# Unity Bancorp, Inc. <br> 2009 ANNUAL REPORT 

## Financial Highlights

Year ended December 31,
Amounts in thousands, except per share data

|  | 2009 |  | 2008 |  | 2007 |  | 2006 |  | 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected Results of Operations |  |  |  |  |  |  |  |  |  |
| Interest income | \$ 49,410 | \$ | 50,765 | \$ | 48,900 | \$ | 43,177 | \$ | 33,837 |
| Interest expense | 21,582 |  | 23,474 |  | 24,474 |  | 19,432 |  | 11,603 |
| Net interest income | 27,828 |  | 27,291 |  | 24,426 |  | 23,745 |  | 22,234 |
| Provision for loan losses | 8,000 |  | 4,500 |  | 1,550 |  | 1,550 |  | 1,850 |
| Other-than-temporary impairment charges and net security gains (losses) | $(1,756)$ |  | $(1,918)$ |  | (57) |  | 69 |  | 69 |
| Other noninterest income | 3,896 |  | 4,612 |  | 6,511 |  | 7,569 |  | 8,121 |
| Noninterest expense | 23,947 |  | 22,939 |  | 22,113 |  | 21,045 |  | 18,676 |
| Provision (benefit) for income taxes | (898) |  | 616 |  | 1,978 |  | 2,943 |  | 3,688 |
| Net income (loss) | $(1,081)$ |  | 1,930 |  | 4,725 |  | 5,845 |  | 6,210 |
| Preferred dividends and discount accretion | 1,496 |  | 110 |  | - |  | - |  | - |
| Income available (loss attributable) to common shareholders | $(2,577)$ |  | 1,820 |  | 4,725 |  | 5,845 |  | 6,210 |
| Per Share Data |  |  |  |  |  |  |  |  |  |
| Net income (loss) per common share - Basic | \$ (0.36) | \$ | 0.26 | \$ | 0.65 | \$ | 0.81 | \$ | 0.88 |
| Net income (loss) per common share - Diluted | (0.36) |  | 0.25 |  | 0.63 |  | 0.77 |  | 0.83 |
| Book value per common share | 6.91 |  | 6.99 |  | 6.70 |  | 6.34 |  | 5.68 |
| Market value per common share | 4.02 |  | 3.90 |  | 8.10 |  | 13.34 |  | 12.10 |
| Cash dividends declared on common shares | - |  | 0.10 |  | 0.19 |  | 0.18 |  | 0.16 |
| Selected Balance Sheet Data |  |  |  |  |  |  |  |  |  |
| Assets | \$ 930,357 | \$ | 898,310 | \$ | 752,196 | \$ | 694,106 | \$ | 614,172 |
| Loans | 657,016 |  | 685,946 |  | 590,132 |  | 507,690 |  | 448,567 |
| Allowance for loan losses | 13,842 |  | 10,326 |  | 8,383 |  | 7,624 |  | 6,892 |
| Securities | 169,022 |  | 149,509 |  | 98,591 |  | 105,457 |  | 104,160 |
| Deposits | 758,239 |  | 707,117 |  | 601,268 |  | 566,465 |  | 521,860 |
| Borrowed funds and subordinated debentures | 100,465 |  | 120,465 |  | 100,465 |  | 79,744 |  | 49,279 |
| Shareholders' equity | 67,865 |  | 67,803 |  | 47,260 |  | 46,228 |  | 40,929 |
| Common shares outstanding | 7,144 |  | 7,119 |  | 7,063 |  | 7,296 |  | 7,206 |



Deposits In millions


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## Letter from the Chairman and President



## "At Unity, we are ready for the new tomorrow."

Despite today's economic challenges, 2009 was a year with many successes. This year we have continued to build on our sales and marketing efforts and we had record growth in both core deposits and customer relationships. While the larger banks are continuing to alienate their small business customers, there is a tremendous opportunity for local community banks to increase market share. We are committed to taking advantage of these opportunities by increasing our sales efforts and building on our existing relationships.

Needless to say, 2009 was a year of significant turmoil for this country. As we are all painfully aware, this has been the worst recession ever experienced by most Americans. After years of excessive real estate appreciation and rampant consumer spending, the pendulum has finally swung back, leaving unemployment at record highs, real estate values in significant decline, and National, State and Local Municipal deficits at all time highs. Despite the severity and duration of the recession, many experts now believe that the economy is starting to recover. However, all are in agreement that this recovery will be slow and protracted and that it may take years for real growth. One thing is for certain, things will not return to the way they were. At Unity, we are ready for the new tomorrow.

There is an old expression in the financial services industry, "as the economy goes, so does the banking industry." This year, Unity's operating results were significantly impacted by the recession. For the year ended December 31, 2009, the Company reported a net loss to common shareholders of $\$ 2.6$ million. Earnings for the year were materially impacted by a $\$ 2.6$ million impairment charge on two pooled trust preferred securities and a $\$ 408$ thousand one-time FDIC special assessment. Excluding these items, we would have reported a net loss to common shareholders of approximately $\$ 584$ thousand.

We are extremely confident that there will be no future impairments in our investment portfolio, however the level of loan loss provisions and FDIC premiums will continue to be elevated until there is substantial improvement in the economy. Despite the short term uncertainty, we remain
extremely positive and anticipate a return to profitability in 2010. We refocused our SBA program in the fourth quarter of 2008 from being a national lender to one serving the small businesses in our footprint. Nonetheless, the portfolio of SBA loans is our primary area of stress. Virtually all of our SBA loans are to small retail businesses that have been impacted by the economy. While most of these credits have real estate collateral and the substantial guarantee of the SBA, default rates continue to be high and the collection efforts are significant. We continue to be aggressive in working with our borrowers to mitigate our losses and have doubled our resources in the collection of past due loans. While the process is slow and deliberate, we believe that working through these credits is the best way to maximize recoveries, rather than taking steep discounts on the sale of non-performing notes.

Last year we significantly upgraded our operating system and all transactions are now processed electronically. In addition, item and check processing is now done in-house at a tremendous savings for our shareholders. This year, we will be implementing electronic statements and mobile banking, as well as continuing to upgrade our remote deposit technology. While we continue to grow the number of relationships and products, our transaction expenses have decreased. We are committed to our ongoing investment in technology for our

customers while maintaining expense control for our shareholders.

You may have noticed that many of the larger banks are now closing or consolidating many of their retail branch locations. While it is extremely expensive to open new branch locations, we will be increasing our efforts to look for opportunities in our markets. Real estate values are becoming much more affordable and we are hopeful that we can once again start to expand our franchise. We are planning to break ground on our 17th branch in Washington, NJ this spring.

We recognize that to be successful in this highly competitive business, it is critical that our employees are aligned with our principles. Hiring the best employees, training them well, and keeping them highly motivated remains a top priority. With great employees providing the highest level of service for our customers, we will continue to grab market share from the big banks. Banking is a commodity business,
the only way to grow is to provide excellent service on a consistent basis.

Our vision and strategy for Unity have not changed, we are committed to exceptional customer service, personal attention, local decision-making and concern for the financial well being of our customers and shareholders. We are committed to achieving our financial goals and look forward to the challenges ahead.

The Board of Directors, management and staff thank you and we continue to appreciate your loyalty and support.


Chairman

## Employee Spotlight



In 2009, Walter Deutsch marked his 10th year with Unity Bank. Walter has been supporting the Highland Park area since May of 1999 when he joined the Bank. He opened the Highland Park branch's first business account over coffee with the owner of a local strip mall and gift shop, beginning one of countless partnerships with local businessmen. The Highland Park branch has grown steadily over the years and now ranks third in overall deposits.

In addition to the Highland Park community, Walter has extended his sales efforts into New Brunswick and other neighboring towns, bringing Unity's quality products and services into those communities.

Walter started his banking career as a part-time summer employee with New Brunswick Savings Bank, while attending Lawrence University in Appleton, Wisconsin. After graduation, the bank had been so impressed with Walter's talents that they welcomed him as the first candidate for their Management Training Program. Walter's diverse experience includes roles in Human Resources, Marketing and various other branch positions. Over 25 of the past 30 years, Walter has served Highland Park and its surrounding communities, having opened new branches, worked on trouble shooting existing branches,
and he has managed branch locations as large as \$150 million in deposits.

Walter believes in being actively involved in civic and not-for-profit organizations. Through his efforts, he has coached grade school girls for St. Matthias School's basketball program and worked with field participants and throwers for Mount St. Mary Academy's high school track team. In addition, Walter is a former President of the Highland Park Chamber of Commerce, former member of the Board of Trustees of Rutger's Preparatory School, former Chair of St. Ladislaus' School Board and was a I 2-year volunteer for the Komen Race for the Cure in New Jersey. Walter currently serves on the Advisory Board of Middlesex County Vocational and Technical High Schools and is Chair of Main Street Highland Park, the managing entity for its Downtown Business Improvement District.

Walter has been recognized many times for his achievements while serving as Unity's Vice President and Relationship Manager of Highland Park, including, Employee of the Quarter in 2006 and Unity Bank's Salesperson of the Year award in both 2008 and 2009. Walter was promoted to Market Leader in 2008, mentoring other branches, while utilizing his leadership and expertise to attain year-over-year growth in his markets.

Unity Bank is proud to have Walter Deutsch represent our institution. He has been, and will continue to be, one of Unity's best assets.

## Unity Bank, growing with you!

## Our Brand Promise

This past year has seen a continuation of our ongoing commitment to our brand promise, "growing with you!" Our steadfast dedication to this promise is evident in the ways we serve our employees, local small businesses, individual customers and local communities.

With deep roots in community, we are committed to the growth of our branches. Unity Bank has continued its financial growth year over year, despite the severity of the economy and the current credit climate. In fact, 2009 was a record year in terms of core deposit growth. We've continued to grow because, unlike larger financial institutions, we continue to help our customers grow - through the strength of our branches and our community bank brand. Our strength lies in knowing our customers - who they are, what they do, where they live and what they need. These relationships can only be developed and fostered in a local community bank setting where everybody really does know your name.

Unity Bank continues to grow because of our unique connection to our employees, our small businesses, our individual consumers and the communities we serve. These connections are the Unity difference that set us apart from other banking institutions.

## Our Employee Connection

As a progressive, sales-minded community bank, Unity invests in our greatest asset - our people. Our training goes far beyond traditional operational training; we're not looking to build short-term job relationships, we want to grow employees into longterm careers with us.

Investing in personal growth training, sales training and relationship building makes good business sense because it translates to better service and career longevity. In addition, Unity offers incentive programs that reward employees at every level for their active roles in growing our business through referrals of new customers.

## Our Small Business Connection

At a time when larger banking institutions, leery of extending credit, are saying, "no," to potential small business clients, Unity Bank is saying, "yes." Single proprietors and small businesses are discovering that community banking provides more value by granting them face-to-face accessibility to key decision makers who can assist them directly with their financial needs.

As an SBA-approved lender, Unity has been able to offer our business customers enhanced SBA loans at lower interest rates, thanks to modifications in government economic stimulus packages.

Supporting local small businesses builds brand loyalty and creates referrals, leading to other growth opportunities and revenue sources.

## Our Individual Consumer Connection

While the housing market continued to decline, so did the number of residential mortgage loans available to homebuyers eager to cash in on "buyers' market" home prices.

Unfortunately, the dream of home ownership evaporated for many potential buyers due to difficulty in obtaining financing.

For Unity Bank, 2009 was the year of opportunity in finding solutions for these dashed hopes and broken dreams. As an approved lender for Fannie Mae, Freddie Mac, FHA/VA and USDA Rural Housing, we're able to offer mortgage program solutions to even the most challenged borrowers. We understand that the "cookie-cutter" approach to mortgage lending is seldom realistic: that just makes us work harder to find the best solution for each buyer and each situation.

## Our Community Connection

By supporting our local residents and small business, Unity Bank helps to support local communities and charities. Unity has also worked side-by-side with organizations such as Habitat for Humanity, providing not only our financial support, but also the type of closeknit community emotional support that isn't usually part of the fabric of larger financial institutions.

In Conclusion...
We infuse our brand promise, "growing with you!" into all our communications and it's reflected in the faces of our employees, our customers and the members of our local communities. We intend to continue this success story.

# Management's Discussion \&i Analysis of Financial Condition \& Results of Operations 

The following discussion and analysis should be read in conjunction with the Consolidated Financial Statements and the notes relating thereto included herein. When necessary, reclassifications have been made to prior period's data for purposes of comparability with current period presentation without impacting earnings.

## Overview

Unity Bancorp, Inc. (the "Parent Company") is a bank holding company incorporated in New Jersey and registered under the Bank Holding Company Act of 1956, as amended. Its wholly-owned subsidiary, Unity Bank (the "Bank," or when consolidated with the Parent Company, the "Company") is chartered by the New Jersey Department of Banking and Insurance. The Bank provides a full range of commercial and retail banking services through the Internet and its sixteen branch offices located in Hunterdon, Middlesex, Somerset, Union and Warren counties in New Jersey and Northampton County in Pennsylvania. These services include the acceptance of demand, savings and time deposits and the extension of consumer, real estate, Small Business Administration ("SBA") and other commercial credits.

## Results of Operations

Beginning in 2008 and continuing through 2009, there has been unprecedented financial, credit and capital market stress. Factors such as lack of liquidity in the credit markets, financial institution failures, asset "fair market value" write-downs, and capital adequacy and credit quality concerns resulted in a lack of confidence by the markets in the financial industry. Consumer sentiment remained low, consumer spending contracted, housing values declined, the stock market remained volatile, and unemployment remained at approximately 10 percent.

Corporate layoffs, hiring freezes and bankruptcies persist and capital spending plans have been postponed. Individual's uncertainties regarding the labor market have re-prioritized spending habits and have curbed discretionary spending. The majority of the financial sector continues to trade at a discount to book value due to credit concerns and negative publicity in the news media. Secondary markets for many types of financial assets remain very restrictive.

The Company's 2009 results were impacted by the magnitude of the recession and its subsequent impact on our customers and our loan and securities portfolios. Items which materially impacted earnings for the year included:

- A $\$ 3.5$ million increase year over year in the provision for loan losses due to the inherent credit risk within the loan portfolio,
- $\$ 2.6$ million in other-than-temporary impairment charges ("OTTI") on two bank pooled trust preferred securities due to the deterioration of the underlying collateral for the issues,
- A \$1.I million increase in FDIC insurance premiums due to an increase in assessment rates and a $\$ 408$ thousand special assessment, and
- An $\$ 824$ thousand decrease in gains on the sale of SBA loans.

Despite this challenging operating environment, the Company's performance included the following accomplishments:

- Controlled operating expenses, which remained flat when the increased FDIC insurance premiums and special assessment are excluded.
- Continued market share expansion as total deposits increased 7.2 percent from one year ago, and
- The Company remained well-capitalized.

For the year ended December 3I, 2009, the Company reported a net loss attributable to common shareholders of $\$ 2.6$ million compared to net income available to common shareholders of \$1.8 million for 2008. Performance ratios included:

|  | $\mathbf{2 0 0 9}$ | 2008 |
| :--- | :---: | ---: |
| Net income (loss) per common <br> share - Basic (I) | $\mathbf{\$ ( 0 . 3 6 )}$ | $\$ 0.26$ |
| Net income (loss) per common <br> share - Diluted (I) | $\mathbf{\$ ( 0 . 3 6 )}$ | $\$ 0.25$ |
| Return (loss) on average assets | $\mathbf{( 0 . 1 2 ) \%}$ | $0.24 \%$ |
| Return (loss) on average equity (2) | $\mathbf{( 5 . 2 9 ) \%}$ | $3.83 \%$ |
| Efficiency ratio | $\mathbf{7 5 . 4 9} \%$ | $71.90 \%$ |

I) Defined as net income adjusted for dividends accrued and accretion of discount on perpetual preferred stock divided by weighted average shares outstanding.
2) Defined as net income adjusted for dividends accrued and accretion of discount on perpetual preferred stock divided by average shareholders' equity (excluding preferred stock).

## Net Interest Income

The primary source of income for the Company is net interest income, the difference between the interest earned on earning assets such as investments and loans, and the interest paid on deposits and borrowings. Factors that impact the Company's net interest income include the interest rate environment, the volume and mix of interestearning assets and interest-bearing liabilities, and the competitive nature of the Company's marketplace.

In 2008 the Federal Open Market Committee lowered interest rates 400 basis points in an attempt to stimulate economic activity. By year-end 2008, the Fed Funds target
rate had fallen to 0.25 percent and the Prime rate to 3.25 percent. During 2009, interest rates remained stable at this low level. Consequently, the Company realized lower yields on earning assets and lower funding costs.

During 2009, tax-equivalent interest income decreased $\$ 1.4$ million or 2.7 percent to $\$ 49.5$ million. This decrease was driven by the lower average yield on earning assets and a shift in the mix of earning assets:

- Of the $\$ 1.4$ million decrease in interest income on a tax-equivalent basis, a $\$ 5.5$ million decrease is attributed to reduced yields on interest-earning assets, which was partially offset by a $\$ 4.2$ million increase due to the increase in average interestearning assets.
- The average volume of interest-earning assets increased $\$ 85.7$ million to $\$ 866.9$ million in 2009 compared to $\$ 781.2$ million in 2008. This was due primarily to a $\$ 61.9$ million increase in average investment securities and a $\$ 22.6$ million increase in average loans.
- The mix of asset growth was concentrated in investment securities due to attractive pricing opportunities as the stressed economic environment tapered creditworthy lending opportunities.
- The yield on interest-earning assets decreased 81 basis points to 5.71 percent in 2009 due to the lower overall interest rate environment compared to 2008. Yields on all earning assets, particularly those with variable rates, fell due to these lower market rates. For example, the yield on SBA 7(a) loans fell 219 basis points to 6.06 percent from 8.25 percent in 2008.

Total interest expense was $\$ 21.6$ million in 2009 , a decrease of $\$ 1.9$ million or 8.1 percent compared to 2008. This decrease was driven by the lower overall interest rate environment in 2009 combined with the shift in deposit mix from higher priced products:

- Of the $\$ 1.9$ million decrease in interest expense in 2009, $\$ 3.5$ million was attributed to a decrease in
the rates paid on interest-bearing liabilities, partially offset by a $\$ 1.6$ million increase due to a higher volume of these liabilities.
- Interest-bearing liabilities averaged $\$ 757.4$ million in 2009 , an increase of $\$ 65.9$ million, or 9.5 percent, compared to 2008. The increase in interest-bearing liabilities was a result of increases in all deposit categories and borrowed funds.
- The average cost of interest-bearing liabilities decreased 55 basis points to 2.84 percent, primarily due to the repricing of deposits and borrowings in a lower interest rate environment. The cost of interest-bearing deposits decreased 59 basis points to 2.66 percent in 2009 and the cost of borrowed funds and subordinated debentures decreased 30 basis points to 3.88 percent.
- The lower cost of funding was also attributed to a shift in the mix of deposits from higher cost time deposits to lower cost savings deposits.

Tax-equivalent net interest income amounted to $\$ 28.0$ million in 2009, an increase of $\$ 503$ thousand, or 1.8 percent, compared to 2008. Net interest margin decreased 29 basis points to 3.22 percent for 2009 , compared to 3.5 I percent in 2008. The net interest spread was 2.87 percent, a 26 basis point decrease from 3.13 percent in 2008.

The table on pages 8 and 9 reflects the components of net interest income, setting forth for the periods presented herein: (I) average assets, liabilities and shareholders' equity, (2) interest income earned on interest-earning assets and interest expense paid on interest-bearing liabilities, (3) average yields earned on interest-earning assets and average rates paid on interest-bearing liabilities, (4) net interest spread (which is the average yield on interest-earning assets less the average rate on interest-bearing liabilities), and (5) net interest income/margin on average earning assets. Rates/ Yields are computed on a fully tax-equivalent basis, assuming a federal income tax rate of 34 percent.

