Following its long-standing succession plan, our Board appointed Mark Tryniski, Executive Vice President and Chief Operating Officer, to become President and CEO upon Mr. Belden's retirement.

Mr. Belden will continue to provide support, principally in M&A activities, as a consultant for the next three years. This is especially good news, as we will continue to benefit from his expertise, where he oversaw 15 transactions en route to building an organization whose market capitalization grew nearly 14 times larger under his guidance.

In addition, James Wears, President, New York Banking, and Michael Patton, President, Financial Services, retired on December 31, 2005. Both gave more than 30 years of dedicated and effective service to Community Bank System, its predecessor organizations, and the communities they served. They deserve a large measure of credit for the many accomplishments our team enjoyed over the years. Among their legacies are the capable, self-sufficient teams they led, which carry on today in an effective, efficient fashion.

We thank these gentlemen who have done so much for our company and its stakeholders, and wish them all the best in their well-deserved retirements. Nevertheless, while their journeys with CBU are coming to a close, there are nearly 1,500 of us remaining who recognize there is much more to attain. And we're prepared – for more progress.





**James A. Gabriel** (k.) was named Chairman of the Board on January 1, 1999. He has served as a Director since 1984. He is the owner of the law firm of Franklin & Gabriel, located in Ovid, N.Y.

**Brian R. Ace** (i.) has served as a Director since 2003, following the acquisition of Grange National Banc Corp. A member of the Loan & Compensation Committees, he served on the Board of Grange National Banc Corp. from 1992-2003, and was Vice Chairman from 2001-2003. He owns Laceyville Hardware in Laceyville, Pa. and is Chairman of the Laceyville Revitalization Project.

Sanford A. Belden (c.) has served as a Director since 1992, when he was also named President and Chief Executive Officer. Mr. Belden was formerly Manager, Eastern Region, Rabobank Nederland, New York, N.Y. from 1990-1992 and prior thereto served as President, Community Banking, for First Bank System, Minneapolis, Minn., a multi-state bank holding company.

John M. Burgess (d.) has served as a Director since 1991. He is a retired president of Kinney Drugs, Inc., a drug and retail chain with stores primarily located throughout Upstate New York. He is Chairman of the Investment and Operations/Technology Committees, and a member of Audit/Compliance/Risk Management, Loan & Nominating Committees.

Paul M. Cantwell, Jr. (h.) is the former Chairman and President of the Citizens National Bank of Malone, which was acquired in 2001, at which time he became a Director. He is the owner of the Cantwell & Cantwell Law Offices in Malone, N.Y., Chairman of the Trust Committee and a member of the Investment and Operations/Technology Committees.

William M. Dempsey (e.) is retired from the Rochester Institute of Technology (RIT), where he was VP, Finance & Administration, and President of the American College of Management & Technology (an RIT affiliate), in Dubrovnik, Croatia. A Director since 1984, he is Chairman of the Audit/Compliance/Risk Management and Nominating Committees and a member of the Investment and Operations/Technology Committees.

Nicholas A. DiCerbo (b.) is a partner of the law firm of DiCerbo & Palumbo of Olean, N.Y. He has been a Director since 1984. He is Chairman of the Strategic/Executive Committee and a member of the Investment, Loan and Trust Committees.

**Lee T. Hirschey** (g.) has been a Director since 1991. He currently serves as President and Chief Executive Officer of Climax Manufacturing Company in Castorland, N.Y. He is a member of the Audit/Compliance/Risk Management, Compensation, Nominating and Strategic/Executive Committees.

**Harold S. Kaplan** (j.) has served as a Director since 2001, following the merger of First Liberty Bank Corp. He is a co-owner of M.C.F., Inc. and a Partner at D&T Real Estate, both of Scranton, Pa. He serves on the Investment, Operations/Technology and Trust Committees.

Charles E. Parente (f.) has served as a Director since 2004, following the acquisition of First Heritage Bank. Mr. Parente currently serves as Chief Executive Officer of Pagnotti Enterprises. His career also includes positions as President/CEO/Principal within a telecommunications company, a leading independent accounting and consulting firm, and a public accounting firm. He is a member of the Audit/Compliance/Risk Management and Loan committees.