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## Consolidated Average Balance Sheets

(Dollar amounts in thousands - interest amounts and interest rates/yields on a fully tax-equivalent basis.)
For the years ended December 3I,

|  | 2009 |  |  | 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Rate <br> Yield |  | Average Balance |  | Interest | Rate/ <br> Yield |
| ASSETS |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |
| Federal funds sold and interest-bearing deposits | \$ 27,163 | \$ 117 | 0.43\% | \$ | 26,686 |  | 471 | 1.76\% |
| Federal Home Loan Bank stock | 5,06 I | 277 | 5.47 |  | 4,353 |  | 240 | 5.51 |
| Securities: |  |  |  |  |  |  |  |  |
| Available for sale | 135,537 | 6,189 | 4.57 |  | 74,243 |  | 3,761 | 5.07 |
| Held to maturity | 32,292 | 1,593 | 4.93 |  | 31,710 |  | 1,654 | 5.22 |
| Total securities (A) | 167,829 | 7,782 | 4.64 |  | 105,953 |  | 5,415 | 5.11 |
| Loans, net of unearned discount: |  |  |  |  |  |  |  |  |
| SBA | 103,031 | 6,246 | 6.06 |  | 101,430 |  | 8,370 | 8.25 |
| SBA 504 | 73,517 | 4,82I | 6.56 |  | 74,617 |  | 5,572 | 7.47 |
| Commercial | 301,340 | 19,881 | 6.60 |  | 308,751 |  | 21,424 | 6.94 |
| Residential mortgage | 126,474 | 7,252 | 5.73 |  | 100,110 |  | 5,971 | 5.96 |
| Consumer | 62,481 | 3,160 | 5.06 |  | 59,291 |  | 3,462 | 5.84 |
| Total loans (A),(B) | 666,843 | 41,360 | 6.20 |  | 644,199 |  | 44,799 | 6.95 |
| Total interest-earning assets | \$ 866,896 | \$ 49,536 | 5.71\% | \$ | 781,191 | \$ | 50,925 | 6.52\% |
| Noninterest-earning assets: |  |  |  |  |  |  |  |  |
| Cash and due from banks | 18,948 |  |  |  | 17,529 |  |  |  |
| Allowance for loan losses | (11,721) |  |  |  | $(9,179)$ |  |  |  |
| Other assets | 33,913 |  |  |  | 31,667 |  |  |  |
| Total noninterest-earning assets | 41,140 |  |  |  | 40,017 |  |  |  |
| Total Assets | \$ 908,036 |  |  | \$ | 821,208 |  |  |  |

## LIABILITIES AND SHAREHOLDERS' EQUITY

Interest-bearing liabilities:

| Interest-bearing demand deposits | \$ 89,500 | \$ 1,063 | 1.19\% | \$ | 84,336 | \$ | 1,468 | 1.74\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings deposits | 214,274 | 3,574 | 1.67 |  | 168,784 |  | 3,644 | 2.16 |
| Time deposits | 341,233 | 12,523 | 3.67 |  | 330,174 |  | 13,836 | 4.19 |
| Total interest-bearing deposits | 645,007 | 17,160 | 2.66 |  | 583,294 |  | 18,948 | 3.25 |
| Borrowed funds and subordinated debentures | 112,403 | 4,422 | 3.88 |  | 108,214 |  | 4,526 | 4.18 |
| Total interest-bearing liabilities | \$ 757,410 | \$ 21,582 | 2.84\% | \$ | 691,508 | \$ | 23,474 | 3.39\% |
| Noninterest-bearing liabilities: |  |  |  |  |  |  |  |  |
| Demand deposits | 79,252 |  |  |  | 78,282 |  |  |  |
| Other liabilities | 4,313 |  |  |  | 2,531 |  |  |  |
| Total noninterest-bearing liabilities | 83,565 |  |  |  | 80,813 |  |  |  |
| Shareholders' equity | 67,061 |  |  |  | 48,887 |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ 908,036 |  |  | \$ | 821,208 |  |  |  |
| Net interest spread |  | \$ 27,954 | 2.87\% |  |  | \$ | 27,45I | 3.13\% |
| Tax-equivalent basis adjustment |  | (126) |  |  |  |  | (160) |  |
| Net interest income |  | \$ 27,828 |  |  |  | \$ | 27,291 |  |
| Net interest margin |  |  | 3.22\% |  |  |  |  | 3.51\% |

[^0]|  | 2007 |  |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average |  | Rate/ | Average |  | Rate/ | Average |  |
| Balance | Interest | Yield | Balance | Interest | Yield | Balance | Interest |


| \$ | 22,290 | \$ | 1,068 | 4.79\% | \$ | 21,606 | \$ | 1,042 | 4.82\% | \$ | 17,160 | \$ | 572 | 3.33\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3,336 |  | 258 | 7.73 |  | 2,340 |  | 139 | 5.94 |  | 1,513 |  | 76 | 5.02 |
|  | 65,853 |  | 3,253 | 4.94 |  | 64,134 |  | 2,964 | 4.62 |  | 72,695 |  | 3,076 | 4.23 |
|  | 37,724 |  | 1,986 | 5.26 |  | 41,156 |  | 2,069 | 5.03 |  | 31,139 |  | 1,477 | 4.74 |
|  | 103,577 |  | 5,239 | 5.06 |  | 105,290 |  | 5,033 | 4.78 |  | 103,834 |  | 4,553 | 4.38 |
|  | 84,185 |  | 9,039 | 10.74 |  | 84,113 |  | 8,615 | 10.24 |  | 74,369 |  | 6,558 | 8.82 |
|  | 66,393 |  | 5,345 | 8.05 |  | 54,462 |  | 4,514 | 8.29 |  | 40,655 |  | 3,010 | 7.40 |
|  | 275,448 |  | 20,393 | 7.40 |  | 240,311 |  | 17,400 | 7.24 |  | 189,384 |  | 13,154 | 6.95 |
|  | 68,443 |  | 3,995 | 5.84 |  | 59,933 |  | 3,305 | 5.51 |  | 62,103 |  | 3,318 | 5.34 |
|  | 54,789 |  | 3,722 | 6.79 |  | 47,652 |  | 3,208 | 6.73 |  | 45,707 |  | 2,648 | 5.79 |
|  | 549,258 |  | 42,494 | 7.74 |  | 486,471 |  | 37,042 | 7.61 |  | 412,218 |  | 28,688 | 6.96 |
| \$ | 678,461 | \$ | 49,059 | 7.23\% | \$ | 615,707 | \$ | 43,256 | 7.02\% | \$ | 534,725 | \$ | 33,889 | 6.34\% |


| 13,467 | 12,439 | 12,661 |
| :---: | :---: | :---: |
| $(8,184)$ | $(7,493)$ | $(6,398)$ |
| 29,304 | 29,302 | 24,399 |
| 34,587 | 34,248 | 30,662 |
| $\$ 13,048$ | $\$ 649,955$ | $\$ 565,387$ |


| \$ | 85,750 | \$ | 1,928 | 2.25\% | \$ | 117,730 | \$ | 2,648 | 2.25\% | \$ | 150,420 | \$ | 2,605 | 1.73\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 204,214 |  | 8,064 | 3.95 |  | 183,815 |  | 6,948 | 3.78 |  | 130,911 |  | 3,164 | 2.42 |
|  | 213,407 |  | 10,206 | 4.78 |  | 169,572 |  | 7,101 | 4.19 |  | 118,174 |  | 3,820 | 3.23 |
|  | 503,371 |  | 20,198 | 4.01 |  | 471,117 |  | 16,697 | 3.54 |  | 399,505 |  | 9,589 | 2.40 |
|  | 84,962 |  | 4,276 | 5.03 |  | 55,756 |  | 2,735 | 4.91 |  | 46,604 |  | 2,014 | 4.32 |
| \$ | 588,333 | \$ | 24,474 | 4.16\% | \$ | 526,873 | \$ | 19,432 | 3.69\% | \$ | 446,109 | \$ | 11,603 | 2.60\% |



The rate volume table below presents an analysis of the impact on interest income and expense resulting from changes in average volume and rates over the periods presented. Changes that are not due to volume or rate variances have been allocated proportionally to both, based on their relative absolute values. Amounts have been computed on a tax-equivalent basis, assuming a federal income tax rate of 34 percent.

## 2009 versus 2008

2008 versus 2007
Increase (Decrease)
Increase (Decrease) Due to change in

Due to change in

| Year ended December 31, (In thousands on a tax-equivalent basis) | Due to change in |  |  |  |  |  | Due to change in |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume |  | Rate |  | Net |  | Volume |  | Rate |  | Net |  |
| Interest Income: |  |  |  |  |  |  |  |  |  |  |  |  |
| Federal funds sold and interest-bearing deposits | \$ | 8 | \$ | (362) | \$ | (354) | \$ | 179 | \$ | (776) | \$ | (597) |
| Federal Home Loan Bank stock |  | 39 |  | (2) |  | 37 |  | 67 |  | (85) |  | (18) |
| Investment securities |  | 2,862 |  | (495) |  | 2,367 |  | 104 |  | 72 |  | 176 |
| Net loans |  | 1,242 |  | $(4,68 \mathrm{I})$ |  | $(3,439)$ |  | 6,818 |  | $(4,513)$ |  | 2,305 |
| Total interest income | \$ | 4,151 | \$ | $(5,540)$ | \$ | $(1,389)$ | \$ | 7,168 | \$ | $(5,302)$ | \$ | 1,866 |


| Interest Expense: |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing demand deposits | \$ | 85 | \$ | (490) | \$ | (405) | \$ | (31) | \$ | (429) | \$ | (460) |
| Savings deposits |  | 861 |  | (931) |  | (70) |  | $(1,224)$ |  | $(3,196)$ |  | $(4,420)$ |
| Time deposits |  | 451 |  | $(1,764)$ |  | $(1,313)$ |  | 5,016 |  | $(1,386)$ |  | 3,630 |
| Total deposits | \$ | 1,397 | \$ | $(3,185)$ | \$ | $(1,788)$ | \$ | 3,761 | \$ | $(5,011)$ | \$ | $(1,250)$ |
| Borrowed funds and subordinated debentures |  | 192 |  | (296) |  | (104) |  | 1,048 |  | (798) |  | 250 |
| Total interest expense | \$ | 1,589 | \$ | $(3,481)$ | \$ | $(1,892)$ | \$ | 4,809 | \$ | $(5,809)$ | \$ | $(1,000)$ |
| Net interest income - fully tax-equivalent | \$ | 2,562 | \$ | $(2,059)$ | \$ | 503 | \$ | 2,359 | \$ | 507 | \$ | 2,866 |
| Decrease (increase) in tax-equivalent adjustment |  |  |  |  |  | 34 |  |  |  |  |  | (1) |
| Net interest income |  |  |  |  | \$ | 537 |  |  |  |  | \$ | 2,865 |

## Provision for Loan Losses

The provision for loan losses totaled $\$ 8.0$ million for 2009, an increase of $\$ 3.5$ million compared to $\$ 4.5$ million for 2008. The increase is directly related to the increase in nonperforming loans and net charge-offs experienced as a result of the continued weakness in the economy both nationally and in our trade area. Additional information may be found under the caption, "Financial Condition-Asset Quality."

Each period's loan loss provision is the result of management's analysis of the loan portfolio and reflects changes in the size and composition of the portfolio, the level of net charge-offs, delinquencies, current economic conditions and other internal and external factors impacting the risk within the loan portfolio. Additional information may be found under the caption, "Financial Condition - Allowance for Loan Losses and Unfunded Loan Commitments." The current provision is considered appropriate under management's assessment of the adequacy of the allowance for loan losses.

## Noninterest Income

Historically, Unity has had a strong source of noninterest income in the form of gains on the sale of the guaranteed portion of its SBA loans. Under the SBA 7(a) program, the SBA guarantees up to 90 percent of the principal of a qualifying loan. In the past, the Company would sell the guaranteed portion of the loan into the secondary market and retain the unguaranteed portion. However, beginning in 2008, pricing in the secondary market for SBA loans began to
deteriorate in response to the credit crisis. Consequently, Unity has held a significant portion of its current production of SBA loans in its portfolio. This decision has resulted in lower levels of noninterest income in 2009 that will likely continue in the foreseeable future. In addition, other-thantemporary impairment ("OTTI") charges have significantly reduced noninterest income during 2009.

Noninterest income was $\$ 2.1$ million for 2009, a $\$ 554$ thousand, or 20.6 percent decrease compared to $\$ 2.7$ million for 2008 . The following table shows the components of noninterest income for 2009 and 2008:

| (In thousands) | 2009 |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
| Service charges on deposit accounts | \$ | 1,418 | \$ | 1,393 |
| Service and loan fee income |  | 1,214 |  | 1,271 |
| Gain on sale of SBA loans held for sale, net |  | 393 |  | 1,217 |
| Gain on sale of mortgage loans |  | 217 |  | 40 |
| Bank owned life insurance |  | 222 |  | 210 |
| Other-than-temporary impairment charges on securities |  | (2,611) |  | $(1,540)$ |
| Net security gains (losses) |  | 855 |  | (378) |
| Other income |  | 432 |  | 481 |
| Total noninterest income | \$ | 2,140 | \$ | 2,694 |

Changes in our noninterest income reflect:

- Service charges on deposit accounts increased I.8 percent. During this period, increased analysis fees on commercial accounts were partially offset by lower levels of overdraft fees.
- Service and loan fee income decreased 4.5 percent as a result of lower loan origination volume and SBA servicing income, offset in part by higher prepayment fees.
- Net gains on SBA loan sales decreased $\$ 824$ thousand or 67.7 percent compared to 2008 as a result of a significantly lower volume of loans sold. SBA loan sales totaled $\$ 5.2$ million for the twelve months ended December 31, 2009, compared to $\$ 24.8$ million for 2008 . As a result of the significantly reduced premiums and the absence of liquidity in the secondary market for SBA loans due to the credit crisis, the Company closed all SBA production offices outside of its New Jersey, Pennsylvania and New York footprint late in the third quarter of 2008. Consequently, management believes that net gains on SBA loan sales will remain at lower levels or continue to decline for the foreseeable future.
- Gains on the sale of mortgage loans increased \$177 thousand due to a higher volume of loans sold. Sales of mortgage loans totaled \$17.7 million and $\$ 2.6$ million for 2009 and 2008, respectively.
- In December 2004, the Company purchased $\$ 5.0$ million of bank owned life insurance ("BOLI") to offset the rising costs of employee benefits. In 2009, the increase in the cash surrender value of the BOLI was $\$ 222$ thousand compared to $\$ 210$ thousand the prior year.
- During 2009, the Company recognized $\$ 2.6$ million in OTTI charges on two bank pooled trust preferred securities due to deterioration in the value of the underlying collateral. These two securities, which had a cost basis of $\$ 3.0$ million, had been previously written down $\$ 306$ thousand in December of 2008. In addition during 2008, OTTI charges of approximately $\$ 1.2$ million were taken on three callable FHLMC perpetual preferred securities due to the decline in market value of these securities and the eventual placement of FHLMC in conservatorship in September 2008.
- The Company realized net security gains of $\$ 855$ thousand on the sale of securities in 2009 compared to a net loss of $\$ 378$ thousand on sales in 2008. In 2009, the Company sold approximately $\$ 31.5$ million in book value of mortgage related products as well as the remaining portion of callable Freddie Mac perpetual preferred securities on its books. In 2008, the Company sold approximately $\$ 2.1$ million in book value of callable Freddie Mac perpetual preferred securities, resulting in a pre-tax loss of $\$ 469$ thousand. This loss was partially offset by other sales during the year which yielded a gain of \$91 thousand.
- Other income totaled $\$ 432$ thousand and $\$ 481$ thousand in 2009 and 2008, respectively. The decline was due primarily to reduced annuity commission income.


## Noninterest Expense

In response to the challenging economic environment which began in 2008 and continued throughout 2009, the Company took several steps to reduce its operating expenses. The primary cost reduction mechanism was the significant reduction in staffing related to closing our SBA loan production offices outside of our primary trade areas in the fourth quarter of 2008. The effect of this reduction in head-count can be seen in the 6.2 percent decrease in compensation and benefits expense year over year. Unfortunately, this and other cost cutting strategies were offset by the large increase in FDIC insurance premiums during the year, as well as a special assessment designed to recapitalize the Deposit Insurance Fund.

Total noninterest expense was $\$ 23.9$ million for 2009, an increase of $\$ 1.0$ million or 4.4 percent over 2008. The following table presents a breakdown of noninterest expense for the years ended December 3I, 2009 and 2008:

| (In thousands) | $\mathbf{2 0 0 9}$ | 2008 |  |
| :--- | ---: | ---: | ---: |
| Compensation and benefits | $\mathbf{1 1 , 2 4 3}$ | $\$$ | $\mathbf{1 1 , 9 8 5}$ |
| Occupancy | $\mathbf{2 , 5 5 2}$ |  | 2,773 |
| Processing and communications | $\mathbf{2 , 0 7 7}$ | 2,251 |  |
| Furniture and equipment | $\mathbf{1 , 8 2 9}$ | 1,675 |  |
| Professional services | $\mathbf{1 , 0 4 2}$ | 898 |  |
| Loan collection costs | $\mathbf{1 , 0 2 3}$ | 662 |  |
| Deposit insurance | $\mathbf{1 , 7 0 7}$ | 589 |  |
| Advertising | $\mathbf{5 3 0}$ | 451 |  |
| Other expenses | $\mathbf{1 , 9 4 4}$ | 1,655 |  |
| Total noninterest expense | $\$ \mathbf{2 3 , 9 4 7}$ | $\$$ | $\mathbf{2 2 , 9 3 9}$ |

Changes in noninterest expense reflect:

- Compensation and benefits expense, the largest component of noninterest expense, decreased $\$ 742$ thousand or 6.2 percent year over year, for the reason noted above. This reduction in payroll expense was partially offset by increased retail commissions. At December 3I, 2009 and 2008 there were 165 and 169 full-time equivalent employees, respectively.
- Occupancy expense declined $\$ 221$ thousand or 8.0 percent this past year due primarily to the renegotiation of the lease on our corporate headquarters.
- Processing and communications expenses decreased $\$ 174$ thousand or 7.7 percent. This was the result of renegotiated communications and ATM processing contracts, bringing items processing in-house and reduced capital expenditures, partially offset by increased volume driven and service module data processing expenses.
- Furniture and equipment expense increased $\$ 154$ thousand or 9.2 percent due to depreciation expense on new equipment and software as well as increased software and network maintenance costs.
- Professional service fees increased \$144 thousand or 16.0 percent in 2009 in response to higher legal and audit costs.
- Loan collection costs increased $\$ 361$ thousand or 54.5 percent as the Company addressed the collection of a higher volume of delinquent loans.
- Deposit insurance expense increased $\$ 1 . I$ million in 2009 due to higher premium rates and a $\$ 408$ thousand special assessment as the FDIC recapitalizes the Deposit Insurance Fund.
- Advertising expense increased $\$ 79$ thousand or 17.5 percent in 2009 in support of the Company's sales initiative.
- Other expenses increased $\$ 289$ thousand or 17.5 percent compared to the prior year. This increase was due primarily to other real estate owned ("OREO") expenses.


## Income Tax Expense

For 2009, the Company reported an income tax benefit of $\$ 898$ thousand for a 45.4 percent effective tax rate compared to income tax expense of $\$ 616$ thousand or a 24.2 percent effective tax rate in 2008. The benefit in 2009 was due to a net loss. The Company anticipates a lower effective tax rate in 2010 .

## Financial Condition

Total assets increased $\$ 32.0$ million, or 3.6 percent, to $\$ 930.4$ million at December 3I, 2009, compared to $\$ 898.3$ million at December 3I, 2008. This increase was due to a $\$ 39.2$ million increase in cash and cash equivalents and a $\$ 19.5$ million increase in total securities funded by a $\$ 51.1$ million increase in total deposits. Total loans and total borrowed funds decreased $\$ 28.9$ million and $\$ 20.0$ million, respectively. Total shareholders' equity remained flat from the prior year.

Average total assets for 2009 were $\$ 908.0$ million, an $\$ 86.8$ million increase from the prior year's $\$ 821.2$ million average balance. The increase in average assets was due primarily to growth in the securities portfolio funded by increased deposits.

## Investment Securities Portfolio

The Company's securities portfolio consists of available for sale ("AFS") and held to maturity ("HTM") investments. Management determines the appropriate security classification of available for sale or held to maturity at the time of purchase. The investment securities portfolio is maintained for asset-liability management purposes, as well as for liquidity and earnings purposes.

AFS securities are investments carried at fair value that may be sold in response to changing market and interest rate conditions or for other business purposes. Activity in this portfolio is undertaken primarily to manage liquidity and interest rate risk, to take advantage of market conditions that create economically attractive returns and as an additional source of earnings. AFS securities consist primarily of U.S. Government sponsored entities, obligations of state and political subdivisions, mortgage-backed securities, trust preferred securities and equity securities.

HTM securities, which are carried at amortized cost, are investments for which there is the positive intent and ability to hold to maturity. The portfolio is comprised of U.S. Government sponsored entities, obligations of state and political subdivisions, mortgage-backed securities and trust preferred securities.

AFS securities totaled $\$ 140.8$ million at December 31, 2009 , an increase of $\$ 23.4$ million or 20.0 percent, compared to $\$ 117.3$ million at December 31, 2008. This net increase was the result of the following:

- $\$ 104.8$ million in purchases, which consisted of $\$ 89.6$ million of mortgage-backed securities and collateralized mortgage obligations ("CMOs") and $\$ 15.2$ million of U.S. Government sponsored entities.
- $\$ 50.3$ million in principal payments, maturities and called bonds,
- $\$ 31.5$ million in sales net of gains, which consisted primarily of mortgage-backed securities and CMOs, and
- $\$ 965$ thousand of appreciation in the market value of the portfolio. At December 3I, 2009, the portfolio had a net unrealized loss of $\$ 8$ thousand compared to a net unrealized loss of $\$ 974$ thousand at the end of the prior year. These unrealized losses are reflected net of tax in shareholders' equity as other comprehensive loss.

The average balance of securities available for sale amounted to $\$ 135.5$ million in 2009 compared to $\$ 74.2$ million in 2008. The average yield earned on the available for sale portfolio decreased 50 basis points, to 4.57 percent in 2009 from 5.07 percent in 2008. The weighted average repricing of securities available for sale, adjusted for prepayments, amounted to 2.5 years at December 31, 2009, compared to 2.1 years in 2008.

At December 3I, 2009, the Company's available for sale portfolio included one bank trust preferred security with a book value of $\$ 976$ thousand and a market value of $\$ 390$ thousand. The Company monitors the credit worthiness of the issuer of this security quarterly. At December 31, 2009, the Company had not taken any OTTI adjustments on this security. Management will continue to monitor the performance of the security and the underlying institution for impairment. Changes in the credit worthiness of the underlying issuer may result in OTTI charges and realized losses in the future.

HTM securities were $\$ 28.3$ million at December 3I, 2009, a decrease of $\$ 3.9$ million or 12.2 percent, from yearend 2008. This net decrease was the result of:

- $\$ 4.0$ million in purchases,
- $\$ 6.4$ million in principal payments, maturities and called bonds, and
- A $\$ 1.5$ million decrease related to other-thantemporary impairment charges on two pooled trust preferred securities.

As of December 3I, 2009 and 2008, the market value of held to maturity securities was $\$ 28.4$ million and $\$ 30.1$
million, respectively. The average balance of securities held to maturity amounted to $\$ 32.3$ million in 2009 compared to $\$ 31.7$ million in 2008. The average yield earned on held to maturity securities decreased 29 basis points, from 5.22 percent in 2008 to 4.93 percent in 2009 . The weighted average repricing of held to maturity securities, adjusted for prepayments, amounted to 2.7 years and 3.7 years at December 31, 2009 and December 31, 2008, respectively.

During 2009, the Company recognized $\$ 2.6$ million of credit related other-than-temporary impairment losses on two held to maturity securities due to the deterioration in the underlying collateral. These two securities were transferred from the AFS portfolio to the HTM portfolio during 2008 at fair market value with the adjustment being posted to other comprehensive income in shareholders' equity. Consequently, the $\$ 2.6$ million OTTI charge resulted in a $\$ 1.5$ million net decrease to HTM securities and a $\$ 1 . I$ million increase to other comprehensive income in shareholders' equity. These two pooled trust preferred securities, which had a cost basis of $\$ 3.0$ million, had been previously written down $\$ 306$ thousand in December of 2008. The remaining book value of the trust preferred securities was approximately $\$ 50$ thousand at December 31, 2009.

Securities with a carrying value of $\$ 71.4$ million and $\$ 69.9$ million at December 3I, 2009 and 2008, respectively, were pledged to secure Government deposits, secure other borrowings and for other purposes required or permitted by law.

Approximately 82 percent of the total investment portfolio had a fixed rate of interest at December 31, 2009.

## Loan Portfolio

The loan portfolio, which represents the Company's largest asset group, is a significant source of both interest and fee income. The portfolio consists of SBA, SBA 504, commercial, residential mortgage and consumer loans. Different segments of the loan portfolio are subject to differing levels of credit and interest rate risk.

Total loans decreased $\$ 28.9$ million or 4.2 percent to $\$ 657.0$ million at December 31, 2009, compared to $\$ 685.9$ million at year-end 2008. The declines occurred in all loan types, are a direct result of the economic downturn and low consumer and business confidence levels, and reflect the impact of loan sales and reduced loan demand. Creditworthy borrowers are cutting back on capital expenditures or postponing their purchases in hopes that the economy will improve. In general, banks are lending less because consumers and businesses are demanding less credit.

Average loans increased $\$ 22.6$ million or 3.5 percent from $\$ 644.2$ million in 2008 , to $\$ 666.8$ million in 2009 . The increase in average loans was due to growth in the SBA, residential mortgage and consumer portfolios, partially offset by decreases in the SBA 504 and commercial portfolios. The largest increase was in the residential mortgage portfolio, totaling $\$ 26.4$ million. The yield on the overall loan portfolio fell 75 basis points to 6.20 percent in 2009 compared to 6.95 percent in 2008. This decrease was the result of variable rate, prime-based loan products such as SBA loans and home equity lines of credit repricing lower as rates remained low
in 2009. The prime rate has remained at 3.25 percent since December 2008.

SBA loans, on which the SBA provides guarantees of up to 90 percent of the principal balance, are considered a higher risk loan product for the Company than its other loan products. The Company's SBA loans were historically sold in the secondary market with the nonguaranteed portion held in the portfolio as a loan held for investment. During the third and fourth quarters of 2008 , as a result of the significantly reduced premiums on sale and the ongoing credit crisis, the Company closed all SBA production offices outside of its New Jersey, Pennsylvania and New York primary trade area. Consequently, the volume of new SBA loans and gains on SBA loans declined in 2009.

SBA 7(a) loans held for sale, carried at the lower of cost or market, amounted to $\$ 21.4$ million at December 31,2009 , a decrease of $\$ 775$ thousand from $\$ 22.2$ million at December 31, 2008. SBA 7(a) loans held to maturity amounted to $\$ 77.8$ million at December 31, 2009, a decrease of $\$ 5.3$ million from $\$ 83.1$ million at December 31, 2008. The yield on SBA loans, which are generally floating and adjust quarterly to the Prime rate, was 6.06 percent for 2009 , compared to 8.25 percent for the prior year due to the continued low interest rate environment.

At December 3I, 2009, SBA 504 loans totaled $\$ 70.7$ million, a decrease of $\$ 6.1$ million from $\$ 76.8$ million at December 31, 2008. The SBA 504 program consists of real estate backed commercial mortgages where the Company has the first mortgage and the SBA has the second mortgage on the property. Generally, the Company has a 50 percent loan to value ratio on SBA 504 program loans. The yield on SBA 504 loans dropped 91 basis points to 6.56 percent for 2009 compared to 7.47 percent for 2008.

Commercial loans are generally made in the Company's market place for the purpose of providing working capital, financing the purchase of equipment, inventory or commercial real estate and for other business purposes. These loans amounted to $\$ 293.7$ million at December 31, 2009, a decrease of $\$ 14.4$ million from year-end 2008. This decrease can be attributed to principal paydowns on these loans with minimal new loan volume. The yield on commercial loans was 6.60 percent for 2009, compared to 6.94 percent for the prior year.

Residential mortgage loans consist of loans secured by I to 4 family residential properties. These loans amounted to $\$ 133.1$ million at December 3I, 2009, flat from yearend 2008. New loan volume during the year was offset by the sale of mortgage loans totaling $\$ 17.7$ million. The yield on residential mortgages was 5.73 percent for the twelvemonths ended December 31, 2009, compared to 5.96 percent for the same period in 2008.

Consumer loans consist of home equity loans and loans for the purpose of financing the purchase of consumer goods, home improvements, and other personal needs, and are generally secured by the personal property being purchased. These loans amounted to $\$ 60.3$ million at December 31, 2009, a decrease of $\$ 2.3$ million from December 3I, 2008. The yield on consumer loans was 5.06 percent for 2009, compared to 5.84 percent for the prior year.

The following table sets forth the classification of loans by major category, including unearned fees, deferred costs and excluding the allowance for loan losses for the past five years at December 31:

| (In thousands) | 2009 |  | 2008 |  | 2007 |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | $\begin{aligned} & \text { \% of } \\ & \text { Total } \end{aligned}$ | Amount | $\begin{aligned} & \text { \% of } \\ & \text { Total } \end{aligned}$ | Amount | $\begin{aligned} & \text { \% of } \\ & \text { Total } \end{aligned}$ | Amount | $\begin{aligned} & \text { \% of } \\ & \text { Total } \end{aligned}$ | Amount | $\begin{aligned} & \text { \% of } \\ & \text { Total } \end{aligned}$ |
| SBA held for sale | \$ 21,406 | 3.3\% | \$ 22,181 | 3.2\% | \$ 24,640 | 4.2\% | \$ 12,273 | 2.4\% | \$ 14,001 | 3.1\% |
| SBA held to maturity | 77,844 | 11.8 | 83,127 | 12.1 | 68,875 | 11.7 | 66,802 | 13.2 | 64,660 | 14.4 |
| SBA 504 | 70,683 | 10.8 | 76,802 | 11.2 | 72,145 | 12.2 | 58,067 | 11.4 | 48,639 | 10.9 |
| Commercial | 293,739 | 44.6 | 308,165 | 44.9 | 293,641 | 49.7 | 254,128 | 50.1 | 211,942 | 47.2 |
| Residential mortgage | 133,059 | 20.3 | 133,110 | 19.5 | 73,697 | 12.5 | 63,493 | 12.5 | 62,039 | 13.8 |
| Consumer | 60,285 | 9.2 | 62,561 | 9.1 | 57,134 | 9.7 | 52,927 | 10.4 | 47,286 | 10.6 |
| Total loans | \$ 657,016 | 100.0\% | \$ 685,946 | 100.0\% | \$ 590, 132 | 100.0\% | \$ 507,690 | 100.0\% | \$ 448,567 | 100.0\% |

As of December 31, 2009, approximately 12 percent of the Company's total loan portfolio consists of loans to various unrelated and unaffiliated borrowers in the Hotel/Motel industry. Such loans are collateralized by the underlying real property financed and/or partially guaranteed by the SBA. There are no other concentrations of loans to any borrowers or group of borrowers exceeding 10 percent of the total loan portfolio. There are no foreign loans in the portfolio. As a preferred SBA lender, a portion of the SBA portfolio is to borrowers outside the Company's lending area.

The following table shows the maturity distribution or repricing of the loan portfolio and the allocation of floating and fixed interest rates at December 31, 2009:

| (In thousands) | Within <br> I Year | I-5 <br> Years | After 5 <br> Years | Total |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| SBA | $\$ 75,810$ | $\$$ | 16,009 | $\$$ | 7,431 |$\$ 99,250$


| Amount of loans with maturities or repricing dates greater than |  |
| :--- | ---: |
| one year: |  |
| Fixed interest rates | $\$ 166,446$ |
| Floating or adjustable interest rates | 203,718 |
| Total | $\$ 370,164$ |

## Asset Quality

Inherent in the lending function is credit risk, which is the possibility a borrower may not perform in accordance with the contractual terms of their loan. A borrower's inability to pay their obligations according to the contractual terms can create the risk of past due loans and, ultimately, credit losses, especially on collateral deficient loans. The Company minimizes its credit risk by loan diversification and adhering to strict credit administration policies and procedures. Due diligence on loans begins when we initiate
contact regarding a loan with a borrower. Documentation, including a borrower's credit history, materials establishing the value and liquidity of potential collateral, the purpose of the loan, the source of funds for repayment of the loan, and other factors, are analyzed before a loan is submitted for approval. The loan portfolio is then subject to on-going internal reviews for credit quality, as well as independent credit reviews by an outside firm.

The risk of loss is difficult to quantify and is subject to fluctuations in collateral values, general economic conditions and other factors. The current state of the economy and the downturn in the real estate market have resulted in increased loan delinquencies and defaults. In some cases, these factors have also resulted in significant impairment to the value of loan collateral. The Company values its collateral through the use of appraisals, broker price opinions, and knowledge of its local market. In response to the credit risk in its portfolio, the Company has increased staffing in its credit monitoring department and increased efforts in the collection and analysis of borrower's financial statements and tax returns.

Nonperforming loans consist of loans that are not accruing interest (nonaccrual loans) as a result of principal or interest being in default for a period of 90 days or more or when the ability to collect principal and interest according to the contractual terms is in doubt. When a loan is classified as nonaccrual, interest accruals discontinue and all past due interest previously recognized as income is reversed and charged against current period income. Generally, until the loan becomes current, any payments received from the borrower are applied to outstanding principal, until such time as management determines that the financial condition of the borrower and other factors merit recognition of a portion of such payments as interest income. Loans past due 90 days or more and still accruing interest are not included in nonperforming loans. Loans past due 90 days or more generally represent loans that are well collateralized and in a continuing process that are expected to result in repayment or restoration to current status.

The following table sets forth information concerning nonperforming loans and nonperforming assets at December 31 for the past five years:


The current state of the economy largely impacts the Company's level of delinquent and nonperforming loans. The recession that began in 2008 continues to put a strain on the Company's borrowers and their ability to pay their loan obligations. Unemployment rates are at the highest level in 25 years and businesses are reluctant to hire. Unemployment and flat wages have caused consumer spending and demand for goods to decline, impacting the profitability of small businesses. Consequently, the Company's nonperforming loans increased over the past two years.

Nonperforming loans were $\$ 25.5$ million at December 3I, 2009, a $\$ 9.4$ million increase from $\$ 16.1$ million at year-end 2008. Nonperforming loans increased in all loan categories, with the biggest increase of $\$ 3.8$ million in the residential mortgage portfolio. Included in nonperforming loans at December 31, 2009, are approximately $\$ 1.9$ million of loans guaranteed by the SBA, compared to $\$ 2.0$ million at December 31, 2008. In addition, there were $\$ 2.3$ million and $\$ 2.5$ million in loans past due 90 days or more and still accruing interest at December 31, 2009 and December 31, 2008, respectively.

Other real estate owned ("OREO") properties totaled $\$ 1.5$ million at December 31, 2009, an increase of $\$ 820$ thousand from $\$ 710$ thousand at year-end 2008. The Company took title to two commercial properties totaling $\$ 1.3$ million during the third quarter of 2009, as well as one SBA property and one residential property totaling \$253 thousand. All OREO properties held by the Company as of December 3I, 2008 were sold during 2009.

Potential problem loans are those where information about possible credit problems of borrowers causes management to have doubt as to the ability of such borrowers to comply with loan repayment terms. These loans are not included in nonperforming loans as they continue to perform. Potential problem loans totaled \$1.6 million at December 3I, 2009, a decrease of $\$ 1.2$ million from $\$ 2.7$ million at December 3I, 2008.

Troubled debt restructurings ("TDRs") occur when a creditor, for economic or legal reasons related to a debtor's financial condition, grants a concession to the debtor that it would not otherwise consider, such as a below market interest rate, extending the maturity of a loan, or a combination of both. At December 3I, 2009, there were four loans totaling $\$ 6.6$ million that were classified as TDRs by the Company and are deemed impaired. These loans are not included in the nonperforming or potential problem loan figures listed above, as they continue to perform under their modified terms. In addition, the Company modified loans during the course of the year that were not considered TDRs. These loan modifications were predominantly done in the Company's higher risk SBA portfolio. Modifications were made to SBA and commercial loans totaling $\$ 26.6$ million and to residential mortgages totaling $\$ 2.7$ million. The types of modifications include changing from a fixed rate of interest to a floating market rate, extending the term of the loan, or allowing interest only payments for a specified period of time. The majority of loans modified during the year are performing according to their new terms.

## Allowance for Loan Losses and Unfunded Loan Commitments

Management reviews the level of the allowance for loan losses on a quarterly basis. The standardized methodology used to assess the adequacy of the allowance includes the allocation of specific and general reserves. Specific reserves are made to significant individual impaired loans, which have been defined to include all nonaccrual loans and troubled debt restructurings. The general reserve is set based upon a representative average historical net charge-off rate adjusted for certain environmental factors such as: delinquency and impairment trends, charge-off and recovery trends, volume and loan term trends, risk and underwriting policy trends, staffing and experience changes, national and local economic trends, industry conditions and credit concentration changes.

Beginning in the third quarter of 2009 , when calculating the five-year historical net charge-off rate, the Company weights the past three years more heavily due to the higher amount of charge-offs experienced during those years. All of the environmental factors are ranked and assigned a basis points value based on the following scale: low, low moderate, moderate, high moderate, and high risk. The factors are evaluated separately for each type of loan. For example, commercial loans are broken down further into commercial and industrial loans, commercial mortgages, construction loans, etc. Each type of loan is risk weighted for each environmental factor based on its individual characteristics.

According to the Company's policy, a loss ("chargeoff') is to be recognized and charged to the reserve for loan losses as soon as a loan is recognized as uncollectable. All credits which are 90 days past due must be analyzed for their ability to collect. Once a loss is known to exist, the loss approval process is immediately expedited.

During 2009, the Company significantly increased its loan loss provision in response to the inherent credit risk within its loan portfolio and changes to some of the environmental factors noted above. The inherent credit risk was evidenced by the increase in delinquent and nonperforming loans during the year, as the downturn in the economy impacted borrowers' abilities to pay and factors, such as a weakened housing market, eroded the value of underlying collateral. In addition, net charge-offs increased during the year as the Company proactively addressed these issues.

The allowance for loan losses totaled $\$ 13.8$ million and $\$ 10.3$ million at December 31, 2009 and December 31, 2008, respectively, with a resulting allowance to total loan ratios of 2.11 percent and 1.5 I percent, respectively. Net chargeoffs amounted to $\$ 4.5$ million in 2009, compared to $\$ 2.6$ million in 2008. The increase in net charge-offs was primarily related to the SBA 7(a) and commercial loan portfolios, most of which are secured by real estate. Net charge-offs to average loan ratios are shown in the table below for each major loan category. In 2009, the highest net charge-off ratio can be seen in the Company's higher risk SBA portfolio.

The following is a summary of the allowance for loan losses for the past five years:

| (In thousands) | 2009 |  | 2008 |  | 2007 |  | 2006 |  | 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, beginning of year | \$ 10,326 | \$ | 8,383 | \$ | 7,624 | \$ | 6,892 | \$ | 5,856 |
| Provision charged to expense | 8,000 |  | 4,500 |  | 1,550 |  | 1,550 |  | 1,850 |
| Charge-offs: |  |  |  |  |  |  |  |  |  |
| SBA | 1,874 |  | 1,246 |  | 770 |  | 573 |  | 301 |
| SBA 504 | 812 |  | 1,000 |  | - |  | - |  | 18 |
| Commercial | 1,845 |  | 408 |  | 155 |  | 298 |  | 282 |
| Residential mortgage | 216 |  | 25 |  | - |  | - |  | 49 |
| Consumer | 27 |  | 145 |  | 50 |  | 62 |  | 523 |
| Total charge-offs | 4,774 |  | 2,824 |  | 975 |  | 933 |  | I, 173 |
| Recoveries: |  |  |  |  |  |  |  |  |  |
| SBA | 123 |  | 177 |  | 147 |  | 20 |  | 204 |
| SBA 504 | 27 |  | - |  | - |  | - |  | - |
| Commercial | 134 |  | 39 |  | 18 |  | 75 |  | 84 |
| Residential mortgage | - |  | - |  | - |  | - |  | - |
| Consumer | 6 |  | 51 |  | 19 |  | 20 |  | 71 |
| Total recoveries | 290 |  | 267 |  | 184 |  | 115 |  | 359 |
| Total net charge-offs | \$ 4,484 | \$ | 2,557 | \$ | 791 | \$ | 818 | \$ | 814 |
| Balance, end of year | \$ 13,842 |  | 10,326 | \$ | 8,383 | \$ | 7,624 | \$ | 6,892 |

Selected loan quality ratios:
Net charge-offs to average loans:

| SBA | $\mathbf{1 . 7 0 \%}$ | $1.05 \%$ | $0.74 \%$ | $0.66 \%$ | $0.13 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| SBA 504 | $\mathbf{1 . 0 7}$ | 1.34 | 0.00 | 0.00 | 0.04 |
| Commercial | $\mathbf{0 . 5 7}$ | 0.12 | 0.05 | 0.09 | 0.10 |
| Residential mortgage | $\mathbf{0 . 1 7}$ | 0.02 | 0.00 | 0.00 | 0.08 |
| Consumer | $\mathbf{0 . 0 3}$ | 0.16 | 0.06 | 0.09 | 0.99 |
| Total loans | $\mathbf{0 . 6 7}$ | 0.40 | 0.14 | 0.17 | 0.20 |
| Allowance to total loans | $\mathbf{2 . 1 1}$ | 1.51 | 1.42 | 1.50 | 1.54 |
| Allowance to nonperforming loans | $\mathbf{5 4 . 2 9}$ | 64.06 | $\mathbf{1 5 3 . 4 9}$ | 85.58 | $\mathbf{1 5 8 . 0 4}$ |

The following table sets forth, for each of the major lending categories, the amount of the allowance for loan losses allocated to each category and the percentage of total loans represented by such category, as of December 31st of each year. The allocated allowance is the total of identified specific and general reserves by loan category. The allocation is made for analytical purposes and is not necessarily indicative of the categories in which future losses may occur. The total allowance is available to absorb losses from any segment of the portfolio.

| (ln thousands) | 200 |  | 2008 |  | 2007 |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | $\begin{aligned} & \text { \% of } \\ & \text { Total } \end{aligned}$ | Amount | \% of Total | Amount | \% of Total | Amount | \% of <br> Total | Amount | \% of <br> Total |
| Balance applicable to: |  |  |  |  |  |  |  |  |  |  |
| SBA | \$ 3,320 | 15.1\% | \$ 2,603 | 15.3\% | \$ 2,188 | 15.9\% | \$ 2,066 | 15.6\% | \$ 1,712 | 17.5\% |
| SBA 504 | 1,906 | 10.8 | 1,083 | 11.2 | 907 | 12.2 | 802 | 11.4 | 661 | 10.9 |
| Commercial | 6,228 | 44.6 | 4,486 | 44.9 | 4,208 | 49.7 | 4,063 | 50.1 | 3,756 | 47.2 |
| Residential mortgage | 1,712 | 20.3 | 1,494 | 19.5 | 570 | 12.5 | 305 | 12.5 | 444 | 13.8 |
| Consumer | 676 | 9.2 | 660 | 9.1 | 510 | 9.7 | 388 | 10.4 | 319 | 10.6 |
| Total | \$ 13,842 | 100.0\% | \$ 10,326 | 100.0\% | \$8,383 | 100.0\% | \$ 7,624 | 100.0\% | \$ 6,892 | 100.0\% |

In addition to the allowance for loan losses, the Company maintains an allowance for unfunded loan commitments. Commitments to extend credit represent arrangements to lend funds or provide liquidity subject to specified contractual conditions. At December 31, 2009, a $\$ 76$ thousand commitment reserve was reported on the balance sheet as an "other liability" compared to $\$ 105$ thousand at December 3I, 2008. Management determines this amount using estimates of future loan funding and losses related to those credit exposures.

## Deposits

Deposits, which include noninterest-bearing demand deposits, interest-bearing demand deposits, savings deposits and time deposits, are the primary source of the Company's funds. The Company offers a variety of products designed to attract and retain customers, with primary focus on building and expanding relationships. For 2009, the Company experienced
continued growth in deposits. This growth was achieved through an emphasis on customer service, competitive rate structures and selective marketing through the Company's branch network. The Company continues to focus on establishing a comprehensive relationship with business borrowers, seeking deposits as well as lending relationships.

The following are period-end deposit balances for each of the last three years:

| At December 31, <br> (In thousands) | 2009 |  |  | 2008 |  |  | 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% |  | Amount | \% |  | Amount | \% |
| Ending balance: |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand deposits | \$ | 80,100 | 10.6\% | \$ | 74,090 | 10.5\% | \$ | 70,600 | 11.7\% |
| Interest-bearing demand deposits |  | 100,046 | 13.2 |  | 87,046 | 12.3 |  | 78,019 | 13.0 |
| Savings deposits |  | 286,334 | 37.7 |  | 134,875 | 19.1 |  | 196,390 | 32.7 |
| Time deposits |  | 291,759 | 38.5 |  | 411,106 | 58.1 |  | 256,259 | 42.6 |
| Total deposits | \$ | 758,239 | 100.0\% | \$ | 707,117 | 100.0\% | \$ | 601,268 | 100.0\% |

Total deposits increased $\$ 51$. I million to $\$ 758.2$ million at December 31, 2009 from $\$ 707$. 1 million at December 31, 2008. The increase in deposits was the result of a $\$ 151.5$ million increase in savings deposits, $\$ 13.0$ million increase in interest-bearing demand deposits and a $\$ 6.0$ million increase in demand deposits, partially offset by a $\$ 119.3$ million decline in time deposits. The increase in savings deposits and decline in time deposits was due to the migration of deposits into a new savings product offered in 2009. In addition, the Company's new sales initiatives and efforts by branch personnel and administration to bring in deposit relationships
resulted in increased noninterest-bearing demand deposits during the year.