**David C. Patterson** (m.) is President and owner of Wight and Patterson, Inc., a manufacturer and seller of livestock feed located in Canton, N.Y. He has served as a Director since 1991. He is Chairman of the Loan Committee and a member of the Compensation, Nominating and Strategic/Executive Committees.

**Peter A. Sabia** (a.) is owner of Valley Dodge Truck Center, Dunmore, Pa. He has served as a Director since 2001, following the merger of First Liberty Bank Corp. Mr. Sabia is a member of the Compensation, Loan, Operations/Technology and Trust Committees.

**Sally A. Steele** (I.) has served as a Director since 2003, following the acquisition of Grange National Banc Corp. She is a member of the Trust and Operations/Technology committees. Ms. Steele operates her own law practice in Tunkhannock, Pa.



The following terms are particular to our industry and appear throughout this Annual Report. A more detailed explanation of certain terms is found in the Notes to the company's financial statements contained on Form 10-K within this Annual Report.

**Consumer direct lending:** Direct lending to consumers through the bank's branches, largely on an installment basis, for the purchase of automobiles and durable (long lasting) goods for the home, and for educational and general purposes. Also includes loans secured by the equity in a borrower's home.

**Consumer indirect lending:** Loans originated through applications taken on the premises of automobile, boat, and other dealers selling substantially priced goods, electronically submitted to the bank, and approved within a very short time period while the consumer remains on premises.

**Core deposits:** The total of checking, interest checking, savings and money market deposits, and certificates of deposit less than \$100,000. Generally considered a bank's most stable and affordable source of funds.

**Coverage ratio:** The ratio of loan loss allowance to nonperforming loans (loans for which payment is delinquent 90 days or more and loans for which interest is not being accrued) or nonperforming assets (additionally includes collateral acquired by a bank after a loan has defaulted). Considered an indicator of the strength of a financial institution's allowance for loan losses.

**Diluted shares (or fully diluted):** A calculation which includes those shares issued and outstanding or issuable upon the exercise of in-the-money stock options held by employees or Directors, offset by the number of shares which the company could repurchase on the open market with the cash received upon exercise. Shares held in treasury are excluded.

Efficiency ratio: Measure of a bank's productivity, derived by dividing overhead expense by revenues (net interest income (FTE) plus noninterest income), excluding the effect of gains or losses on the sale of securities or the extinguishment of debt, amortization of intangibles, and acquisition-related expenses. The lower the ratio, the better the efficiency.

Fully tax equivalent (FTE): Restatement of tax-exempt interest income as if it were fully taxable. Enables tax-exempt interest income to be compared to taxable interest income on a consistent basis.

*IPC deposits:* Deposits from individuals, partnerships and corporations (i.e., all consumer and commercial deposits). Excludes deposits from local governments/municipalities. Constitutes the major component of core deposits (see above).

**Loan loss provision:** The charge against earnings to increase the allowance for loan losses (net of current period charge-offs) sufficient to absorb probable future charge-offs.

**Net interest income:** Banking revenues generated from standard lending and investment activities, equaling the difference between interest income on loans and investments and interest expense on deposits and borrowings. The primary source of earnings before expenses for most banks.

**Net interest margin:** A performance measure or ratio which is calculated by dividing net interest income by average interest-earning assets. The most basic indicator of the relative return on loan and investing activities before overhead and loan loss provision. Interest rate spread is a component of the net interest margin.

**Non-interest income:** Revenues generated from fee-based depositor and borrowing services (including ATMs and overdrafts), the sale of financial services products, and gains or losses from the sale of securities and extinguishment of debt, if any.

**Nonperforming assets:** Represent loans delinquent as to interest or principal for a period of 90 days or more, loans for which interest is not being accrued (no payments expected), restructured loans, and real estate acquired through foreclosure.

Tangible equity/assets: Shareholders' equity net of goodwill and intangible assets divided by the assets of the bank, net of goodwill and intangible assets.

**Tier 1 capital:** Shareholders' equity, adjusted for the unrealized gain or loss on securities held for sale and for certain assets such as goodwill and other intangibles. The primary measure of a bank's capital as defined by various bank regulatory agencies.