The mix of deposits shifted during 2009 as the concentration of noninterest-bearing and interest-bearing demand deposits and time deposits fell and the concentration of savings deposits increased. The average cost of interestbearing deposits in 2009 was 2.66 percent compared to 3.25 percent for 2008. The decrease in the cost of deposits is attributed to the lower interest rate environment and the favorable shift from higher cost time deposits to savings deposits.

The following are average deposits for each of the last three years:

| (In thousands) | 2009 |  |  | 2008 |  |  | 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% |  | Amount | \% |  | Amount | \% |
| Average balance: |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand deposits | \$ | 79,252 | 10.9\% | \$ | 78,282 | 11.8\% | \$ | 75,581 | 13.1\% |
| Interest-bearing demand deposits |  | 89,500 | 12.4 |  | 84,336 | 12.7 |  | 85,750 | 14.8 |
| Savings deposits |  | 214,274 | 29.6 |  | 168,784 | 25.5 |  | 204,214 | 35.3 |
| Time deposits |  | 341,233 | 47.1 |  | 330,174 | 50.0 |  | 213,407 | 36.8 |
| Total deposits | \$ | 724,259 | 100.0\% | \$ | 661,576 | 100.0\% | \$ | 578,952 | 100.0\% |

## Borrowed Funds and Subordinated Debentures

Borrowed funds consist primarily of fixed rate advances from the Federal Home Loan Bank ("FHLB") of New York and repurchase agreements. These borrowings are used as a source of liquidity or to fund asset growth not supported by deposit generation. Residential mortgages and investment securities collateralize the borrowings from the FHLB, while investment securities are pledged against the repurchase agreements.

As of December 31, 2009, borrowed funds totaled $\$ 100.5$ million, a decrease of $\$ 20.0$ million from the prior year-end. This decrease was due to there being no balances outstanding under the FHLB overnight line of credit as of

December 3I, 2009 and the maturity of a $\$ 10.0$ million repurchase agreement in March 2009.

As of December 3I, 2009 and 2008, the Company was a party to the following transactions:

| (In thousands) | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 0 8}$ |  |
| :--- | ---: | ---: | ---: |
| FHLB borrowings: |  |  |  |
| $\quad$ Overnight line of credit | $\$$ | - | $\mathbf{1 0 , 0 0 0}$ |
| $\quad$ Fixed rate advances | $\mathbf{4 0 , 0 0 0}$ | 40,000 |  |
| $\quad$ Repurchase agreements | $\mathbf{3 0 , 0 0 0}$ | 30,000 |  |
| Other repurchase agreements | $\mathbf{1 5 , 0 0 0}$ | 25,000 |  |
| Subordinated debentures | $\mathbf{1 5 , 4 6 5}$ | $\mathbf{1 5 , 4 6 5}$ |  |

At December 31, 2009, the Company had $\$ 102.5$ million of additional credit available at the FHLB. Pledging additional collateral in the form of I to 4 family residential mortgages or investment securities can increase the line with the FHLB.

For additional information see Note 10 to the Consolidated Financial Statements.

## Market Risk

Based on the Company's business, the two largest risks facing the Company are market risk and credit risk. Market risk for the Company is primarily limited to interest rate risk, which is the impact that changes in interest rates would have on future earnings. The Company's Asset/Liability Committee ("ALCO") manages this risk. The principal objectives of ALCO are to establish prudent risk management guidelines, evaluate and control the level of interest rate risk in balance sheet accounts, determine the level of appropriate risk given the business focus, operating environment, capital, and liquidity requirements, and actively manage risk within Board-approved guidelines. ALCO reviews the maturities and repricing of loans, investments, deposits and borrowings, cash flow needs, current market conditions, and interest rate levels.

The Company uses various techniques to evaluate risk levels on both a short and long-term basis. One of the monitoring tools is the "gap" ratio. A gap ratio, as a percentage of assets, is calculated to determine the maturity and repricing mismatch between interest rate-sensitive assets and interest rate-sensitive liabilities. A gap is considered
positive when the amount of interest rate-sensitive assets repricing exceeds the amount of interest rate-sensitive liabilities repricing in a designated time period. A positive gap should result in higher net interest income with rising interest rates, as the amount of the assets repricing exceed the amount of liabilities repricing. Conversely, a gap is considered negative when the amount of interest ratesensitive liabilities exceeds interest rate-sensitive assets, and lower rates should result in higher net interest income.

Repricing of mortgage-related securities are shown by contractual amortization and estimated prepayments based on the most recent 3 -month constant prepayment rate. Callable agency securities are shown based upon their option-adjusted spread modified duration date ("OAS"), rather than the next call date or maturity date. The OAS date considers the coupon on the security, the time to the next call date, the maturity date, market volatility and current rate levels. Fixed rate loans are allocated based on expected amortization.

The following table sets forth the gap ratio at December 3I, 2009. Assumptions regarding the repricing characteristics of certain assets and liabilities are critical in determining the projected level of rate sensitivity. Certain savings and interest checking accounts are less sensitive to market interest rate changes than other interest-bearing sources of funds. Core deposits such as interest-bearing demand, savings and money market deposits are allocated based on their expected repricing in relation to changes in market interest rates.

| (In thousands) | Under six months |  | Six months through one year | More than one year through three years | More than three years through five years | More than five years through ten years |  | More than ten years and not repricing |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Cash \& due from banks | \$ | \$ | - | \$ | \$ | \$ | \$ | 23,517 | \$ | 23,517 |
| Federal funds sold and interest-bearing deposits | 50,118 |  | - | - | - | - |  | - |  | 50,118 |
| Federal Home Loan Bank stock | - |  | - | - | - | - |  | 4,677 |  | 4,677 |
| Securities | 34,124 |  | 26,771 | 53,830 | 27,744 | 20,416 |  | 6,137 |  | 169,022 |
| Loans | 232,360 |  | 54,492 | 183,367 | 95,562 | 50,646 |  | 40,589 |  | 657,016 |
| Other assets | - |  | - | - | - | - |  | 26,007 |  | 26,007 |
| Total Assets | \$316,602 | \$ | 81,263 | \$ 237,197 | \$ 123,306 | \$ 71,062 | \$ | 100,927 | \$ | 930,357 |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand deposits | \$ | \$ | - | \$ | \$ | \$ | \$ | 80,100 | \$ | 80,100 |
| Savings and interest-bearing demand deposits | 166,574 |  | 815 | 98,726 | 72,105 | 48,160 |  | - |  | 386,380 |
| Time deposits | 118,402 |  | 63,885 | 82,407 | 26,278 | 728 |  | 59 |  | 291,759 |
| Borrowed funds and subordinated debentures | 15,000 |  | 10,000 |  | - | 75,000 |  | 465 |  | 100,465 |
| Other liabilities | - |  | - | - | - | - |  | 3,788 |  | 3,788 |
| Shareholders' equity | - |  | - | - | - | - |  | 67,865 |  | 67,865 |
| Total Liabilities and Shareholders' Equity | \$299,976 | \$ | 74,700 | \$ 181,133 | \$ 98,383 | \$ 123,888 | \$ | 152,277 | \$ | 930,357 |
| Interest Rate Swap | \$ 15,000 | \$ | - | \$ $(15,000)$ | \$ | \$ | \$ | - | \$ | - |
| Gap | \$ 31,626 | \$ | 6,563 | \$ 41,064 | \$ 24,923 | \$ (52,826) | \$ | $(51,350)$ | \$ | - |
| Cumulative Gap | \$ 31,626 | \$ | 38,189 | \$ 79,253 | \$ 104,176 | \$ 51,350 | \$ | - | \$ | - |
| Cumulative Gap to Total Assets | 3.4\% |  | 4.1\% | 7.8\% | 11.2\% | 5.5\% |  | - |  | - |

At December 3I, 2009, there was a six-month assetsensitive gap of $\$ 31.6$ million and a one-year asset-sensitive gap of $\$ 38.2$ million, as compared to liability-sensitive gaps of $\$ 2.6$ million and $\$ 45.8$ million at December 31, 2008. The six-month and one-year cumulative gap to total assets ratios were within the Board-approved guidelines of $+/-20$ percent.

Other models are also used in conjunction with the static gap table, which is not able to capture the risk of changing spread relationships over time, the effects of projected growth in the balance sheet or dynamic decisions such as the modification of investment maturities as a rate environment unfolds. For these reasons, a simulation model is used, where numerous interest rate scenarios and balance sheets are combined to produce a range of potential income results. Net interest income is managed within guideline ranges for interest rates rising or falling by 200 basis points. Results outside of guidelines require action by ALCO to correct the imbalance. Simulations are typically created over a 12 to 24 month time horizon. At December 31, 2009, these simulations show that with a 200 basis point rate increase over a 12 month period, net interest income would increase by approximately $\$ 107$ thousand, or 0.3 percent. A 200 basis point rate decline over a 12 month period would decrease net interest income by approximately $\$ 44 \mathrm{I}$ thousand or 1.4 percent. These variances in net interest income are within the Board-approved guidelines of $+/-5$ percent.

Finally, to measure the impact of longer-term asset and liability mismatches beyond two years, the Company utilizes Modified Duration of Equity and Economic Value of Portfolio Equity ("EVPE") models. The modified duration of equity measures the potential price risk of equity to changes in interest rates. A longer modified duration of equity indicates a greater degree of risk to rising interest rates. Because of balance sheet optionality, an EVPE analysis is also used to dynamically model the present value of asset and liability cash flows, with rate shocks of 200 basis points. The economic value of equity is likely to be different as interest rates change. Like the simulation model, results falling outside prescribed ranges require action by ALCO. The Company's variance in the economic value of equity with rate shocks of 200 basis points is a decline of 11.99 percent in a rising rate environment and a decline of 11.86 percent in a falling rate environment. The variance in the EVPE at December 31, 2009 is within Board-approved guidelines of $+/-35$ percent.

## Financial Derivatives

In order to manage interest rate risk, the Company may enter into financial derivative contracts such as interest rate swaps. At December 3I, 2009 and 2008 the Company was a party to interest rate swap agreements used to hedge variable rate debt as follows:

| (In thousands, except percentages and years) | $\mathbf{2 0 0 9}$ | 2008 |
| :--- | :---: | :---: |
| Notional amount | $\$ 15,000$ | $\$ 15,000$ |
| Weighted average pay rate | $\mathbf{4 . 0 5 \%}$ | $4.05 \%$ |
| Weighted average receive rate <br> (three-month LIBOR) | $\mathbf{0 . 9 0 \%}$ | $3.22 \%$ |
| Weighted average maturity in years | $\mathbf{1 . 9 0}$ | 2.90 |
| Unrealized loss relating to interest <br> rate swaps | $\mathbf{\$}$ | (777) | $\mathbf{\$ ( 1 , 0 1 3 )}$

For additional information, see Note 12 to the Company's Consolidated Financial Statements.

## Operating, Investing and Financing

The Consolidated Statements of Cash Flows present the changes in cash from operating, investing and financing activities. At December 31, 2009, the balance of cash and cash equivalents was $\$ 73.6$ million, an increase of $\$ 39.2$ million from December 3I, 2008.

Net cash provided by operating activities totaled $\$ 4.4$ million for the years ended December 31, 2009 and December 31, 2008. The primary sources of funds were adjustments to net income (loss), such as the provision for loan losses, depreciation expenses, proceeds from SBA loans held for sale and mortgage loans held for sale, offset by originations of SBA and mortgage loans held for sale and a net loss from operations.

Net cash provided by investing activities amounted to $\$ 4.7$ million in 2009, compared to net cash used in investing activities of $\$ 152.1$ million in 2008 . The cash provided by investing activities was primarily a result of sales, maturities and paydowns on securities, partially offset by purchases of securities.

Net cash provided by financing activities amounted to $\$ 30.2$ million for 2009, compared to $\$ 145.7$ million in 2008. The cash provided by financing activities was primarily due to growth in the Company's deposit base, partially offset by a decrease in the Company's borrowings and dividends paid on preferred stock.

## Liquidity

The Company's liquidity is a measure of its ability to fund loans, withdrawals or maturities of deposits and other cash outflows in a cost-effective manner.

## Parent Company

Generally, the Parent Company's cash is used for the payment of operating expenses and cash dividends on the preferred stock issued to the U.S. Treasury. The principal sources of funds for the Parent Company are dividends paid by the Bank. The Parent Company only pays expenses that are specifically for the benefit of the Parent Company. Other than its investment in the Bank, Unity Statutory Trust II and Unity Statutory Trust III, the Parent Company does not actively engage in other transactions or business. The majority of expenses paid by the Parent Company are related to Unity Statutory Trust II and Unity Statutory Trust III.

At December 31, 2009, the Parent Company had \$5.I million in cash and $\$ 90$ thousand in marketable securities, valued at fair market value compared to $\$ 6.1$ million in cash and $\$ 94$ thousand in marketable securities at December 31, 2008. The decrease in cash at the Parent Company was primarily due to the payment of cash dividends on preferred stock.

## Consolidated Bank

The principal sources of funds at the Bank are deposits, scheduled amortization and prepayments of loan and investment principal, sales and maturities of investment
securities and funds provided by operations. While scheduled loan payments and maturing investments are relatively predictable sources of funds, deposit flows and loan prepayments are greatly influenced by general interest rates, economic conditions and competition.

Total FHLB borrowings amounted to $\$ 70.0$ million and third party repurchase agreements totaled $\$ 15.0$ million as of December 31, 2009. At December 31, 2009, \$102.5 million was available for additional borrowings from the FHLB. Pledging additional collateral in the form of I to 4 family residential mortgages or investment securities can increase the line with the FHLB. An additional source of liquidity is the securities available for sale portfolio and SBA loans held for sale portfolio, which amounted to $\$ 140.7$ million and $\$ 21.4$ million, respectively, at December 3I, 2009.

As of December 31, 2009, deposits included \$29.2 million of Government deposits, as compared to $\$ 18.7$ million at year-end 2008. These deposits are generally short in duration and are very sensitive to price competition. The

Company believes that the current level of these types of deposits is appropriate. Included in the portfolio were \$25.9 million of deposits from six municipalities. The withdrawal of these deposits, in whole or in part, would not create a liquidity shortfall for the Company.

The Company was committed to advance approximately $\$ 76.2$ million to its borrowers as of December 31, 2009, compared to \$111.9 million at December 31, 2008. At December 31, 2009, $\$ 32.7$ million of these commitments expire after one year, compared to $\$ 31.2$ million a year earlier. At December 31, 2009, the Company had $\$ 6.4$ million in standby letters of credit compared to $\$ 4.5$ million in 2008. The estimated fair value of these guarantees is not significant. The Company believes it has the necessary liquidity to honor all commitments. Many of these commitments will expire and never be funded. In addition, approximately 5 percent at December 3I, 2009 and I2 percent at December 3I, 2008, of these commitments are for SBA loans, which may be sold in the secondary market.

## Off-Balance Sheet Arrangements and Contractual Obligations

The following table shows the amounts and expected maturities of off-balance sheet arrangements as of December 31, 2009. Further discussion of these commitments is included in Note II to the Consolidated Financial Statements.

| (ln thousands) | One Year or Less |  | One to Three Years |  | Three to Five Years |  | Over Years |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Standby letters of credit | \$ | 6,402 | \$ | - | \$ | - | \$ | - | \$ | 6,402 |

The following table shows the contractual obligations of the Company by expected payment period, as of December 31, 2009. Further discussion of these commitments is included in Notes 10 and II to the Consolidated Financial Statements.

| (In thousands) | One Year or Less |  | One to Three Years |  | Three to Five Years |  | Over <br> Five Years |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrowed funds and subordinated debentures | \$ | 10,000 | \$ | - | \$ | - | \$ | 90,465 | \$ | 100,465 |
| Operating lease obligations |  | 983 |  | 1,935 |  | 1,276 |  | 17 |  | 4,211 |
| Purchase obligations |  | 941 |  | 1,967 |  | - |  | - |  | 2,908 |
| Total | \$ | 11,924 | \$ | 3,902 | \$ | 1,276 | \$ | 90,482 | \$ | 107,584 |

Borrowed funds and subordinated debentures include fixed term borrowings from the Federal Home Loan Bank, repurchase agreements and subordinated debentures. The borrowings have defined terms and under certain circumstances are callable at the option of the lender.

Operating leases represent obligations, net of any sublease agreements, entered into by the Company for the use of land, premises and equipment. The leases generally have escalation terms based upon certain defined indexes.

Purchase obligations represent legally binding and enforceable agreements to purchase goods and services from third parties and consist primarily of contractual obligations under data processing service agreements.

## Capital

A significant measure of the strength of a financial institution is its capital base. Federal regulators have classified and defined capital into the following components:
(I) tier I capital, which includes tangible shareholders' equity
for common stock, qualifying preferred stock and other qualifying hybrid instruments, and (2) tier 2 capital, which includes a portion of the allowance for loan losses, certain qualifying long-term debt and preferred stock which does not qualify as tier I capital. Minimum capital levels are regulated by risk-based capital adequacy guidelines, which require a bank to maintain certain capital as a percent of assets and certain off-balance sheet items adjusted for predefined credit risk factors (risk-weighted assets). A bank is required to maintain, at a minimum, tier I capital as a percentage of riskweighted assets of 4 percent and combined tier 1 and tier 2 capital as a percentage of risk-weighted assets of 8 percent.

In addition, banks are required to meet a leverage capital requirement, which measures tier I capital against average assets. Banks which are highly rated and not experiencing significant growth are required to maintain a leverage ratio of 3 percent while all other banks are expected to maintain a leverage ratio 100 to 200 basis points higher.

The following table summarizes the Company's and the Bank's risk-based and leveraged capital ratios at December 31, 2009 and 2008, as well as the minimum regulatory capital ratios required to be deemed "well-capitalized."

| Company | 2009 | 2008 | Adequately Capitalized Requirements | Well- <br> Capitalized <br> Requirements |
| :---: | :---: | :---: | :---: | :---: |
| Leverage ratio | 8.83\% | 9.54\% | 4.00\% | N/A |
| Tier I risk-based capital ratio | 11.75 | 12.02 | 4.00 | N/A |
| Total risk-based capital ratio | 13.01 | 13.27 | 8.00 | N/A |
| Bank | 2009 | 2008 | Adequately Capitalized Requirements |  |
| Leverage ratio | 7.38\% | 7.88\% | 4.00\% | 5.00\% |
| Tier I risk-based capital ratio | 9.82 | 9.93 | 4.00 | 6.00 |
| Total risk-based capital ratio | 12.30 | 12.41 | 8.00 | 10.00 |

At December 31, 2009, shareholders' equity was $\$ 67.9$ million, an increase of $\$ 62$ thousand from year-end 2008. The slight increase in shareholders' equity was a result of $\$ 1.7$ million in net unrealized gains on the available for sale securities portfolio, $\$ 162$ thousand in net unrealized gains on cash flow hedge derivatives, and $\$ 275$ thousand from the issuance of common stock under employee benefit plans, partially offset by a $\$ 1.1$ million net loss and $\$ 1.0$ million in dividends accrued on preferred stock. The issuance of common stock under employee benefit plans includes nonqualified stock options and restricted stock expense related entries, employee option exercises and the tax benefit of options exercised.

The ratio of total equity to assets at December 3I, 2009 and 2008 was 7.29 percent and 7.55 percent, respectively.

On December 5, 2008, the Company completed a transaction with the U.S. Treasury under the Capital Purchase Program ("CPP") through which the Treasury purchased $\$ 20.6$ million in preferred stock from the Company. As part of the CPP, the Company's future ability to pay cash dividends is limited for so long as the Treasury holds the preferred stock. Consequently the Company may not increase its quarterly cash dividend above $\$ .05$ per share, the quarterly rate in effect at the time the CPP program was announced, without the prior approval of the Treasury. No dividends were paid in 2009 due to the Company's net loss. The Company declared two dividends in 2008 totaling $\$ 0.10$.

The Company pays quarterly dividends to the U.S. Treasury on the preferred stock which it holds. During 2009, the Company accrued $\$ 1.0$ million in dividends payable and $\$ 469$ thousand in the accretion of the discount on the preferred stock. The accrued preferred stock dividends and discount accretion are presented in the Consolidated Statements of Operations and Consolidated Statements of Changes in Shareholders' Equity. Amounts accrued and unpaid are included on the Consolidated Balance Sheets as "Accrued expenses and other liabilities." Cash dividends paid to the U.S. Treasury totaled $\$ 975$ thousand during 2009 and appear on the Consolidated Statements of Cash Flows.

Pursuant to the requirements of the Treasury's CPP, the Company has suspended its stock repurchase program.

The Company's share repurchase program, which was approved on October 21, 2002, authorized the repurchase of up to 10 percent of its outstanding common stock. The amount and timing of purchases is dependent on a number of factors, including the price and availability of the Company's shares, general market conditions and competing alternate uses of funds. As of December 3I, 2009 the Company had repurchased a total of 556 thousand shares of which I31 thousand shares have been retired, leaving 153 thousand shares remaining to be repurchased under the plan.

## Forward-Looking Statements

This report contains certain forward-looking statements, either expressed or implied, which are provided to assist the reader in understanding anticipated future financial performance. These statements involve certain risks, uncertainties, estimates and assumptions by management.

Factors that may cause actual results to differ from those results expressed or implied, include, but are not limited to those listed under Item IA - "Risk Factors" in the Company's Annual Report on Form IO-K; the overall economy and the interest rate environment; the ability of customers to repay their obligations; the adequacy of the allowance for loan losses; competition; significant changes in tax, accounting or regulatory practices and requirements; and technological changes. Although management has taken certain steps to mitigate the negative effect of the aforementioned items, significant unfavorable changes could severely impact the assumptions used and have an adverse effect on future profitability.