The Community Bank System, Inc. Annual Report contains forward-looking statements, within the provisions of the Private Security Litigation Reform Act of 1995, that are based on current expectations, estimates, and projections about the industry, markets and economic environment in which the company operates. Such statements involve risks and uncertainties that could cause actual results to differ materially from the results discussed in these statements. These risks are detailed in the company's periodic reports filed with the Securities and Exchange Commission.

## **Administration & Lenders**

#### **EXECUTIVE**

Sanford A. Belden, President and Chief Executive Officer Mark E. Tryniski, Executive Vice President, Chief Operating Officer

Brian D. Donahue, Executive Vice President, Chief Banking Officer

## FINANCE AND TREASURY MANAGEMENT

#### DeWitt

Scott A. Kingsley, Executive Vice President, Chief Financial Officer

Joseph J. Lemchak, Senior Vice President, Chief Investment Officer

Richard A. Chapin, Vice President, Financial Systems Manager Charles M. Ertel, Vice President, Chief Accounting Officer Susan S. Fox, Vice President, Director of Financial Reporting Robert R. Frost, Vice President, Financial Analysis Manager Sean M. Howard, Vice President, Asset Liability Manager

Julie A. Hutz, Vice President, Corporate Controller

Pamela J. Taylor, Vice President, Data Warehousing Manager

Shannon M. Brown, Assistant Vice President, Asset Liability Analyst

Dennelle T. Michalski, Assistant Vice President, Financial Controls Analyst

Ann M. Moneypenny, Assistant Vice President, General Accounting Manager

Robert E. Pierce, Assistant Vice President, Financial Reporting Accountant

Randy Pray, Assistant Vice President, Purchasing Manager, Canton

#### **ADMINISTRATION**

Timothy J. Baker, Senior Vice President, Special Projects Director, Canton

Bernadette R. Barber, Senior Vice President, Chief Human Resources Officer

Harold M. Wentworth, Senior Vice President, Director of Sales and Marketing

Steven C. Byington, Vice President, Marketing Manager

Donna J. Drengel, Assistant Vice President; Secretary, Board and Shareholder Relations

Diane C. Seaman, Vice President, HR Manager/Organizational Development

Donna Skechus, Vice President, Special Projects Manager, Wilkes-Barre

Kristine M. Besaw, Assistant Vice President, Human Resources Manager, Canton

Mark V. Kratts, Assistant Vice President, Human Resources Manager, Olean

John A. Puchir, Assistant Vice President, Sales Manager Donna P. Vanauken, Assistant Vice President, HRIS Manager

#### **CREDIT**

J. David Clark, Senior Vice President, Chief Credit Officer Steven R. Tokach, Senior Vice President, Chief Credit Administrator, Olyphant

Scott J. Boser, Vice President, Indirect/Consumer Loan Manager, Olean

Samuel DeStefano, Vice President, Indirect Lending/Business Development Manager, Olean

Richard M. Heidrick, Vice President, Regional Retail Banking Administrator, Olean

Debra A. Murphy, Vice President, Real Estate Manager, Olean

Tracie M. Clayson, Assistant Vice President, Assistant Retail Marketing Manager

#### **OPERATIONS**

Earl R. Withers, Jr., Vice President, Director of Operations, Olean Patricia A. Hayes, Vice President, Loan Operations Manager, Olean

Nancy M. Lewis, Vice President, Item Processing Manager, Olean Michael J. Stacey, Vice President, Collections Manager, Canton Christina E. Sullivan, Vice President,

Deposit Operations Manager, Canton

Pamela S. Dent, Assistant Vice President, Bankruptcy Recovery Specialist, Canton

#### **TECHNOLOGY**

J. Michael Wilson, Senior Vice President, Chief Technology Officer Robin E. Dumas, Vice President,

Electronic Banking Manager, Canton

Brian R. Gaffney, Vice President, Technology Services Manager

Aaron S. Friot, Assistant Vice President, Information Security Officer, Canton

Allyson B. Houston, Assistant Vice President, Technical Project Manager, Olean

Frank A. Palmisano, Assistant Vice President, Technical Support Manager

Johnathan V. Whitton, Assistant Vice President, Technical Project Manager, Canton

#### RISK MANAGEMENT

W. Valen McDaniel, CIA, CRP, CFSA, CFA, Senior Vice President, Chief Risk Officer

Stephen G. Hardy, Senior Vice President, Loan Review Manager Dianne L. Parks, Vice President, Compliance Officer, Canton Lynne M. Wadsworth, CIA, CFSA, Vice President, Corporate Auditor

Bernadette M. Andaloro, Assistant Vice President, Staff Auditor Anthony A. Antonello, Assistant Vice President, Bank Security Officer

Julie S. Bratek, Assistant Vice President, Staff Auditor Melissa R. Cloce, Assistant Vice President, Compliance Manager, Canton

Mark J. Houghtaling, Assistant Vice President, Loan Reviewer Michael F. Joyce, Assistant Vice President, Facilities Manager William McLaughlin, Assistant Vice President, Loan Reviewer Elizabeth A. Shepherd, Assistant Vice President, Staff Auditor Tiffany T. Yordan, Assistant Vice President, Senior Auditor

#### **NEW YORK BANKING**

#### **BRANCH SERVICES**

Claire F. LaGarry, Vice President, Retail Banking Manager, Canton Judith A. Meyer, Vice President, Branch Coordinator, Olean

## **LENDING**

#### Bath

Michael G. Austin, Vice President, Commercial Loan Officer

#### Canton

Nicholas S. Russell, Vice President, Commercial Lending Team Leader

Robert F. Zehr, Vice President, Commercial Loan Officer/Floor Plan

## Dunkirk, Vineyard Drive

Brian F. Aldrich, Assistant Vice President, Agricultural Loan Officer

#### **Dunkirk. Central Avenue**

David P. Warren, Vice President, Commercial Loan Officer

#### Geneva

Loren C. Herod, Vice President, Agricultural Loan Officer James M. King, Vice President, Senior Agricultural Loan Officer Stephen H. Rich, Vice President,

Commercial Lending Team Leader

Andrew B. Rice, Assistant Vice President, Agricultural Loan Officer

Dominick (Jim) Vedora, Assistant Vice President, Commercial Loan Officer

#### Hannibal

David E. McKeon, Vice President, Commercial Loan Officer

## Horseheads, Consumer Square

Duane M. Pelkey, Vice President, Commercial Loan Officer

#### Lakewood

Roger E. Dickinson, Vice President, Commercial Lending Team Leader

#### Lowville

Richard E. Roes, Assistant Vice President, Agricultural Loan Officer

#### Olean

Scott P. Brechbuehl, Vice President, Commercial Loan Officer

Mark P. Saglimben, Vice President,

Commercial Loan Team Leader

Nancy A. Aiello, Assistant Vice President, Credit Analysis Supervisor

Eric M. Garvin, Assistant Vice President, Commercial Loan Officer

James M. Knapp, Assistant Vice President, Commercial Loan Officer

#### Skaneateles

Philip R. Webster, Jr., Assistant Vice President, Indirect Business Development Officer

#### Watertown

Michael J. Brassard, Vice President, Special Assets

Michelle D. Pfaff, Vice President, Commercial Loan Officer

Timothy D. Tallmadge, Vice President, Special Assets

Edward C. Ward, Vice President, Senior Agricultural Loan Officer

#### Wellsville

Douglas O. Frank, Vice President, Commercial Loan Officer

#### PENNSYLVANIA BANKING

First Liberty Bank & Trust, a division of Community Bank, N.A. Thomas A. McCullough, President, Pennsylvania Banking

#### **ADMINISTRATION**

Robert A. Cirko, Vice President, Cluster Manager, Wilkes-Barre Debbie Dunleavy, Assistant Vice President,