## Critical Accounting Policies and Estimates

"Management's Discussion and Analysis of Financial Condition and Results of Operations" is based upon the Company's Consolidated Financial Statements, which have been prepared in accordance with U.S. generally accepted accounting principles. The preparation of these financial statements requires the Company to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses. Note I to the Company's

Audited Consolidated Financial Statements for the year ended December 31, 2009, contains a summary of the Company's significant accounting policies. Management believes the Company's policies with respect to the methodology for the determination of the allowance for loan losses, income taxes, servicing assets, cash flow hedges and other-than-temporary impairment on securities involves a higher degree of complexity and requires management to make difficult and subjective judgments, which often require assumptions or estimates about highly uncertain matters. Changes in these judgments, assumptions or estimates could materially impact results of operations. These critical policies are periodically reviewed with the Audit Committee and the Board of Directors.

## Allowance for Loan Losses

The provision for loan losses is based upon management's evaluation of the adequacy of the allowance for loan losses, including an assessment of known and inherent risks in the portfolio, giving consideration to the size and composition of the loan portfolio, actual loan loss experience, level of delinquencies, detailed analysis of individual loans for which the full ability to collect may not be assured, the existence and estimated net realizable value of any underlying collateral and guarantees securing the loans, and current economic and market conditions. Although management uses the best information available, the level of the allowance for loan losses remains an estimate, which is subject to significant judgment and short-term change. Various regulatory agencies, as an integral part of their examination process, periodically review the Company's allowance for loan losses. Such agencies may require the Company to make additional provisions for loan losses based upon information available to them at the time of their examination. Furthermore, the majority of the Company's loans are secured by real estate. Accordingly, the ability to collect a substantial portion of the carrying value of the Company's loan portfolio is susceptible to changes in local real estate market conditions and may be adversely affected should real estate values continue to decline. Future adjustments to the allowance for loan losses may be necessary due to economic, operating, regulatory and other conditions beyond the Company's control.

## Income Taxes

The Company accounts for income taxes according to the asset and liability method. Under this method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using the enacted tax rates applicable to taxable income for the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Valuation reserves are established against certain deferred tax assets when it is more likely than not that the deferred tax assets will not be realized. Increases or
decreases in the valuation reserve are charged or credited to the income tax provision.

When tax returns are filed, it is highly certain that some positions taken would be sustained upon examination by the taxing authorities, while others are subject to uncertainty about the merits of the position taken or the amount of the position that ultimately would be sustained. The benefit of a tax position is recognized in the financial statements in the period during which, based on all available evidence, management believes it is more likely than not that the position will be sustained upon examination, including the resolution of appeals or litigation processes, if any. The evaluation of a tax position taken is considered by itself and not offset or aggregated with other positions. Tax positions that meet the more likely than not recognition threshold are measured as the largest amount of tax benefit that is more than 50 percent likely of being realized upon settlement with the applicable taxing authority. The portion of benefits associated with tax positions taken that exceeds the amount measured as described above is reflected as a liability for unrecognized tax benefits in the accompanying balance sheet along with any associated interest and penalties that would be payable to the taxing authorities upon examination.

Interest and penalties associated with unrecognized tax benefits would be recognized in income tax expense on the income statement.

For additional information on income taxes, see Note 16 to the Consolidated Financial Statements.

## Servicing Assets

Servicing assets represent the allocated value of retained servicing rights on loans sold. Servicing assets are expensed in proportion to, and over the period of, estimated net servicing revenues. Impairment is evaluated based on stratifying the underlying financial assets by date of origination and term. Fair value is determined using prices for similar assets with similar characteristics, when available, or based upon discounted cash flows using market-based assumptions. Any impairment, if temporary, would be reported as a valuation allowance.

For additional information on servicing assets, see Note 5 to the Consolidated Financial Statements.

## Derivative Instruments and Hedging Activities

The Company uses derivative instruments, such as interest rate swaps, to manage interest rate risk. The Company recognizes all derivative instruments at fair value as either assets or liabilities in other assets or other liabilities. The accounting for changes in the fair value of a derivative instrument depends on whether it has been designated and qualifies as part of a hedging relationship. For derivatives not designated as an accounting hedge, the gain or loss is recognized in trading noninterest income. As of September 30,2009 , all of the Company's derivative instruments qualified as hedging instruments.

For those derivative instruments that are designated and qualify as hedging instruments, the Company must designate the hedging instrument, based on the exposure being hedged, as a fair value hedge, a cash flow hedge or a hedge of a net
investment in a foreign operation. The Company does not have any fair value hedges or hedges of foreign operations.

The Company formally documents the relationship between the hedging instruments and the hedged item, as well as the risk management objective and strategy before undertaking a hedge. To qualify for hedge accounting, the derivatives and hedged items must be designated as a hedge. For hedging relationships in which effectiveness is measured, the Company formally assesses, both at inception and on an ongoing basis, if the derivatives are highly effective in offsetting changes in fair values or cash flows of the hedged item. If it is determined that the derivative instrument is not highly effective as a hedge, hedge accounting is discontinued.

For derivatives that are designated as cash flow hedges, the effective portion of the gain or loss on derivatives is reported as a component of other comprehensive income or loss and subsequently reclassified in interest income in the same period during which the hedged transaction affects earnings. As a result, the change in fair value of any ineffective portion of the hedging derivative is recognized immediately in earnings.

The Company will discontinue hedge accounting when it is determined that the derivative is no longer qualifying as an effective hedge; the derivative expires or is sold, terminated or exercised; or the derivative is de-designated as a fair value or cash flow hedge or it is no longer probable that the forecasted transaction will occur by the end of the originally specified time period. If the Company determines that the derivative no longer qualifies as a cash flow or fair value hedge and therefore hedge accounting is discontinued, the derivative will continue to be recorded on the balance sheet at its fair value with changes in fair value included in current earnings.

For additional information on derivative instruments, see Note 12 to the Consolidated Financial Statements.

## Other-Than-Temporary Impairment

The Company has a process in place to identify debt securities that could potentially have a credit impairment that is other-than-temporary. This process involves monitoring late payments, pricing levels, downgrades by rating agencies, key financial ratios, financial statements, revenue forecasts and cash flow projections as indicators of credit issues. Management evaluates securities for other-thantemporary impairment at least on a quarterly basis, and more frequently when economic or market concern warrants such evaluation. This evaluation considers relevant facts and circumstances in evaluating whether a credit or interest rate-
related impairment of a security is other-than-temporary. Relevant facts and circumstances considered include: (I) the extent and length of time the fair value has been below cost; (2) the reasons for the decline in value; (3) the financial position and access to capital of the issuer, including the current and future impact of any specific events and (4) for fixed maturity securities, our intent to sell a security or whether it is more likely than not we will be required to sell the security before the recovery of its amortized cost which, in some cases, may extend to maturity and for equity securities, our ability and intent to hold the security for a period of time that allows for the recovery in value.

Management assesses their intent to sell or whether it is more likely than not that they will be required to sell a security before recovery of its amortized cost basis less any current-period credit losses. For debt securities that are considered other-than-temporarily impaired with no intent to sell and no requirement to sell prior to recovery of its amortized cost basis, the amount of the impairment is separated into the amount that is credit related (credit loss component) and the amount due to all other factors. The credit loss component is recognized in earnings and is the difference between the security's amortized cost basis and the present value of its expected future cash flows. The remaining difference between the security's fair value and the present value of future expected cash flows is due to factors that are not credit related and is recognized in other comprehensive income.

The present value of expected future cash flows is determined using the best estimate cash flows discounted at the effective interest rate implicit to the security at the date of purchase or the current yield to accrete an asset-backed or floating rate security. The methodology and assumptions for establishing the best estimate cash flows vary depending on the type of security. The asset-backed securities cash flow estimates are based on bond specific facts and circumstances that may include collateral characteristics, expectations of delinquency and default rates, loss severity and prepayment speeds and structural support, including subordination and guarantees. The corporate bond cash flow estimates are derived from scenario-based outcomes of expected corporate restructurings or the disposition of assets using bond specific facts and circumstances including timing, security interests and loss severity.

For additional information on other-than-temporary impairment, see Note 4 to the Consolidated Financial Statements.

## Management's Report on Internal Control Over Financial Reporting

Management is responsible for establishing and maintaining adequate internal control over financial reporting, as such term is defined in Exchange Act Rule 13a-15(f) under the Securities Exchange Act of 1934. Under the supervision and with the participation of the principal executive officer and the principal financial officer, management conducted an evaluation of the effectiveness of our control over financial reporting based on the framework in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO"). Based on our evaluation under the framework, management has concluded that our internal control over financial reporting was effective as of December 3I, 2009.

Pursuant to temporary rules of the Securities and Exchange Commission, management's assessment of the effectiveness of our internal control over financial reporting as of December 31, 2009 has not been attested to by McGladrey \& Pullen, LLP, the independent registered public accounting firm that audited the Company's Consolidated Financial Statements for the year ended December 3I, 2009, as stated in their report which is included herein.


James A. Hughes
President and Chief Executive Officer


Alan J. Bedner
Executive Vice President and Chief Financial Officer

# Report of Independent Registered Public Accounting Firm 

## To the Board of Directors and Stockholders <br> Unity Bancorp, Inc.

We have audited the accompanying consolidated balance sheets of Unity Bancorp, Inc. and subsidiaries ("the Company") as of December 31, 2009 and 2008, and the related consolidated statements of operations, changes in shareholders' equity and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Unity Bancorp, Inc. and subsidiaries as of December 3I, 2009, and the results of their operations and their cash flows for the years then ended, in conformity with U.S. generally accepted accounting principles.

We were not engaged to examine management's assessment about the effectiveness of Unity Bancorp, Inc. and subsidiaries' internal control over financial reporting as of December 3I, 2009 included in the accompanying "Management's Report on Internal Control Over Financial Reporting" and, accordingly, we do not express an opinion thereon.


McGladrey \& Pullen, LLP
Blue Bell, Pennsylvania
March 18, 2010

## Consolidated Balance Sheets

(In thousands)
For the years ended December 31,

|  | 2009 | 2008 |  |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Cash and due from banks | \$ 23,517 | \$ | 18,902 |
| Federal funds sold and interest-bearing deposits | 50,118 |  | 15,529 |
| Cash and cash equivalents | 73,635 |  | 34,431 |
| Securities: |  |  |  |
| Available for sale | 140,770 |  | 117,348 |
| Held to maturity (fair value of \$28,406 and \$30,088 in 2009 and 2008, respectively) | 28,252 |  | 32,161 |
| Total securities | 169,022 |  | 149,509 |
| Loans: |  |  |  |
| SBA held for sale | 21,406 |  | 22,181 |
| SBA held to maturity | 77,844 |  | 83,127 |
| SBA 504 | 70,683 |  | 76,802 |
| Commercial | 293,739 |  | 308,165 |
| Residential mortgage | 133,059 |  | 133,110 |
| Consumer | 60,285 |  | 62,561 |
| Total loans | 657,016 |  | 685,946 |
| Less: Allowance for loan losses | 13,842 |  | 10,326 |
| Net loans | 643,174 |  | 675,620 |
| Premises and equipment, net | 11,773 |  | 12,580 |
| Deferred tax assets | 7,308 |  | 5,656 |
| Bank owned life insurance | 6,002 |  | 5,780 |
| Prepaid FDIC insurance | 4,739 |  | - |
| Federal Home Loan Bank stock | 4,677 |  | 4,857 |
| Accrued interest receivable | 4,225 |  | 4,712 |
| Goodwill and other intangibles | 1,559 |  | 1,574 |
| SBA servicing assets | 897 |  | 1,503 |
| Other assets | 3,346 |  | 2,088 |
| Total Assets | \$ 930,357 | \$ | 898,310 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |
| Liabilities: |  |  |  |
| Deposits: |  |  |  |
| Noninterest-bearing demand deposits | \$ 80,100 | \$ | 74,090 |
| Interest-bearing demand deposits | 100,046 |  | 87,046 |
| Savings deposits | 286,334 |  | 134,875 |
| Time deposits, under \$ 100,000 | 183,377 |  | 270,275 |
| Time deposits, \$100,000 and over | 108,382 |  | 140,831 |
| Total deposits | 758,239 |  | 707,117 |
| Borrowed funds | 85,000 |  | 105,000 |
| Subordinated debentures | 15,465 |  | 15,465 |
| Accrued interest payable | 710 |  | 805 |
| Accrued expenses and other liabilities | 3,078 |  | 2,120 |
| Total Liabilities | 862,492 |  | 830,507 |
| Commitments and contingencies (Note II) | - |  | - |
| Shareholders' equity: |  |  |  |
| Cumulative perpetual preferred stock, Series B, \$1 liquidation preference per share, 500 shares authorized, 21 shares issued and outstanding in 2009 and 2008 | 18,533 |  | 18,064 |
| Common stock, no par value, 12,500 shares authorized, 7,569 shares issued and 7,144 outstanding in 2009; 7,544 shares issued and 7,119 outstanding in 2008 | 55,454 |  | 55,179 |
| Retained earnings (deficit) | $(1,492)$ |  | 1,085 |
| Treasury stock at cost (425 shares in 2009 and 2008) | $(4,169)$ |  | $(4,169)$ |
| Accumulated other comprehensive loss | (461) |  | $(2,356)$ |
| Total Shareholders' Equity | 67,865 |  | 67,803 |
| Total Liabilities and Shareholders' Equity | \$ 930,357 | \$ | 898,310 |

## Consolidated Statements of Operations

(In thousands, except per share amounts)
For the years ended December 31,

|  | 2009 |  |  | 2008 |
| :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME |  |  |  |  |
| Federal funds sold and interest-bearing deposits | \$ | 117 | \$ | 471 |
| Federal Home Loan Bank stock |  | 277 |  | 240 |
| Securities: |  |  |  |  |
| Available for sale |  | 6,136 |  | 3,673 |
| Held to maturity |  | 1,520 |  | 1,582 |
| Total securities |  | 7,656 |  | 5,255 |
| Loans: |  |  |  |  |
| SBA |  | 6,246 |  | 8,370 |
| SBA 504 |  | 4,821 |  | 5,572 |
| Commercial |  | 19,881 |  | 21,424 |
| Residential mortgage |  | 7,252 |  | 5,971 |
| Consumer |  | 3,160 |  | 3,462 |
| Total loans |  | 41,360 |  | 44,799 |
| Total interest income |  | 49,410 |  | 50,765 |
| INTEREST EXPENSE |  |  |  |  |
| Interest-bearing demand deposits |  | 1,063 |  | 1,468 |
| Savings deposits |  | 3,574 |  | 3,644 |
| Time deposits |  | 12,523 |  | 13,836 |
| Borrowed funds and subordinated debentures |  | 4,422 |  | 4,526 |
| Total interest expense |  | 21,582 |  | 23,474 |
| Net interest income |  | 27,828 |  | 27,291 |
| Provision for loan losses |  | 8,000 |  | 4,500 |
| Net interest income after provision for loan losses |  | 19,828 |  | 22,791 |
| NONINTEREST INCOME |  |  |  |  |
| Service charges on deposit accounts |  | 1,418 |  | 1,393 |
| Service and loan fee income |  | 1,214 |  | 1,271 |
| Gain on sale of SBA loans held for sale, net |  | 393 |  | 1,217 |
| Gain on sale of mortgage loans |  | 217 |  | 40 |
| Bank owned life insurance |  | 222 |  | 210 |
| Other-than-temporary impairment charges |  | (2,611) |  | $(1,540)$ |
| Net security gains (losses) |  | 855 |  | (378) |
| Other income |  | 432 |  | 481 |
| Total noninterest income |  | 2,140 |  | 2,694 |
| NONINTEREST EXPENSE |  |  |  |  |
| Compensation and benefits |  | 11,243 |  | 11,985 |
| Occupancy |  | 2,552 |  | 2,773 |
| Processing and communications |  | 2,077 |  | 2,251 |
| Furniture and equipment |  | 1,829 |  | 1,675 |
| Professional services |  | 1,042 |  | 898 |
| Loan collection costs |  | 1,023 |  | 662 |
| Deposit insurance |  | 1,707 |  | 589 |
| Advertising |  | 530 |  | 451 |
| Other expenses |  | 1,944 |  | 1,655 |
| Total noninterest expense |  | 23,947 |  | 22,939 |
| Income (loss) before provision (benefit) for income taxes |  | $(1,979)$ |  | 2,546 |
| Provision (benefit) for income taxes |  | (898) |  | 616 |
| Net income (loss) |  | $(1,081)$ |  | 1,930 |
| Preferred stock dividends and discount accretion |  | 1,496 |  | 110 |
| Income available (loss attributable) to common shareholders | \$ | $(2,577)$ | \$ | 1,820 |
| Net income (loss) per common share - Basic | \$ | (0.36) | \$ | 0.26 |
| Diluted |  | (0.36) |  | 0.25 |
| Weighted average common shares outstanding - Basic |  | 7,121 |  | 7,097 |
| Diluted |  | 7,121 |  | 7,267 |

The accompanying notes to the Consolidated Financial Statements are an integral part of these statements.

## Consolidated Statements of Changes in Shareholders' Equity

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In thousands) | Preferred Stock |  | Common Stock |  |  | Retained Earnings |  | Treasury Stock |  | Accumulated Other Comprehensive |  | Total Shareholders' Equity |  |
|  |  |  | Shares |  | Amount |  |  |  |  |  |  |
| Balance, December 3I, 2007 | \$ |  | 7,063 | \$ | 49,447 | \$ | 2,472 |  |  | \$ | $(4,169)$ | \$ | (490) | \$ | 47,260 |
| Comprehensive income: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  |  |  | 1,930 |  |  |  |  |  | 1,930 |
| Net unrealized losses on securities |  |  |  |  |  |  |  |  |  |  | $(1,252)$ |  | $(1,252)$ |
| Net unrealized losses on cash flow hedge derivatives |  |  |  |  |  |  |  |  |  |  | (614) |  | (614) |
| Total comprehensive income |  |  |  |  |  |  |  |  |  |  |  |  | 64 |
| Cumulative perpetual preferred stock issued to U.S. Treasury$18,032$$2,617$ |  |  |  |  |  |  |  |  |  |  |  |  | 20,649 |
| Accretion of discount on preferred stock |  | 32 |  |  |  |  | (32) |  |  |  |  |  | - |
| Dividends on preferred stock (5\% annually) |  |  |  |  |  |  | (78) |  |  |  |  |  | (78) |
| Dividends on common stock |  |  |  |  |  |  |  |  |  |  |  |  | (672) |
| $5 \%$ stock dividend, including cash-in-lieu <br> of fractional shares |  |  |  |  |  |  |  |  |  |  |  |  | (3) |
| Common stock issued and related tax effects |  |  | 56 |  | 583 |  |  |  |  |  |  |  | 583 |
| Balance, December 31, 2008 | \$ | 18,064 | 7,119 | \$ | 55,179 | \$ | 1,085 | \$ | $(4,169)$ | \$ | $(2,356)$ | \$ | 67,803 |
| Comprehensive income: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net loss |  |  |  |  |  |  | $(1,081)$ |  |  |  |  |  | $(1,081)$ |
|  |  |  |  |  |  |  |  |  |  |  | 1,733 |  | 1,733 |
| Net unrealized gains on cash flow hedge derivatives |  |  |  |  |  |  |  |  |  |  | 162 |  | 162 |
| Total comprehensive income |  |  |  |  |  |  |  |  |  |  |  |  | 814 |
| Accretion of discount on preferred stock |  | 469 |  |  |  |  | (469) |  |  |  |  |  | - |
| Dividends on preferred stock ( $5 \%$ annually) (1,027) |  |  |  |  |  |  |  |  |  |  |  |  | $(1,027)$ |
| Common stock issued and related tax effects |  |  | $25 \quad 275$ |  |  |  |  |  |  |  |  |  | 275 |
| Balance, December 3I, 2009 | \$ | 18,533 | 7,144 | \$ | 55,454 | \$ | $(1,492)$ | \$ | $(4,169)$ | \$ | (461) | \$ | 67,865 |

[^1]
## Consolidated Statements of Cash Flows

| (In thousands) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2009 |  | 2008 |
| OPERATING ACTIVITIES: |  |  |  |  |
| Net income (loss) | \$ | $(1,081)$ | \$ | 1,930 |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: |  |  |  |  |
| Provision for loan losses |  | 8,000 |  | 4,500 |
| Net amortization of purchase premiums and discounts on securities |  | 535 |  | 76 |
| Depreciation and amortization |  | 1,418 |  | 597 |
| Deferred income tax benefit |  | $(2,084)$ |  | $(1,262)$ |
| Other-than-temporary impairment charges on securities |  | 2,611 |  | 1,540 |
| Net security (gains) losses |  | (855) |  | 378 |
| Stock compensation expense |  | 310 |  | 348 |
| Gain on sale of SBA loans held for sale, net |  | (393) |  | $(1,217)$ |
| Gain on sale of mortgage loans |  | (217) |  | (40) |
| Origination of mortgage loans held for sale |  | (17,711) |  | $(2,612)$ |
| Origination of SBA loans held for sale |  | $(6,446)$ |  | $(28,164)$ |
| Proceeds from the sale of mortgage loans held for sale, net |  | 17,928 |  | 2,652 |
| Proceeds from the sale of SBA loans held for sale, net |  | 5,626 |  | 26,050 |
| Loss on the sale of premises and equipment |  | 6 |  | 23 |
| Net change in other assets and liabilities |  | $(3,276)$ |  | (351) |
| Net cash provided by operating activities |  | 4,371 |  | 4,448 |
| INVESTING ACTIVITIES: |  |  |  |  |
| Purchases of securities held to maturity |  | $(4,036)$ |  | $(6,762)$ |
| Purchases of securities available for sale |  | $(104,779)$ |  | $(80,744)$ |
| Purchases of Federal Home Loan Bank stock, at cost |  | $(8,469)$ |  | $(1,857)$ |
| Maturities and principal payments on securities held to maturity |  | 6,362 |  | 9,871 |
| Maturities and principal payments on securities available for sale |  | 50,318 |  | 18,955 |
| Proceeds from sale of securities available for sale |  | 32,403 |  | 4,422 |
| Proceeds from redemption of Federal Home Loan Bank stock |  | 8,649 |  | 1,395 |
| Proceeds from the sale of other real estate owned |  | 2,415 |  | 520 |
| Net decrease (increase) in loans |  | 22,290 |  | $(96,362)$ |
| Proceeds from the sale of premises and equipment |  | 20 |  | 268 |
| Purchases of premises and equipment |  | (496) |  | $(1,759)$ |
| Net cash provided by (used in) investing activities |  | 4,677 |  | $(152,053)$ |
| FINANCING ACTIVITIES: |  |  |  |  |
| Net increase in deposits |  | 51,122 |  | 105,849 |
| Proceeds from new borrowings |  | 22,000 |  | 51,000 |
| Repayments of borrowings |  | $(42,000)$ |  | $(31,000)$ |
| Sale of perpetual preferred stock to U.S. Treasury |  | - |  | 18,032 |
| Warrants issued to U.S. Treasury |  | - |  | 2,617 |
| Proceeds from issuance of common stock |  | 9 |  | 235 |
| Cash dividends paid on preferred stock |  | (975) |  | - |
| Cash dividends paid on common stock |  | - |  | $(1,009)$ |
| Net cash provided by financing activities |  | 30,156 |  | 145,724 |
| Increase (decrease) in cash and cash equivalents |  | 39,204 |  | $(1,881)$ |
| Cash and cash equivalents at beginning of year |  | 34,431 |  | 36,312 |
| Cash and cash equivalents at end of year | \$ | 73,635 | \$ | 34,431 |
| SUPPLEMENTAL DISCLOSURES: |  |  |  |  |
| Cash |  |  |  |  |
| Interest paid | \$ | 21,677 | \$ | 23,304 |
| Income taxes paid |  | 1,056 |  | 1,530 |
| Noncash investing activities: |  |  |  |  |
| Transfer of AFS SBA loans to HTM SBA loans |  | 1,988 |  | 5,790 |
| Transfer of AFS securities to HTM securities |  | , |  | 1,860 |
| Transfer of loans to other real estate owned |  | 3,242 |  | 1,124 |
| Accrued dividends on common stock |  | - |  | 675 |

## Notes to Consolidated Financial Statements

## 1. Summary of Significant Accounting Policies

## Overview

The accompanying Consolidated Financial Statements include the accounts of Unity Bancorp, Inc. (the "Parent Company") and its wholly-owned subsidiary, Unity Bank (the "Bank" or when consolidated with the Parent Company, the "Company"). All significant intercompany balances and transactions have been eliminated in consolidation.