Marketing Coordinator, Scranton

J. Randall Palko, Vice President, Retail Banking Manager, Olyphant Carol A. Scriven. Assistant Vice President.

Human Resources Manager, Jermyn

#### LENDING

Robert P. Matley, Executive Vice President, Senior Lending Officer

## Hazleton, Airport Road

Arthur A. Tarone, Senior Vice President, Commercial Loan Officer

#### Scranton, Keyser Avenue

Mary Elizabeth D'Andrea, Senior Vice President, Commercial Loan Officer

Warren C. Rozelle, Senior Vice President, Commercial Lending Team Leader

Joseph S. Tomko, Senior Vice President, Commercial Loan Officer Barry J. Westington, Vice President, Commercial Loan Officer

#### Tunkhannock

Melvin E. Milner, Vice President, Retail Service Officer

Matthew Dougherty, Assistant Vice President, Commercial Loan Officer

Walter Sarafinko, Assistant Vice President, Commercial Loan Officer

#### Wilkes-Barre, Franklin St.

Joseph D. Angelella, Senior Vice President, Commercial Loan Officer

Robert G. Edgerton, Senior Vice President, Commercial Loan Officer

Richard D. Krokos, Senior Vice President, Commercial Lending Team Leader

Edward E. Nork, Senior Vice President, Commercial Loan Officer

David P. Dobbs, Vice President, Cluster Manager

Cynthia L. Lefko, Vice President,

Cash Management Product and Sales Manager

James O'Brien, Consultant

Donald R. Werts, Assistant Vice President

Carmela D. Yanora, Assistant Vice President, Commercial Loan Officer

#### Wyalusing

Charles R. Bullock, Vice President, Cluster Manager

## Financial Services and Subsidiaries

#### TRUST SERVICES

Catherine B. Koebelin, CTFA, Vice President, Trust Officer, Olean

Vincent L. Mastrucci, Vice President,

Investments/Corporate Trust Officer, Scranton Richard A. Siarniak, Vice President,

Trust Employee Benefits, Scranton

Patricia E. Barie, CTFA, Trust Officer, Olean

Carmen A. Camp, CTFA, Trust Officer, Canton

Charlotte S. Carlson, CTFA, Trust Officer, Lakewood

Patricia A. Crolly, Trust Officer, Scranton

Robert P. Jewell, CFP®, Trust Officer, Horseheads

Paul J. Snodgrass, AIF, Trust Investment Officer, Canton

#### BENEFIT PLANS ADMINISTRATIVE SERVICES, LLC

6 Rhoads Drive, Utica, NY 13502

Barry S. Kublin, President

Robert A. Malczyk, Vice President, Sales

Paul M. Neveu, Vice President, Sales

Linda S. Pritchard, Vice President, Operations

## HARBRIDGE CONSULTING GROUP, LLC

1 Lincoln Center, Syracuse, NY 13201

Vincent F. Spina, President

Steven P. Chase, Vice President

Sarah E. Dam, Vice President

Kenneth M. Prell, Vice President

Sheila L. Yoensky, Vice President

## ELIAS ASSET MANAGEMENT INC.

#### 500 Essjay Road, Suite 220, Williamsville, NY 14221

Thomas S. Quealy, President, Chief Operating Officer Nicholas Verbanic, Vice President, Portfolio Manager

Kathleen E. Strohmeyer, Operations Manager

## COMMUNITY INVESTMENT SERVICES, INC.

Charles E. Kopp, President, Olean

Brendan G. Culhane, Vice President, Operations Manager, Chief Compliance Officer, Lockport

Patricia L. Schneider, Vice President, Sales & Marketing, Lockport

#### Financial Consultants

David E. Bierwiler, Horseheads

Eric E. Brunet, Ogdensburg

Joseph M. Butler, Jr., Watertown

Ryan D. Burdick, Olean

Thomas J. Ciolek, Olean

Gerald T. Coyne, Minooka

Daniel P. Drappo, CFP®, Black River

James G. Durso, Waterloo

Brien D. Gardner, Canandaigua

Kevin C. Gildner, CFP®, Wellsville

Randall J. Hulick, Gowanda

Paul A. LaPointe, Potsdam

Richard P. Little, Tunkhannock

Stephen V. Modrovsky, Wilkes-Barre

Kim W. Pace, CFP®, Olyphant

Deborah W. Their, Scranton

Helen M. Willman, Jamestown

#### Jamestown Office

David J. Cromey, Vice President

## Administrative Locations

Corporate Administrative Office

5790 Widewaters Parkway, DeWitt, NY 13214-1883

Northern Markets Office

45-49 Court Street, Canton, NY 13617-0509

East Markets Office

15 East Pulteney Street, Corning, NY 14830-2208

West Markets Office

201 North Union Street, Olean, NY 14760-0690

First Liberty Bank & Trust

1700 Keyser Avenue, Scranton, PA 18508

#### Northern Market

Black River

Christina S. Meagher, Assistant Vice President, Manager

Boonville (101 Main Street and Headwaters Plaza)

Kevin J. Kent, Vice President, Manager

Brushton

James H. McElwain, Manager

Canton

David R. Peggs, Vice President, Manager

Chateaugay

Barbara J. LaVoie, Manager

Clayton

Rita J. Walldroff, Assistant Vice President, Cluster Manager

Gouverneur

Kenneth W. Snyder, Vice President, Cluster Manager

Harrisville

Keitha J. Kerr, Branch Supervisor

Hermon

Connie J. Green, Branch Supervisor

Heuvelton

Jewel M. LaComb, Manager

Lowville (7605 State Street and 7395 Turin Road) Adam J. Smykla, Vice President, Cluster Manager

Madrid

Marsha L. Watson, Manager

Malone (Elm Street and West End)

Shawn T. McNerney, Vice President, Cluster Manager

Massena

Ronald S. Rickett, Vice President, Manager

Norwood

Beth Chambers-Barney, Branch Supervisor

Ogdensburg (825 State Street)

Robert L. Seymour, Vice President, Cluster Manager

Ogdensburg (320 Ford Street)

Sandra M. Kendall, Vice President, Manager

Old Forge

Barbara B. Criss, Vice President, Manager

Port Leyden

Debra S. Roberts, Branch Supervisor

Potsdam (64-70 Market Street and May Road)

Joyce E. Lalonde, Vice President, Cluster Manager

Pulask

Steven P. Gaffney, Vice President, Manager

St. Regis Falls

Patricia A. Bory, Manager

Star Lake

Corina L. Kelley, Assistant Cashier, Manager

Waddington

Brenda L. Matthie, Branch Supervisor

Watertown (1125 Arsenal Street)

Elizabeth A. Brown, Assistant Vice President, Manager

Watertown (216 Washington Street)

Catherine Ward, Vice President, Manager

West Carthage

Gerald S. Morrow, Assistant Vice President, Manager

Southern Market

Addison

Robin K. Knapp, Assistant Vice President, Manager

Alfred

Beth L. Plaisted, Branch Supervisor

Allegany

Stephanie L. Kolkowski, Assistant Vice President, Manager

Angelica

Diana L. Guilford, Branch Supervisor

Batl

Joel P. Brazie, Assistant Vice President, Manager

Belfast

Sandra K. Taber, Branch Supervisor

Big Flats-Consumer Square

Denise E. Allen, Assistant Vice President, Cluster Manager

Bolivar

Susan M. Jordan, Branch Supervisor

**Brocton** 

Phyllis A. Crockett, Manager

Canandaigua

Paul E. Lepore, Vice President, Manager

Cassadaga

Susan C. Sekuterski, Branch Supervisor

Cato

Linda A. Schmidtgall, Assistant Vice President, Manager

Clymer

Laurie L. Harvey, Manager

Cohocton

Katresa Grove, Branch Service Representative

Corning West Market Street

Wendy B. Daines, Vice President, Manager

Corning North

Douglas A. Mitchell, Vice President, Manager

Cuba

Mary M. Quigley, Vice President, Manager

Dansville

Jody R. Tonkery, Vice President, Cluster Manager Susan M. Colegrove, Manager

Dunkirk (3909 Vineyard Drive)

Daniel L. Drozdiel, Vice President, Cluster Manager

Dunkirk (345 Central Avenue)