Unity Bancorp, Inc. is a bank holding company incorporated in New Jersey and registered under the Bank Holding Company Act of 1956, as amended. Its wholly-owned subsidiary, Unity Bank (the "Bank", or when consolidated with the Parent Company, the "Company") is chartered by the New Jersey Department of Banking and Insurance. The Bank provides a full range of commercial and retail banking services through 16 branch offices located in Hunterdon, Middlesex, Somerset, Union and Warren counties in New Jersey and Northampton County in Pennsylvania. These services include the acceptance of demand, savings, and time deposits and the extension of consumer, real estate, Small Business Administration ("SBA") and other commercial credits. Unity Investment Services, Inc., a wholly-owned subsidiary of the Bank, is used to hold part of the Bank's investment portfolio. Unity Participation Company, Inc., a wholly-owned subsidiary of the Bank, is used to hold part of the Bank's loan portfolio.

The Company has two statutory trust subsidiaries that are wholly-owned by Unity Bancorp, Inc. See details in Note 10 to the Consolidated Financial Statements.

The Company has evaluated subsequent events for potential recognition and/or disclosure through the date the consolidated financial statements included in this Annual Report on Form 10-K were issued.

## Accounting Standards Codification

The Financial Accounting Standards Board's ("FASB") Accounting Standards Codification ("ASC") became effective on July I, 2009. At that date, the ASC became FASB's officially recognized source of authoritative U.S. generally accepted accounting principles ("GAAP") applicable to all public and nonpublic, nongovernmental entities, superseding existing FASB, American Institute of Certified Public Accountants ("AICPA"), Emerging Issues Task Force ("EITF") and related literature. Rules and interpretive releases of the SEC under the authority of federal securities laws are also sources of authoritative GAAP for SEC registrants. All other accounting literature is considered non-authoritative. The switch to the ASC affects the way companies refer to U.S. GAAP in financial statements and accounting policies. Citing particular content in the ASC involves specifying the unique numeric path to the content through the Topic, Subtopic, Section and Paragraph structure.

## Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Amounts requiring the use of significant estimates include the allowance for loan losses, valuation of deferred tax and servicing assets, the carrying value of loans held for sale and other real estate owned, the determination of other-than-temporary impairment for securities and the fair value disclosures of financial instruments. Actual results could differ from those estimates.

## Reclassifications

Certain reclassifications have been made to the prior year to conform to the current year presentation, with no impact on current earnings.

## Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, amounts due from banks, federal funds sold and interest-bearing deposits.

## Securities

The Company classifies its securities into two categories, available for sale and held to maturity.

Securities that are classified as available for sale are stated at fair value. Unrealized gains and losses on securities available for sale are excluded from results of operations and are reported as other comprehensive income, a separate component of shareholders' equity, net of taxes. Securities classified as available for sale include securities that may be sold in response to changes in interest rates, changes in prepayment risks or for asset/liability management purposes. The cost of securities sold is determined on a specific identification basis. Gains and losses on sales of securities are recognized in the statements of operations on the date of sale.

Securities are classified as held to maturity based on management's intent and ability to hold them to maturity. Such securities are stated at cost, adjusted for unamortized purchase premiums and discounts using the level yield method.

Transfers between the available for sale and held to maturity portfolios are accounted for at fair value. Unrealized holding gains and losses are accounted for at the date of transfer. For securities transferred to available for sale from held to maturity, unrealized gains or losses as of the date of the transfer are recognized in other comprehensive income
(loss), a separate component of shareholders' equity. For securities transferred into the held to maturity portfolio from the available for sale portfolio, unrealized gains or losses as of the date of transfer continue to be reported in other comprehensive income (loss), a separate component of shareholders' equity and are amortized over the remaining life of the security as an adjustment to its yield, consistent with amortization of the premium or accretion of the discount.

The Company has a process in place to identify debt securities that could potentially have a credit impairment that is other-than-temporary. This process involves monitoring late payments, pricing levels, downgrades by rating agencies, key financial ratios, financial statements, revenue forecasts and cash flow projections as indicators of credit issues. Management evaluates securities for other-thantemporary impairment at least on a quarterly basis, and more frequently when economic or market concern warrants such evaluation. This evaluation considers relevant facts and circumstances in evaluating whether a credit or interest raterelated impairment of a security is other-than-temporary. Relevant facts and circumstances considered include: (I) the extent and length of time the fair value has been below cost; (2) the reasons for the decline in value; (3) the financial position and access to capital of the issuer, including the current and future impact of any specific events and (4) for fixed maturity securities, our intent to sell a security or whether it is more likely than not we will be required to sell the security before the recovery of its amortized cost which, in some cases, may extend to maturity and for equity securities, our ability and intent to hold the security for a period of time that allows for the recovery in value.

Management assesses their intent to sell or whether it is more likely than not that they will be required to sell a security before recovery of its amortized cost basis less any current-period credit losses. For debt securities that are considered other-than-temporarily impaired with no intent to sell and no requirement to sell prior to recovery of its amortized cost basis, the amount of the impairment is separated into the amount that is credit related (credit loss component) and the amount due to all other factors. The credit loss component is recognized in earnings and is the difference between the security's amortized cost basis and the present value of its expected future cash flows. The remaining difference between the security's fair value and the present value of future expected cash flows is due to factors that are not credit related and is recognized in other comprehensive income (loss).

The present value of expected future cash flows is determined using the best estimate cash flows discounted at the effective interest rate implicit to the security at the date of purchase or the current yield to accrete an asset-backed or floating rate security. The methodology and assumptions for establishing the best estimate cash flows vary depending on the type of security. The asset-backed securities cash flow estimates are based on bond specific facts and circumstances that may include collateral characteristics, expectations of delinquency and default rates, loss severity and prepayment speeds and structural support, including subordination and guarantees. The corporate bond cash flow estimates are
derived from scenario-based outcomes of expected corporate restructurings or the disposition of assets using bond specific facts and circumstances including timing, security interests and loss severity.

For additional information on securities, see Note 4 to the Consolidated Financial Statements.

## Federal Home Loan Bank Stock

Federal law requires a member institution of the Federal Home Loan Bank ("FHLB") system to hold stock of its district FHLB according to a predetermined formula. The stock is carried at cost. Management reviews the stock for impairment based on the ultimate recoverability of the cost basis in the stock. The stock's value is determined by the ultimate recoverability of the par value rather than by recognizing temporary declines. Management considers such criteria as the significance of the decline in net assets, if any, of the FHLB, the length of time this situation has persisted, commitments by the FHLB to make payments required by law or regulation, the impact of legislative and regulatory changes on the customer base of the FHLB and the liquidity position of the FHLB.

## Loans Held To Maturity and Loans Held For Sale

Loans held to maturity are stated at the unpaid principal balance, net of unearned discounts and net of deferred loan origination fees and costs. Loan origination fees, net of direct loan origination costs, are deferred and are recognized over the estimated life of the related loans as an adjustment to the loan yield utilizing the level yield method.

Interest is credited to operations primarily based upon the principal amount outstanding. When management believes there is sufficient doubt as to the ultimate ability to collect interest on a loan, interest accruals are discontinued and all past due interest, previously recognized as income, is reversed and charged against current period earnings. Payments received on nonaccrual loans are applied as principal. Loans are returned to an accrual status when the ability to collect is reasonably assured and when the loan is brought current as to principal and interest.

Loans are reported as past due when either interest or principal is unpaid in the following circumstances: fixed payment loans when the borrower is in arrears for two or more monthly payments; open end credit for two or more billing cycles; and single payment notes if interest or principal remains unpaid for 30 days or more.

Loans are charged off when collection is sufficiently questionable and when the Company can no longer justify maintaining the loan as an asset on the balance sheet. Loans qualify for charge-off when, after thorough analysis, all possible sources of repayment are insufficient. These include: I) potential future cash flows, 2) value of collateral, and/ or 3 ) strength of co-makers and guarantors. All unsecured loans are charged off upon the establishment of the loan's nonaccrual status. Additionally, all loans classified as a loss or that portion of the loan classified as a loss are charged off. All loan charge-offs are approved by the Board of Directors.

Nonperforming loans consist of loans that are not accruing interest (nonaccrual loans) as a result of principal or
interest being in default for a period of 90 days or more or when the ability to collect principal and interest according to the contractual terms is in doubt. When a loan is classified as nonaccrual, interest accruals discontinue and all past due interest previously recognized as income is reversed and charged against current period income. Generally, until the loan becomes current, any payments received from the borrower are applied to outstanding principal until such time as management determines that the financial condition of the borrower and other factors merit recognition of a portion of such payments as interest income.

The Company evaluates its loans for impairment. A loan is considered impaired when, based on current information and events, it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan agreement. The Company has defined impaired loans to be all troubled debt restructurings and nonaccrual loans. Troubled debt restructurings occur when a creditor, for economic or legal reasons related to a debtor's financial condition, grants a concession to the debtor that it would not otherwise consider, such as a below market interest rate. Impairment of a loan is measured based on the present value of expected future cash flows, net of estimated costs to sell, discounted at the loan's effective interest rate. Impairment can also be measured based on a loan's observable market price or the fair value of collateral, net of estimated costs to sell, if the loan is collateral dependent. If the measure of the impaired loan is less than the recorded investment in the loan, the Company establishes a valuation allowance, or adjusts existing valuation allowances, with a corresponding charge or credit to the provision for loan losses.

Loans held for sale are SBA loans and are reflected at the lower of aggregate cost or market value. The net amount of loan origination fees on loans sold is included in the carrying value and in the gain or loss on the sale.

The Company originates loans to customers under an SBA program that generally provides for SBA guarantees of up to 90 percent of each loan. In the past, the Company generally sold the guaranteed portion of its SBA loans to a third party and retained the servicing, holding the nonguaranteed portion in its portfolio. However, during the third quarter of 2007, the Company announced a change in its strategy to retain more SBA loans in its portfolio due to lower premiums received on the sale of these loans. During late 2008, the Company withdrew from SBA lending as a primary line of business, but continues to offer SBA loan products as an additional credit product to its customers. If sales of SBA loans do occur, the premium received on the sale and the present value of future cash flows of the servicing assets are recognized in income.

Serviced loans sold to others are not included in the accompanying consolidated balance sheets. Income and fees collected for loan servicing are credited to noninterest income when earned, net of amortization on the related servicing assets.

For additional information on loans, see Note 5 to the Consolidated Financial Statements.

## Transfers of Financial Assets

Transfers of financial assets are accounted for as sales, when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when (I) the assets have been isolated from the Company, (2) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets, and (3) the Company does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity.

## Allowance for Loan Losses and Unfunded Loan Commitments

The allowance for loan losses is maintained at a level management considers adequate to provide for probable loan losses as of the balance sheet date. The allowance is increased by provisions charged to expense and is reduced by net charge-offs.

The level of the allowance is based on management's evaluation of probable losses in the loan portfolio, after consideration of prevailing economic conditions in the Company's market area, the volume and composition of the loan portfolio, and historical loan loss experience. The allowance for loan losses consists of specific reserves for individually impaired credits, reserves for nonimpaired loans based on historical loss factors and reserves based on general economic factors and other qualitative risk factors such as changes in delinquency trends, industry concentrations or local/national economic trends. This risk assessment process is performed at least quarterly, and, as adjustments become necessary, they are realized in the periods in which they become known.

Although management attempts to maintain the allowance at a level deemed adequate to provide for probable losses, future additions to the allowance may be necessary based upon certain factors including changes in market conditions and underlying collateral values. In addition, various regulatory agencies periodically review the adequacy of the Company's allowance for loan losses. These agencies may require the Company to make additional provisions based on their judgments about information available to them at the time of their examination.

The Company maintains an allowance for unfunded loan commitments that is maintained at a level that management believes is adequate to absorb estimated probable losses. Adjustments to the allowance are made through other expenses and applied to the allowance which is maintained in other liabilities.

For additional information, see Note 6 to the Consolidated Financial Statements.

## Premises and Equipment

Land is carried at cost. Buildings and equipment are stated at cost less accumulated depreciation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets, not to exceed 30 years. For additional information on premises and equipment, see Note 7 to the Consolidated Financial Statements.

## Other Real Estate Owned

Other real estate owned is recorded at the fair value, less estimated costs to sell, at the date of acquisition, with a charge to the allowance for loan losses for any excess of the loan carrying value over such amount. Subsequently, other real estate owned is carried at the lower of cost or fair value, as determined by current appraisals, less estimated selling costs. Certain costs incurred in preparing properties for sale are capitalized to the extent that the appraisal amount exceeds the carry value, and expenses of holding foreclosed properties are charged to operations as incurred.

## Income Taxes

The Company follows FASB ASC Topic 740, "Income Taxes," which prescribes a threshold for the financial statement recognition of income taxes and provides criteria for the measurement of tax positions taken or expected to be taken in a tax return. ASC 740 also includes guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition of income taxes. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using the enacted tax rates applicable to taxable income for the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Valuation reserves are established against certain deferred tax assets when it is more likely than not that the deferred tax assets will not be realized. Increases or decreases in the valuation reserve are charged or credited to the income tax provision.

When tax returns are filed, it is highly certain that some positions taken would be sustained upon examination by the taxing authorities, while others are subject to uncertainty about the merits of the position taken or the amount of the position that ultimately would be sustained. The benefit of a tax position is recognized in the financial statements in the period during which, based on all available evidence, management believes it is more likely than not that the position will be sustained upon examination, including the resolution of appeals or litigation processes, if any. The evaluation of a tax position taken is considered by itself and not offset or aggregated with other positions. Tax positions that meet the more likely than not recognition threshold are measured as the largest amount of tax benefit that is more than 50 percent likely of being realized upon settlement with the applicable taxing authority. The portion of benefits associated with tax positions taken that exceeds the amount measured as described above is reflected as a liability for unrecognized tax benefits in the accompanying balance sheet along with any associated interest and penalties that would be payable to the taxing authorities upon examination.

Interest and penalties associated with unrecognized tax benefits are recognized in income tax expense on the income statement.

For additional information on income taxes, see Note 16 to the Consolidated Financial Statements.

## Net Income Per Share

Basic net income (loss) per common share is calculated as net income available (loss attributable) to common shareholders divided by the weighted average common shares outstanding during the reporting period. Net income available (loss attributable) to common shareholders is calculated as net income (loss) less accrued dividends and discount accretion related to preferred stock.

Diluted net income (loss) per common share is computed similarly to that of basic net income (loss) per common share, except that the denominator is increased to include the number of additional common shares that would have been outstanding if all potentially dilutive common shares, principally stock options, were issued during the reporting period utilizing the Treasury stock method. However, when a net loss rather than net income is recognized, diluted earnings per share equals basic earnings per share.

For additional information on income per share, see Note 17 to the Consolidated Financial Statements.

## Other Comprehensive Income (Loss)

Other comprehensive income (loss) consists of the change in unrealized gain (loss) on securities available for sale and derivatives designated as cash flow hedges that were reported as a component of shareholders' equity, net of tax. For additional information on other comprehensive income, see Note 22 to the Consolidated Financial Statements.

## Derivative Instruments and Hedging Activities

The Company uses derivative instruments, such as interest rate swaps, to manage interest rate risk. The Company recognizes all derivative instruments at fair value as either assets or liabilities in other assets or other liabilities. The accounting for changes in the fair value of a derivative instrument depends on whether it has been designated and qualifies as part of a hedging relationship. For derivatives not designated as an accounting hedge, the gain or loss is recognized in trading noninterest income.

For those derivative instruments that are designated and qualify as hedging instruments, the Company must designate the hedging instrument, based on the exposure being hedged, as a fair value hedge, a cash flow hedge or a hedge of a net investment in a foreign operation. The Company does not have any fair value hedges or hedges of foreign operations.

The Company formally documents the relationship between the hedging instruments and the hedged item, as well as the risk management objective and strategy before undertaking a hedge. For hedging relationships in which effectiveness is measured, the Company formally assesses, both at inception and on an ongoing basis, if the derivatives are highly effective in offsetting changes in fair values or cash flows of the hedged item. If it is determined that the derivative instrument is not highly effective as a hedge, hedge accounting is discontinued.

For derivatives that are designated as cash flow hedges, the effective portion of the gain or loss on derivatives is reported as a component of other comprehensive income or loss. The change in fair value of any ineffective portion of the hedging derivative is recognized immediately in earnings.

Hedge accounting discontinues when it is determined that the derivative no longer qualifies as an effective hedge; the derivative expires or is sold, terminated or exercised; or the derivative is no longer designated as a fair value or cash flow hedge or it is no longer probable that the forecasted transaction will occur by the end of the originally specified time period. If the Company determines that the derivative no longer qualifies as a cash flow or fair value hedge and therefore hedge accounting is discontinued, the derivative will continue to be recorded on the balance sheet at its fair value with changes in fair value included in current earnings.

For additional information on derivative instruments, see Note 12 to the Consolidated Financial Statements.

## Stock-Based Compensation

The Company accounts for its stock-based compensation awards in accordance with FASB ASC Topic 718, "Compensation - Stock Compensation", which requires recognition of compensation expense related to stockbased compensation awards over the period during which an employee is required to provide service for the award. Compensation expense is equal to the fair value of the award, net of estimated forfeitures, and is recognized over the vesting period of such awards.

For additional information on the Company's stock-based compensation, see Note 19 to the Consolidated Financial Statements.

## Treasury Stock

Treasury stock is accounted for under the cost method and accordingly is presented as a reduction in shareholders' equity.

## Bank Owned Life Insurance

The Company purchased life insurance policies on certain members of management. Bank owned life insurance ("BOLl") is recorded at its cash surrender value or the amount that can be realized.

## Advertising

The Company expenses the costs of advertising in the period incurred.

## Dividend Restrictions

Banking regulations require maintaining certain capital levels that may limit the dividends paid by our bank to our holding company or by our holding company to our shareholders. In addition, the Company's participation in the U.S. Department of Treasury's Capital Purchase Program places restrictions on increased dividend declarations.

## Operating Segments

While management monitors the revenue streams of its various products and services, operating results and financial
performance are evaluated on a company-wide basis. The Company's management uses consolidated results to make operating and strategic decisions. Accordingly, there is only one reportable segment.

## Servicing Assets

Servicing assets represent the estimated fair value of retained servicing rights at the time loans are sold. Servicing assets are expensed in proportion to, and over the period of, estimated net servicing revenues. Impairment is evaluated based on stratifying the underlying financial assets by date of origination and term. Fair value is determined using prices for similar assets with similar characteristics, when available, or based upon discounted cash flows using market-based assumptions. Any impairment, if temporary, would be reported as a valuation allowance.

## Fair Value

The Company follows FASB ASC Topic 820, "Fair Value Measurement and Disclosures," which provides a framework for measuring fair value under generally accepted accounting principles. ASC Topic 820 allows an entity the irrevocable option to elect fair value for the initial and subsequent measurement of certain financial assets on a contract-bycontract basis and requires the difference between the carrying value before election of the fair value option and the fair value of these instruments be recorded as an adjustment to beginning retained earnings in the period of adoption. The Company has presently elected not to report any of its existing financial assets or liabilities at fair value and consequently did not have any fair value related adjustments.

For additional information on the fair value of the Company's financial instruments, see Note 20 to the Consolidated Financial Statements.