Jean M. Coughlin, Assistant Vice President, Manager

Falconer

Joann W. Anderson, Assistant Vice President, Manager

Fillmore

Julie A. Hall, Manager

Franklinville

Sandra S. Wolfer, Manager

Friendship

Shari McCabe, Branch Sales and Service Representative

Geneva

Edward L. (Ned) Clark, Vice President, Manager

Gowanda

Sandra T. Gaylord, Vice President, Manager

Hammondsport

Kelly L. Bussman, Assistant Vice President, Manager

Hannibal

Debra A. Davis, Assistant Vice President, Cluster Manager

Hornell

Melissa M. Ponticello, Manager

Houghton College

Harold (Jan) Clement, Branch Supervisor

Interlaken

Evelyne L. Caron, Manager

Jamestown (1281 N. Main Street)

Kathleen S. Bemus, Assistant Vice President, Manager

Jamestown (25 Main Street - Brooklyn Square) Lee R. Johnson, Retail Service Officer Lakewood

Linda L. Anderson, Vice President, Cluster Manager

I ivonia

Deborah Fitch, Manager

Moravia

Kathleen M. Longyear, Manager

Mount Morris

Klaas W. DeWaard, Manager

Naples

Jill S. Ripley, Manager

Newark Plaza

Barbara A. Viola, Vice President, Manager

Nichols

Kathleen M. Bowen, Assistant Vice President, Manager

North Collins

Ellen M. Pavlovic, Assistant Vice President, Manager

Olean (201 North Union Street)

Jody L. Collins, Vice President, Cluster Manager Theresa M. Raftis, Assistant Vice President, Retail Service Officer

Olean (Delaware Park)

Robin K. Bowser, Branch Supervisor

Owego

Florence Rossi, Assistant Vice President, Manager

Ovid

Joyce A. Tavelli, Assistant Vice President, Manager

Painted Post

Michael A. Procopio, Branch Supervisor

Penn Yan (151 Main Street)

Thomas R. May, Vice President, Manager

Penn Yan (272 Lake Street)

Connie C. West, Assistant Vice President, Manager

Portville (1471 E. State Road) Beverly J. Geise, Manager

Portville (7 North Main Street)

Kelly A. McCullin, Branch Supervisor

Randolph

Diane M. Lecceardone, Branch Supervisor

Ripley

Patricia J. Knight, Manager

Rushville

Brenda M. St. Mary, Branch Supervisor

Salamanca

Marilyn J. Harvey, Manager

Seneca Falls

David W. Sloan, Vice President, Cluster Manager Betty A. Verzillo, Assistant Vice President, Manager

Sherman

Denise G. Carlson, Assistant Vice President, Manager

Silver Creek

Mark J. Catalano, Assistant Vice President, Cluster Manager

Skaneateles

Robert E. Marsh, Assistant Vice President, Manager

Waterloo

Larry D. Ledgerwood, Vice President, Manager

Watkins Glen

Laurel M. Fox, Manager

Wellsville (113 Main Street)

David E. Newton, Vice President, Cluster Manager

Woodhul

Lynn S. Vitale, Branch Supervisor

Wellsville (4196 Bolivar Road)

Virginia L. Elliott, Assistant Vice President, Manager

Yorkshire

Joseph D. Fore, Assistant Vice President, Manager

Pennsylvania Market

Carbondale

Susan Pitoniak, Branch Supervisor

Clarks Summit (Lackawanna Trail)

Theresa A. Collins, Assistant Vice President, Manager

Clarks Summit (State Street)

Paula Coleman, Assistant Vice President, Manager

Daleville

Paulene P. Jerome, Manager

Dickson City

Corrine Kusmick, Manager

Edwardsville

Kim Eichhorn, Assistant Vice President, Manager

Hazleton (Airport Road)

Paula Palance, Vice President, Manager

Hazleton (S. Wyoming Street) Lisa A. Hartz, Manager

Jermyn

Patricia M. Calabro, Assistant Vice President, Manager

Jessup

Susan M. Russick, Assistant Vice President, Manager

Kingston (Third Avenue)

Austin J. Ambrosino, Vice President, Manager

Kingston (Wyoming Avenue)