## Recent Accounting Pronouncements

As discussed above, on July I, 2009, the Accounting Standards Codification became FASB's officially recognized source of authoritative U.S. generally accepted accounting principles applicable to all public and non-public nongovernmental entities, superseding existing FASB, AICPA, EITF and related literature. Rules and interpretive releases of the SEC under the authority of federal securities laws are also sources of authoritative GAAP for SEC registrants. All other accounting literature is considered non-authoritative. The switch to the ASC affects the way companies refer to U.S. GAAP in financial statements and accounting policies. Citing particular content in the ASC involves specifying the unique numeric path to the content through the Topic, Subtopic, Section and Paragraph structure.

FASB ASC Topic 260, "Earnings Per Share." On January I, 2009, the Company adopted new authoritative accounting guidance under FASB ASC Topic 260, "Earnings Per Share," which provides that unvested share based payment awards that contain nonforfeitable rights to dividends or dividend equivalents are considered participating securities. As such they should be included in the computation of basic earnings per share ("EPS") using the two class method. At December 3I, 2009 the Company
had 54,58 I shares of nonvested restricted stock which were considered participating securities under this guidance. Adoption of this new authoritative guidance did not have a material effect on the Company's EPS calculation.

FASB ASC Topic 320, "Investments - Debt and Equity Securities." New authoritative accounting guidance under ASC Topic 320, "Investments - Debt and Equity Securities," (i) changes existing guidance for determining whether an impairment is other than temporary to debt securities and (ii) replaces the existing requirement that the entity's management assert it has both the intent and ability to hold an impaired security until recovery with a requirement that management assert: (a) it does not have the intent to sell the security; and (b) it is more likely than not it will not have to sell the security before recovery of its cost basis. Under ASC Topic 320, declines in the fair value of held-to-maturity and available-for-sale debt securities below their cost that are deemed to be other than temporary are reflected in earnings as realized losses to the extent the impairment is related to credit losses. The amount of the impairment related to other factors is recognized in other comprehensive income. The Company adopted the provisions of the new authoritative accounting guidance under ASC Topic 320 during the first quarter of 2009. Adoption of the new guidance did not significantly impact the Company's financial statements.

FASB ASC Topic 815, "Derivatives and Hedging." New authoritative accounting guidance under ASC Topic 815, "Derivatives and Hedging," amends prior guidance to amend and expand the disclosure requirements for derivatives and hedging activities to provide greater transparency about (i) how and why an entity uses derivative instruments, (ii) how derivative instruments and related hedge items are accounted for under ASC Topic 815, and (iii) how derivative instruments and related hedged items affect an entity's financial position, results of operations and cash flows. To meet those objectives, the new authoritative accounting guidance requires qualitative disclosures about objectives and strategies for using derivatives, quantitative disclosures about fair value amounts of gains and losses on derivative instruments and disclosures about credit-riskrelated contingent features in derivative agreements. The new authoritative accounting guidance under ASC Topic 815 became effective for the Company on January I, 2009 and is reflected in these financial statements.

FASB ASC Topic 820, "Fair Value Measurements and Disclosures." New authoritative accounting guidance under ASC Topic 820,"Fair Value Measurements and Disclosures," affirms that the objective of fair value when the market for an asset is not active is the price that would be received to sell the asset in an orderly transaction, and clarifies and includes additional factors for determining whether there has been a significant decrease in market activity for an asset when the market for that asset is not active. ASC Topic 820 requires an entity to base its conclusion about whether a transaction was not orderly on the weight of the evidence. The new accounting guidance amended prior guidance to expand certain disclosure requirements. The Company adopted the new authoritative accounting guidance under

ASC Topic 820 during the first quarter of 2009. Adoption of the new guidance did not significantly impact the Company's financial statements.

Further new authoritative accounting guidance (Accounting Standards Update No. 2009-5) under ASC Topic 820 provides guidance for measuring the fair value of a liability in circumstances in which a quoted price in an active market for the identical liability is not available. In such instances, a reporting entity is required to measure fair value utilizing a valuation technique that uses (i) the quoted price of the identical liability when traded as an asset, (ii) quoted prices for similar liabilities or similar liabilities when traded as assets, or (iii) another valuation technique that is consistent with the existing principles of ASC Topic 820 , such as an income approach or market approach. The new authoritative accounting guidance also clarifies that when estimating the fair value of a liability, a reporting entity is not required to include a separate input or adjustment to other inputs relating to the existence of a restriction that prevents the transfer of the liability. The forgoing new authoritative accounting guidance under ASC Topic 820 was effective for the Company's financial statements beginning October I, 2009 and did not have a significant impact on the Company's financial statements.

FASB ASC Topic 855, "Subsequent Events." New authoritative accounting guidance under ASC Topic 855, "Subsequent Events," establishes general standards of accounting for and disclosure of events that occur after the balance sheet date but before financial statements are issued or available to be issued. ASC Topic 855 defines (i) the period after the balance sheet date during which a reporting entity's management should evaluate events or transactions that may occur for potential recognition or disclosure in the financial statements, (ii) the circumstances under which an entity should recognize events or transactions occurring after the balance sheet date in its financial statements, and (iii) the disclosures an entity should make about events or transactions that occurred after the balance sheet date. The new authoritative accounting guidance under ASC Topic 855 became effective for the Company's financial statements for periods ending after June 15, 2009 and did not have a significant impact on the Company's financial statements.

FASB ASC Topic 860, "Transfers and Servicing." New authoritative accounting guidance under ASC Topic 860, "Transfers and Servicing," amends prior accounting guidance to enhance reporting about transfers of financial assets, including securitizations, and where companies have continuing exposure to the risks related to transferred financial assets. The new authoritative accounting guidance eliminates the concept of a "qualifying special-purpose entity" and changes the requirements for derecognizing financial assets. The new authoritative accounting guidance also requires additional disclosures about all continuing involvements with transferred financial assets including information about gains and losses resulting from transfers during the period. The new authoritative accounting guidance under ASC Topic 860 will be effective January I, 2010 and is not expected to have a significant impact on the

Corporation's financial statements; however it will defer the gains of SBA 7(a) loans, if any, for a 90-day period after the sale of the loan.

## 2. Goodwill

The Company accounts for goodwill and other intangible assets in accordance with FASB ASC Topic 350, "Intangibles - Goodwill and Other", which includes requirements to test goodwill and indefinite-lived intangible assets on an annual basis for impairment, rather than amortize them. Management conducted an annual test and determined that the Company's recorded goodwill totaling $\$ 1.5$ million, which resulted from the 2005 acquisition of its Phillipsburg, New Jersey branch, is not impaired as of December 3I, 2009.

## 3. Restrictions on Cash

Federal law requires depository institutions to maintain a prescribed amount of cash or noninterest-bearing balances with the Federal Reserve Bank. As of December 31, 2009 and 2008, the Company was required to maintain reserve balances of $\$ 80$ thousand. In addition, the Company's contract with its current electronic funds transfer ("EFT") provider requires a pre-determined balance be maintained in a settlement account controlled by its provider equal to its average daily net settlement position multiplied by four days. There was no requirement as of December 31, 2008 and the required balance was $\$ 179$ thousand as of December 31 , 2009. This balance is adjusted periodically to reflect actual transaction volume and seasonal factors.

## 4. Securities

This table provides the major components of securities available for sale ("AFS") and held to maturity ("HTM") at amortized cost and estimated fair value at December 31, 2009 and 2008:


The table on page 38 provides the remaining contractual maturities and yields of securities within the investment portfolios. The carrying value of securities at December 3I, 2009 is primarily distributed by contractual maturity. Mortgage-backed securities and other securities, which may
have principal prepayment provisions, are distributed based on contractual maturity. Expected maturities will differ materially from contractual maturities as a result of early prepayments and calls. The total weighted average yield excludes equity securities.

| (In thousands) | Within one year |  | After one year through five years |  | After five years through ten years |  | After ten years |  | Total carrying value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Yield | Amount | Yield | Amount | Yield | Amount | Yield | Amount | Yield |
| Available for sale at fair value: |  |  |  |  |  |  |  |  |  |  |
| US Government sponsored entities | \$ | - \% | \$ 1,595 | 2.11\% | \$10,435 | 3.36\% | \$ 3,977 | 5.05 \% | \$ 16,007 | 3.65 \% |
| State and political subdivisions | - | - | - | - | 280 | 3.82 | 2,662 | 3.92 | 2,942 | 3.91 |
| Residential mortgage-backed securities | 225 | 3.72 | 1,359 | 3.69 | 14,173 | 4.46 | 100,468 | 4.25 | 116,225 | 4.27 |
| Commercial mortgage-backed securities | - | - | - | - | - | - | 4,627 | 5.58 | 4,627 | 5.58 |
| Trust preferred securities | - | - | - | - | - | - | 390 | 1.02 | 390 | 1.02 |
| Other equities | - | - | - | - | - | - | 579 | 4.33 | 579 | 4.33 |
| Total securities available for sale | \$ 225 | 3.72 \% | \$ 2,954 | 2.84\% | \$24,888 | 3.95 \% | \$112,703 | 4.32 \% | \$140,770 | 4.24 \% |

## Held to maturity at cost:

| US Government sponsored entities | $\$ 2,000$ | $4.99 \%$ | $\$$ | - | $-\%$ | $\$$ | - | $-\%$ |  | - | $-\%$ | $\$$ |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 2,000 | $4.99 \%$ |  |  |  |  |  |  |  |  |  |  |  |
| State and political subdivisions | - | - | - | - | - | - | 3,156 | 4.46 | 3,156 | 4.46 |  |  |
| Residential mortgage-backed securities |  |  | 1,018 | 4.32 | 5,375 | 4.83 | 12,307 | 5.04 | 18,700 | 4.94 |  |  |
| Commercial mortgage-backed securities | - | - | - | - | - | - | 4,346 | 5.51 | 4,346 | 5.51 |  |  |
| Trust preferred securities | - | - | - | - | - | - | 50 | - | 50 | - |  |  |
| Total securities held to maturity | $\$ 2,000$ | $4.99 \%$ | $\$ 1,018$ | $4.32 \%$ | $\$ 5,375$ | $4.83 \%$ | $\$ 19,859$ | $5.04 \%$ | $\$ 28,252$ | $4.97 \%$ |  |  |

The fair value of securities with unrealized losses by length of time that the individual securities have been in a continuous unrealized loss position at December 3I, 2009 and 2008 are as follows:

| (In thousands) | 2009 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than 12 months |  |  |  | 12 months and greater |  |  |  | Total |  |
|  | Total <br> Number in a | Estimated |  | $\begin{array}{r} \text { ealized } \\ \text { Loss } \end{array}$ | Estimated |  | Unrealized | $\begin{array}{r} \text { ealized } \\ \text { Loss } \\ \hline \end{array}$ | Estimated | Unrealized |
| Available for sale: |  |  |  |  |  |  |  |  |  |  |
| U.S. Government sponsored entities | 10 | \$ 12,807 | \$ | (210) | \$ | 96 |  | (1) | \$ 12,903 | \$ (211) |
| State and political subdivisions | 7 | 1,820 |  | (13) |  | - |  | - | 1,820 | (13) |
| Residential mortgage-backed securities | 24 | 17,372 |  | (207) |  | 7,735 |  | (814) | 25,107 | $(1,021)$ |
| Commercial mortgage-backed securities | 4 | 4,627 |  | (24) |  | - |  | - | 4,627 | (24) |
| Trust preferred securities | I | - |  | - |  | 390 |  | (586) | 390 | (586) |
| Other equities | 3 | - |  | - |  | 579 |  | (31) | 579 | (31) |
| Total temporarily impaired investments | 49 | \$ 36,626 | \$ | (454) | \$ | 8,800 |  | ,432) | \$ 45,426 | \$ $(1,886)$ |
| Held to maturity: |  |  |  |  |  |  |  |  |  |  |
| U.S. Government sponsored entities | - | \$ | \$ | - | \$ | - | \$ | - | \$ | \$ |
| State and political subdivisions | 6 | 1,753 |  | (32) |  | 999 |  | (60) | 2,752 | (92) |
| Residential mortgage-backed securities | 5 | 124 |  | (10) |  | 3,844 |  | (517) | 3,968 | (527) |
| Commercial mortgage-backed securities | - | - |  | - |  | - |  | - | - |  |
| Trust preferred securities | 2 | 5 |  | (6) |  | 26 |  | (31) | 31 | (37) |
| Total temporarily impaired investments | 13 | \$ 1,882 | \$ | (48) | \$ | 4,869 | \$ | (608) | \$ 6,751 | \$ (656) |


| (In thousands) | 2008 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than 12 months |  |  |  |  | 12 months and greater |  |  |  | Total |  |  |  |
|  | Total Number in a Loss Position | Estimated Fair Value |  | Unrealized |  | Estimated <br> Fair Value |  | Unrealized Loss |  | Estimated <br> Fair Value |  | Unrealized Loss |  |
| Available for sale: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Government sponsored entities | 3 | \$ | 2,110 | \$ | (3) | \$ | 11 | \$ | - | \$ | 2,121 | \$ | (3) |
| State and political subdivisions | 11 |  | 2,718 |  | (228) |  | - |  | - |  | 2,718 |  | (228) |
| Residential mortgage-backed securities | 47 |  | 25,551 |  | (794) |  | 6,346 |  | (249) |  | 31,897 |  | $(1,043)$ |
| Trust preferred securities | 1 |  | - |  | - |  | 318 |  | (657) |  | 318 |  | (657) |
| Other equities | 4 |  | 82 |  | (34) |  | 472 |  | (28) |  | 554 |  | (62) |
| Total temporarily impaired investments | 66 | \$ | 30,461 | \$ | $(1,059)$ | \$ | 7,147 | \$ | (934) | \$ | 37,608 | \$ | $(1,993)$ |
| Held to maturity: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| State and political subdivisions | 7 |  | 2,906 |  | (251) |  | - |  | - |  | 2,906 |  | (251) |
| Residential mortgage-backed securities | 12 |  | 6,562 |  | (229) |  | 5,322 |  | (651) |  | 11,884 |  | (880) |
| Trust preferred securities | 2 |  | - |  | - |  | 300 |  | $(1,254)$ |  | 300 |  | $(1,254)$ |
| Total temporarily impaired investments | 21 | \$ | 9,468 | \$ | (480) | \$ | 5,622 | \$ | $(1,905)$ | \$ | 15,090 | \$ | $(2,385)$ |

## Unrealized Losses

The unrealized losses in each of the categories presented in the tables above are discussed in the paragraphs that follow:
U.S. Government sponsored entities and state and political subdivision securities: The unrealized losses on investments in this type of security were caused by the increase in interest rate spreads. The contractual terms of these investments do not permit the issuer to settle the securities at a price less than the par value of the investment. Because the Company does not intend to sell the investments and it is not more likely than not that the Company will be required to sell the investments before recovery of their amortized cost bases, which may be at maturity, the Company does not consider these investments to be other-than-temporarily impaired as of December 31, 2009.

Residential and commercial mortgage-backed securities: The unrealized losses on investments in mortgage-backed securities were caused by interest rate increases. The majority of contractual cash flows of these securities are guaranteed by Fannie Mae, Ginnie Mae and the Federal Home Loan Mortgage Corporation. It is expected that the securities would not be settled at a price significantly less than the par value of the investment. Because the decline in fair value is attributable to changes in interest rates and not credit quality, and because the Company does not intend to sell the investments and it is not more likely than not that the Company will be required to sell the investments before recovery of their amortized cost bases, which may be at maturity, the Company does not consider these investments to be other-than-temporarily impaired as of December 31, 2009.

Trust preferred securities: The unrealized losses on trust preferred securities were caused by an inactive trading market and changes in market credit spreads. At December 31, 2009, this category consisted primarily of one single-issuer trust preferred security. The Company that issued the trust preferred security is considered a well capitalized institution per regulatory standards and significantly strengthened its capital position in 2009 through a public offering and other
capital raising measures. In addition, the Company has ample liquidity and has bolstered their allowance for loan losses in 2009. The contractual terms do not allow the security to be settled at a price less than the par value. Because the Company does not intend to sell the security and it is not more likely than not that the Company will be required to sell the security before recovery of its amortized cost basis, which may be at maturity, the Company does not consider this security to be other-than-temporarily impaired as of December 3I, 2009.

Other equity securities: Included in this category is stock of other financial institutions. The unrealized losses on other equity securities are caused by decreases in the market prices of the shares. The Company has evaluated the prospects of the issuer and has forecasted a recovery period; therefore these investments are not considered other-than-temporarily impaired as of December 3I, 2009.

## Realized Gains and Losses and Other-ThanTemporary Impairment

In 2009 and 2008, gross realized gains on sales of securities amounted to $\$ 855$ thousand and $\$ 91$ thousand, while gross realized losses amounted to $\$ 0$ and $\$ 469$ thousand, respectively. The net of these amounts is included in noninterest income in the Consolidated Statements of Operations as net securities gains (losses). The gross gains in 2009 are primarily attributed to the Company selling approximately $\$ 31.5$ million in book value of mortgagebacked securities, resulting in pretax gains of approximately $\$ 827$ thousand on the sales. The Company also sold its remaining callable Freddie Mac perpetual preferred securities resulting in pretax gains of $\$ 28$ thousand. The gross losses in 2008 are attributed to the Company selling approximately \$2.1 million in book value of callable Freddie Mac perpetual preferred securities during the year, resulting in a pretax loss of approximately $\$ 469$ thousand on the sales. This loss was partially offset by $\$ 91$ thousand in gross gains on other sales for a net security loss of \$378 thousand in 2008.

Also included in noninterest income are other-than-
temporary impairment ("OTTI") charges of $\$ 2.6$ million and $\$ 1.5$ million for 2009 and 2008, respectively. During 2009, the Company recognized $\$ 2.6$ million of credit related other-than-temporary impairment losses on two held to maturity securities due to the deterioration in the underlying collateral. These two pooled trust preferred securities which had a cost basis of $\$ 3.0$ million had been previously written down $\$ 306$ thousand in December of 2008. The remaining book value of the trust preferred securities is approximately $\$ 50$ thousand. In estimating the present value of the expected cash flows on the two trust preferred securities which were other-than-temporarily impaired as of December 3I, 2009, the following assumptions were made:

- Moderate conditional repayment rates ("CRR") were used due to the lack of new trust preferred issuances and the poor conditions of the financial industry. A CRR of 2 percent was used for performing issuers and 0 percent for nonperformers.
- Conditional default rates ("CDR") have been established based on the financial condition of the underlying trust preferred issuers in the pools. These ranged from 0.75 percent to 2.35 percent for performing issuers. Nonperforming issues were stated at 100 percent CDR.
- Expected loss severities of 95 percent were assumed (i.e. recoveries occur in only 5 percent of defaulted securities) for all performing issuers and ranged from 57.22 percent to 80.33 percent for nonperforming issues.
- Internal rates of return ("IRR") are the pre-tax yields used to discount the future cash flow stream expected from the collateral cash flows. The IRR used was 17 percent.

In addition to the $\$ 306$ thousand of OTTI charges on the held to maturity securities discussed above, OTTI charges in 2008 included write-downs of approximately $\$ 1.2$ million on three callable Freddie Mac perpetual preferred securities due to the decline in market value of these securities and the eventual placement of FHLMC in conservatorship that occurred in September of 2008. In addition, OTTI charges of $\$ 34$ thousand were taken on two bank equities in 2008.

The following table presents a roll-forward of the credit loss component of the amortized cost of debt securities that the Company has written down for OTTI and the credit component of the loss that is recognized in earnings. The beginning balance represents the credit loss component for debt securities for which OTTI occurred prior to January I, 2009. OTTI recognized in earnings subsequent to 2009 for credit-impaired debt securities is presented as additions in two components based upon whether the current period is the first time the debt security was credit-impaired (initial
credit impairment) or is not the first time the debt security was credit impaired (subsequent credit impairments). The credit loss component is reduced if the Company sells, intends to sell or believes it will be required to sell previously credit-impaired debt securities. Additionally, the credit loss component is reduced if the Company receives cash flows in excess of what it expected to receive over the remaining life of the credit-impaired debt security, the security matures or is fully written down.

Changes in the credit loss component of credit-impaired debt securities were as follows for the period ended December 31, 2009:

| (In thousands) | \$ | 306 |
| :--- | ---: | ---: |
| Balance, beginning of year | 1,749 |  |
| Initial credit impairment | 862 |  |
| Subsequent credit impairments |  |  |
| Reductions for amounts recognized in earnings due to <br> intent or requirement to sell | - |  |
| Reductions for securities sold | - |  |
| Reductions for increases in cash flows expected to be <br> collected | - |  |
| Balance, end of year | 2,917 |  |

Gross realized gains (losses) on securities and other-thantemporary impairment charges for 2009 and 2008 are detailed in the table below:

| (In thousands) |  | 2009 |  | 2008 |
| :---: | :---: | :---: | :---: | :---: |
| Available for sale: |  |  |  |  |
| Realized gains | \$ | \$ 855 | \$ | 74 |
| Realized losses |  | - |  | (469) |
| Other-than-temporary impairment charges |  | - |  | (306) |
| Total securities available for sale |  | 855 | \$ | (701) |
| Held to maturity: |  |  |  |  |
| Realized gains | \$ | \$ | \$ | 17 |
| Realized losses |  | - |  | - |
| Other-than-temporary impairment charges |  | $(2,611)$ |  | $(1,234)$ |
| Total securities held to maturity |  | \$ $(2,611)$ | \$ | $(1,2 \mid 7)$ |
| Net gains (losses) on sales of securities and other-than-temporary impairment charges |  | \$ $(1,756)$ | \$ | $(1,918)$ |

## Pledged Securities

Securities with a carrying value of \$7I.4 million and $\$ 69.9$ million at December 31, 2009 and 2008, respectively, were pledged to secure Government deposits, secure other borrowings and for other purposes required or permitted by law. Included in these figures was $\$ 2.9$ million and $\$ 2.7$ million pledged against Government deposits at December 31, 2009 and 2008, respectively.