Gary J. Missal, Assistant Vice President, Manager

Laceyville

Kevin W. Huyck, Assistant Vice President, Manager

Lawton

Yvonne C. Nuss, Manager

Little Meadows

Douglas M. Jackson, Branch Supervisor

Meshoppen

Greg M. Culver, Manager

Noxen/Bowman's Creek Mary T. Kern, Manager

Olyphant

Mary Z. Bieszczad, Assistant Vice President, Manager

Pittston

Nolan Ayres, Assistant Vice President, Manager

Scranton - Keyser Avenue

David C. Griffin, Vice President, Manager

Scranton - Minooka - Davis Street

David H. Lencicki, Assistant Vice President, Manager

Scranton - N. Washington Ave. Lee B. Walter, Assistant Vice President, Manager

Scranton - Wyoming Avenue Lisa Browning, Manager

Towanda

Karen O. Glosenger, Manager

Tunkhannock

Karen M. Fuller, Vice President, Manager

Trucksville/Back Mountain

John P. Peterson, Vice President, Manager

Wilkes Barre (Pine Mall)

Margaret A. Walsh, Branch Supervisor

Wilkes Barre (Franklin Street)

Susanne M. Mullin, Vice President, Manager

Wyalusing

Sandy L. Wentovich, Manager

## **Corporate Headquarters**

Community Bank System, Inc. 5790 Widewaters Parkway DeWitt, NY 13214-1883 800-724-2262

Phone: 315-445-2282, Fax: 315-445-7347 www.communitybankna.com

## **Stock Listing**

The common stock of Community Bank System, Inc. is listed on the New York Stock Exchange (NYSE) under the symbol CBU.

Its trust preferred securities are traded over the counter under the symbol CBSIP. Newspaper listing for common stock: CmntyBkSys.

## **Annual Meeting**

Tuesday, May 16, 2006 at 1:00 p.m. Wyndham Hotel - Syracuse 6301 Route 298 East Syracuse, NY 13057 315-432-0200

## **Transfer Agent and Registrant of Stock**

American Stock Transfer & Trust Company 59 Maiden Lane New York, NY 10038 800-937-5449 www.amstock.com

## **Investor Information**

www.communitybankna.com Investor and shareholder information regarding Community Bank System, Inc., including all filings with the Securities and Exchange Commission, is available through the company's web site.

Copies may also be obtained without charge upon written request to:
Ms. JosephineAnne E. Rurka
Investor Relations Department
Community Bank System, Inc.
5790 Widewaters Parkway
DeWitt, NY 13214-1883
315-445-7300
josie.rurka@communitybankna.com

## **Independent Auditors**

The Board of Directors has appointed the firm of PricewaterhouseCoopers LLP, as auditor for the company.

## **Analyst Coverage**

The following analysts published research about Community Bank System in 2004:

C.L. King & Associates
Kevin Timmons......518-431-3260
ktt@clking.com

Janney Montgomery Scott
Richard Weiss......215-665-6224
rweiss@jmsonline.com

Keefe, Bruyette & Woods Jared Shaw......860-722-5903 jshaw@kbw.com

McConnell, Budd & Romano William McCrystal ......973-538-7800 wmccrystal@mcbd.com

## **Investor's Choice Program**

CBU offers convenient, low-cost options for investors wishing to steadily buy shares. For information, contact:
Ms. Donna J. Drengel
Shareholder Relations Department
Community Bank System, Inc.
5790 Widewaters Parkway
DeWitt, NY 13214-1883......315-445-7313
donna.drengel@communitybankna.com
or

American Stock Transfer & Trust Co. 59 Maiden Lane New York, NY 10038 800-278-4353 www.amstock.com



All of us at Community Bank System wish to express our sincere appreciation to Saul Kaplan, who retired from our Board of Directors on May 11, 2005. Saul was a former President of NBO National Bank, which

merged into First National Bank of Jermyn in 1999, and then into First Liberty Bank Corp. Saul served as a director since 2001, following the acquisition of First Liberty Bank Corp. We thank him for his service and wish him well in his retirement.

## **CBU's Four-point Growth Strategy**

- **1** Create a dominant branch system with decentralized decision making.
- **2** Diversify our revenue and earnings streams through non-interest income.
- **3** Build profitable loan and deposit volume.
- **4** Utilize technology to improve productivity and enhance not replace customer service.