## 5. Loans

The composition of the loan portfolio, net of unearned discount and deferred loan origination fees and costs, at December 3I, 2009 and 2008 was as follows:

| (In thousands) | $\mathbf{2 0 0 9}$ |  | 2008 |  |
| :--- | ---: | ---: | ---: | ---: |
| SBA held for sale | $\$$ | $\mathbf{2 1 , 4 0 6}$ | $\$$ | 22,181 |
| SBA held to maturity |  | $\mathbf{7 7 , 8 4 4}$ |  | 83,127 |
| SBA 504 | $\mathbf{7 0 , 6 8 3}$ |  | 76,802 |  |
| Commercial | $\mathbf{2 9 3 , 7 3 9}$ |  | 308,165 |  |
| Residential mortgage | $\mathbf{1 3 3 , 0 5 9}$ |  | 133,110 |  |
| Consumer | $\mathbf{6 0 , 2 8 5}$ |  | 62,561 |  |
| Total loans | $\$ \mathbf{6 5 7 , 0 1 6}$ | $\$$ | 685,946 |  |

SBA loans sold to others and serviced by the Company are not included in the accompanying consolidated balance sheets. The total amount of such loans serviced, but owned by outside investors, amounted to approximately $\$ 131.3$ million and $\$ 140.8$ million at December 31, 2009 and 2008, respectively. At December 31, 2009 and 2008, the carrying value, which approximates fair value, of servicing assets was $\$ 897$ thousand and $\$ 1.5$ million, respectively. The fair value of servicing assets was determined using a discount rate of 15 percent, constant prepayment speeds ranging from 15 to 18 , and interest strip multiples ranging from 2.08 to 3.80 , depending on each individual credit. A summary of the changes in the related servicing assets for the past two years follows:

|  | Years ending December 3I, |  |  |
| :--- | ---: | ---: | ---: |
| (In thousands) | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 0 8}$ |  |
| Balance, beginning of year | $\$ \mathbf{1 , 5 0 3}$ | $\$$ | 2,056 |
| SBA servicing assets capitalized | $\mathbf{8 3}$ | 392 |  |
| SBA changes in fair value | $\mathbf{( 6 8 9 )}$ | $\mathbf{( 9 4 5 )}$ |  |
| Provision for loss in fair value |  | - | - |
| Balance, end of year | $\$$ | $\mathbf{8 9 7}$ | $\$$ |

In addition, the Company had a $\$ 1.0$ million and $\$ 1.7$ million discount related to the retained portion of the unsold SBA loans at December 31, 2009 and 2008, respectively.

The Company has defined impaired loans to be all troubled debt restructurings and nonaccrual loans. At December 3I, 2009, there were four loans classified as troubled debt restructurings by the Company. There was one loan classified as a troubled debt restructuring at December 3I, 2008. These loans are not included in the nonaccrual loan figures, as they continue to perform under their modified terms. In addition, the Company modified loans during the course of 2009 that were not considered troubled debt restructurings. These loan modifications were predominantly done in the Company's higher risk SBA portfolio. Modifications were made to SBA and commercial loans totaling $\$ 26.6$ million and residential mortgages totaling $\$ 2.7$ million. The types of modifications include changing from a fixed rate of interest to a floating market rate or extending
the term of the loan or allowing interest only payments for a specified period of time. The majority of loans modified continue to perform according to their new terms.

The following table provides detail on the Company's impaired loans as of December 3I, 2009 and 2008:

| (In thousands) | $\mathbf{2 0 0 9}$ | 2008 |
| :--- | ---: | ---: |
| Nonaccrual loans | $\mathbf{2 5 , 4 9 6}$ | $\mathbf{1 6 , 1 2 0}$ |
| Troubled debt restructurings | $\mathbf{6 , 5 7 6}$ | $\mathbf{3 , 1 5 0}$ |
| Total impaired loans | $\mathbf{3 2 , 0 7 2}$ | 19,270 |
| Average impaired loans | $\mathbf{2 6 , 7 7 5}$ | $\mathbf{8 , 0 9 7}$ |
| Valuation allowance for impaired loans <br> (included in the Allowance for Loan Losses) | $\mathbf{2 , 4 6 4}$ | 957 |
| Additional interest income that would <br> have been collected had impaired loans <br> performed under original contract terms | $\mathbf{1 , 9 6 7}$ | 910 |
| Interest income collected on impaired loans <br> Loans past due 90 days and still accruing <br> interest | $\mathbf{3 8 8}$ | 44 |

In the normal course of business, the Company may originate loan products whose terms could give rise to additional credit risk. Interest-only loans, loans with high loan-to-value ratios, construction loans with payments made from interest reserves and multiple loans supported by the same collateral (e.g. home equity loans) are examples of such products. However, these products are not material to the Company's financial position and are closely managed via credit controls that mitigate their additional inherent risk. Management does not believe that these products create a concentration of credit risk in the Company's loan portfolio. The Company does not have any option adjustable rate mortgage ("ARM") loans.

The majority of the Company's loans are secured by real estate. The declines in the market values of real estate in the Company's trade area impact the value of the collateral securing its loans. This could lead to greater losses in the event of defaults on loans secured by real estate. Specifically, 85 percent of SBA 7(a) loans are secured by commercial or residential real estate, 12 percent by other non-real estate collateral and 3 percent by undeveloped land. Commercial real estate secures 99 percent of all SBA 504 loans with only I percent secured by undeveloped land. Approximately 96 percent of consumer loans are secured by owneroccupied residential real estate, with the other 4 percent secured by automobiles or other. The detailed allocation of the Company's commercial loan portfolio collateral as of December 3I, 2009 is shown in the table below:

|  | Concentration |  |  |
| :--- | ---: | ---: | ---: |
| (In thousands) | Balance | Percent |  |
| Commercial real estate - | $\$ 146,238$ | $49.9 \%$ |  |
| owner occupied | 106,312 | 36.1 |  |
| Commercial real estate - <br> investment property | 25,011 | 8.5 |  |
| Undeveloped land | 16,178 | 5.5 |  |
| $\quad$ Other non-real estate collateral | $\$$ | 293,739 | $100.0 \%$ |
| Total commercial loans |  |  |  |

As of December 31, 2009, approximately 12 percent of the Company's total loan portfolio consists of loans to various unrelated and unaffiliated borrowers in the Hotel/ Motel industry. Such loans are collateralized by the underlying real property financed and/or partially guaranteed by the SBA.

As of December 3I, 2009, residential mortgages provided $\$ 47.3$ million in borrowing capacity at the Federal Home Loan Bank compared to \$6I.5 million at December 3I, 2008.

In the ordinary course of business, the Company may extend credit to officers, directors or their associates. These loans are subject to the Company's normal lending policy. An analysis of such loans, all of which are current as to principal and interest payments, is as follows:
(In thousands)
2009
Loans to officers, directors or their associates at
December 31, 2008
\$ 18,076
New loans
Repayments
$(1,344)$
Sold residential mortgages
Loans to officers, directors or their associates at
December 3I, 2009
\$ 16,438

## 6. Allowance for Loan Losses \& Unfunded Loan Commitments

The allowance for loan losses is based on estimates. Ultimate losses may vary from current estimates. These estimates are reviewed periodically and, as adjustments become known, they are reflected in operations in the periods in which they become known.

An analysis of the change in the allowance for loan losses for the years 2009 and 2008 is as follows:

| (In thousands) | $\mathbf{2 0 0 9}$ |  | $\mathbf{2 0 0 8}$ |  |
| :--- | ---: | ---: | ---: | ---: |
| Balance, beginning of year | $\$$ | $\mathbf{1 0 , 3 2 6}$ | $\$$ | 8,383 |
| Provision charged to expense | $\mathbf{8 , 0 0 0}$ |  | 4,500 |  |
| Charge-offs | $\mathbf{4 , 7 7 4}$ |  | 2,824 |  |
| Recoveries | $\mathbf{2 9 0}$ | 267 |  |  |
| Net charge-offs | $\mathbf{4 , 4 8 4}$ |  | 2,557 |  |
| Balance, end of year | $\$$ | $\mathbf{1 3 , 8 4 2}$ | $\$$ | $\mathbf{1 0 , 3 2 6}$ |

The Company maintains an allowance for unfunded loan commitments that is maintained at a level that management believes is adequate to absorb estimated probable losses. Adjustments to the allowance are made through other expense and applied to the allowance which is maintained in other liabilities. The commitment reserve was $\$ 76$ thousand
and \$105 thousand at December 31, 2009 and December 31, 2008, respectively.

## 7. Premises and Equipment

The detail of premises and equipment as of December 31, 2009 and 2008 is as follows:

| (In thousands) | $\mathbf{2 0 0 9}$ |  | $\mathbf{2 0 0 8}$ |
| :--- | ---: | ---: | ---: |
| Land and buildings | $\mathbf{1 0 , 4 9 7}$ | $\$$ | $\mathbf{1 0 , 3 7 0}$ |
| Furniture, fixtures and equipment | $\mathbf{6 , 4 8 8}$ |  | 6,233 |
| Leasehold improvements | $\mathbf{2 , 4 3 1}$ | 2,343 |  |
| Gross premises and equipment | $\mathbf{1 9 , 4 1 6}$ | 18,946 |  |
| Less: Accumulated depreciation | $\mathbf{( 7 , 6 4 3 )}$ | $(6,366)$ |  |
| Net premises and equipment | $\mathbf{\$}$ | $\mathbf{1 1 , 7 7 3}$ | $\$$ |

Amounts charged to noninterest expense for depreciation of premises and equipment amounted to $\$ 1.3$ million in 2009 and $\$ 1.2$ million in 2008.

The Company currently accounts for all of its leases as operating leases. In addition, the Company has one lease with a related party. The Company leases its Clinton, New Jersey headquarters from a partnership in which two Board members, Messrs. D. Dallas and R. Dallas are partners. Under the lease for the facility, the partnership received aggregate rental payments of $\$ 400$ thousand in 2009 and $\$ 553$ thousand in 2008. This lease was renegotiated in 2009 and the Company believes that rental payments reflect market rents and that the lease reflects terms that are comparable to those which could have been obtained in a lease with an unaffiliated third party. This lease has a five-year term, expiring at the end of 2013 . Beginning in 2010 , the annual base rent of $\$ 400$ thousand per annum is set to increase each year by the increase in the Consumer Price Index ("CPI") for the New York Metropolitan area (not to exceed 3 percent).

## 8. Other Assets

The detail of other assets as of December 31, 2009 and 2008 is as follows:

| (In thousands) | $\mathbf{2 0 0 9}$ |  | 2008 |  |
| :--- | ---: | ---: | ---: | ---: |
| Other real estate owned | $\$$ | $\mathbf{I , 5 3 0}$ | $\$$ | 710 |
| Prepaid expenses | 363 |  | 488 |  |
| Net receivable due from SBA | 354 |  | 290 |  |
| Taxes receivable | 268 |  | - |  |
| Other | $\mathbf{8 3 1}$ |  | 600 |  |
| Total other assets | $\$$ | $\mathbf{3 , 3 4 6}$ | $\$$ | 2,088 |

## 9. Deposits

The following schedules detail the maturity distribution of time deposits:

| (In thousands) | $\begin{array}{r} 3 \text { months } \\ \text { or less } \end{array}$ | More than 3 through 6 months |  | More th thro 12 mo |  |  | More than 12 months |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| At December 31, 2009 |  |  |  |  |  |  |  |  |  |  |
| \$100,000 or more | \$ 40,726 | \$ 17,523 |  | \$ 19, |  |  | \$ | 30,3 |  | \$ 108,382 |
| Less than \$100,000 | 42,896 | 17,257 |  | 44, |  |  |  | 79, |  | 183,377 |
| At December 31, 2008 |  |  |  |  |  |  |  |  |  |  |
| \$100,000 or more | \$ 46,482 | \$ 19,679 |  | \$ 36,382 |  |  | \$ | 38,288 |  | \$ 140,831 |
| Less than \$100,000 | 37,724 | 36,416 |  | 80,556 |  |  | 115,579 |  |  | 270,275 |
| (In thousands) | 2010 | 2011 | 2012 |  | 2013 |  |  | 2014 |  | Thereafter |
| Balance Maturing | \$ 182,287 | \$ 49,754 | \$ | 32,653 | \$ | 19,791 |  | \$ | 6,487 | \$ 787 |

## 10. Borrowed Funds and Subordinated Debentures

The following tables present the period-end and average balances of borrowed funds and subordinated debentures for the last two years with resultant rates, as well as expected maturities over the next five years:


## FHLB Borrowings

FHLB borrowings at December 3I, 2009 and 2008 consisted of four $\$ 10.0$ million advances and three $\$ 10.0$ million repurchase agreements. FHLB borrowings at December 3I, 2008 also included a $\$ 10.0$ million overnight line of credit advance. There was no overnight line of credit advance as of December 31, 2009. The terms of these transactions are as follows:

- The $\$ 10.0$ million FHLB overnight line of credit advance issued on December 3I, 2008, was at a rate of 0.44 percent and was repaid on January 2, 2009.
- The FHLB advance that was issued on December 19,2000 has a fixed rate of interest at 4.92 percent, matures on December 20, 2010 and is callable quarterly on the 19th of March, June, September and December.
- The FHLB advance that was issued on April 27, 2005 has a fixed rate of 3.70 percent, matures on April 27, 2015 and is callable on April 27, 2008 and quarterly thereafter on the 27th of July, October, January and April.
- The FHLB advance that was issued on November 2, 2006 has a fixed rate of 4.025 percent, matures on November 2, 2016 and is callable on November 2, 2007 and quarterly thereafter on the $2 n d$ of February, May, August and November.
- The FHLB advance that was issued on August IO, 2007 has a fixed rate of 4.234 percent, matures on August 10, 2017 and is callable on August 10, 2009 and quarterly thereafter on the 10 th of November, February, May and August.
- The FHLB repo-advance that was issued on December 15, 2006 has a fixed rate of 4.13 percent, matures on December 15, 2016 and is callable on December 15, 2008 and quarterly thereafter on the I5th of March, June, September and December.
- The FHLB repo-advance that was issued on April 5, 2007 has a fixed rate of 4.208 percent, matures on April 5, 2017 and is callable on April 5, 2009 and quarterly thereafter on the 5th of July, October, January and April.
- The FHLB repo-advance that was issued on December 20, 2007 has a fixed rate of 3.337 percent, matures on December 20, 2017 and is callable on December 20,2010 and quarterly thereafter on the 20th of March, June, September and December.

Due to the call provisions of these advances, the expected maturity could differ from the contractual maturity.

## Repurchase Agreements

A $\$ 10.0$ million repurchase agreement that was entered into in March 2004 and had a term of 5 years expired on March II, 2009. At December 3I, 2009, the Company was a party in the following Repurchase Agreement:

- A $\$ 15.0$ million repurchase agreement that was entered into in February 2008 has a term of 10 years expiring on February 28, 2018, and a rate of 3.67 percent. The borrowing may be called by the issuer on the repurchase date of May 29, 2008 and quarterly thereafter.


## Subordinated Debentures

At December 31, 2009, the Company was a party in the following subordinated debenture transactions:

- On July 24, 2006, Unity (NJ) Statutory Trust II, a statutory business trust and wholly-owned subsidiary of Unity Bancorp, Inc., issued \$10.0 million of floating rate capital trust pass through securities to investors due on July 24, 2036. The subordinated debentures are redeemable in whole or part, prior to maturity but after July $24,2011$. The floating interest rate on the subordinated debentures is the three-month LIBOR plus 159 basis points and reprices quarterly. The floating interest rate at December 3I, 2009 was 1.84 percent and 3.09 percent at December 3I, 2008.
- On December 19, 2006, Unity (NJ) Statutory Trust III, a statutory business trust and wholly-owned subsidiary of Unity Bancorp, Inc., issued $\$ 5.0$ million
of floating rate capital trust pass through securities to investors due on December 19, 2036. The subordinated debentures are redeemable in whole or part, prior to maturity but after December 19, 2011. The floating interest rate on the subordinated debentures is the three-month LIBOR plus 165 basis points and reprices quarterly. The floating interest rate at December 31, 2009 was 1.91 percent and 3.83 percent at December 3I, 2008.
- In connection with the formation of the statutory business trusts, the trusts also issued $\$ 465$ thousand of common equity securities to the Company, which together with the proceeds stated above were used to purchase the subordinated debentures, under the same terms and conditions.

The rates paid on subordinated debentures which are presented in the table on page 43 include the cost of the related interest rate swap agreements. These agreements provide for the Company to receive variable rate payments based on the three-month LIBOR index in exchange for making payments at a fixed rate. For additional information, see Note 12 "Derivative Instruments and Hedging Activities".

The Company has the ability to defer interest payments on the subordinated debentures for up to five years without being in default.

The capital securities in each of the above transactions have preference over the common securities with respect to liquidation and other distributions and qualify as Tier I capital. In accordance with FASB ASC Topic 810, "Consolidation," the Company does not consolidate the accounts and related activity of Unity (NJ) Statutory Trust II and Unity (NJ) Statutory Trust III. The additional capital from each of these transactions was used to bolster the Company's capital ratios and for general corporate purposes, including among other things, capital contributions to Unity Bank.

## 11. Commitments and Contingencies

## Facility Lease Obligations

The Company operates sixteen branches, nine branches under operating leases, including its headquarters, and seven branches are owned. In addition, the Company has a lease on one other location, which is subleased to a third party, with the third party paying rent in an amount equal to the Company's rental obligation under the lease agreement between the Company and the lessor. The leases' contractual expiration range is generally between the years 2010 and 2014. The following schedule summarizes the contractual rent payments for the future years.

| (In thousands) | Operating Lease <br> Rental | Rent from <br> Payments | Net Rent <br> Sublet Locations |  |
| :--- | ---: | ---: | ---: | ---: |
| 2010 | $\$ 1,085$ | $\$ 102$ | $\$ 983$ |  |
| 2011 | 1,018 |  | 77 | 941 |
| 2012 | 994 |  | - | 994 |
| 2013 | 1,002 |  | - | 1,002 |
| 2014 | 274 |  | - | 274 |
| Thereafter | 17 | - | 17 |  |

Rent expense totaled \$1.I million and \$1.2 million for 2009 and 2008, respectively.

The Company currently accounts for all of its leases as operating leases.

## Litigation

The Company may, in the ordinary course of business, become a party to litigation involving collection matters, contract claims and other legal proceedings relating to the conduct of its business. In the best judgment of management, based upon consultation with counsel, the consolidated financial position and results of operations of the Company will not be affected materially by the final outcome of any pending legal proceedings or other contingent liabilities and commitments.

## Commitments to Borrowers

Commitments to extend credit are legally binding loan commitments with set expiration dates. They are intended to be disbursed, subject to certain conditions, upon the request of the borrower. The Company was committed to advance approximately $\$ 76.2$ million to its borrowers as of December 31, 2009, compared to \$1 I .9 million at December 31, 2008. At December 3I, 2009, $\$ 32.7$ million of these commitments expire after one year, compared to $\$ 31.2$ million a year earlier. At December 31, 2009, the Company had $\$ 6.4$ million in standby letters of credit compared to $\$ 4.5$ million at December 3I, 2008. The estimated fair value of these guarantees is not significant. The Company believes it has the necessary liquidity to honor all commitments. Many of these commitments will expire and never be funded. In addition, at December 31, 2009, approximately 5 percent of these commitments are for SBA loans, which may be sold in the secondary market.

## 12. Derivative Instruments and Hedging Activities

## Derivative Financial Instruments

The Company has stand alone derivative financial instruments in the form of interest rate swap agreements, which derive their value from underlying interest rates. These transactions involve both credit and market risk. The notional amounts are amounts on which calculations, payments, and the value of the derivatives are based. Notional amounts do not represent direct credit exposures. Direct credit exposure is limited to the net difference between the calculated amounts to be received and paid, if any. Such difference, which represents the fair value of the derivative instruments, is reflected on the Company's balance sheet as other assets or other liabilities.

The Company is exposed to credit-related losses in the event of nonperformance by the counterparties to these agreements. The Company controls the credit risk of its financial contracts through credit approvals, limits and monitoring procedures, and does not expect any counterparties to fail their obligations. The Company deals only with primary dealers.

Derivative instruments are generally either negotiated over the counter ("OTC") contracts or standardized
contracts executed on a recognized exchange. Negotiated OTC derivative contracts are generally entered into between two counterparties that negotiate specific agreement terms, including the underlying instrument, amount, exercise prices and maturity.

## Risk Management Policies - Hedging Instruments

The primary focus of the Company's asset/liability management program is to monitor the sensitivity of the Company's net portfolio value and net income under varying interest rate scenarios to take steps to control its risks. On a quarterly basis, the Company evaluates the effectiveness of entering into any derivative agreement by measuring the cost of such an agreement in relation to the reduction in net portfolio value and net income volatility within an assumed range of interest rates.

## Interest Rate Risk Management - Cash Flow Hedging Instruments

The Company has long-term variable rate debt as a source of funds for use in the Company's lending and investment activities and for other general business purposes. These debt obligations expose the Company to variability in interest payments due to changes in interest rates. If interest rates increase, interest expense increases. Conversely, if interest rates decrease, interest expense decreases. Management believes it is prudent to limit the variability of a portion of its interest payments and, therefore, hedged a portion of its variable-rate interest payments. To meet this objective, management entered into interest rate swap agreements whereby the Company receives variable interest rate payments and makes fixed interest rate payments during the contract period.

At December 31, 2009 and 2008, the information pertaining to outstanding interest rate swap agreements used to hedge variable rate debt is as follows:
(In thousands, except percentages

|  | $\mathbf{2 0 0 9}$ | 2008 |  |
| :--- | :---: | :---: | :---: |
| and years) | $\mathbf{1 5 , 0 0 0}$ | \$ | $\mathbf{1 5 , 0 0 0}$ |
| Notional amount | $\mathbf{4 . 0 5} \%$ |  | $4.05 \%$ |
| Weighted average pay rate | $\mathbf{0 . 9 0} \%$ |  | $3.22 \%$ |
| Weighted average receive rate <br> (three-month LIBOR) | $\mathbf{1 . 9 0}$ |  | 2.90 |
| Weighted average maturity in years <br> Unrealized loss relating to <br> interest rate swaps | $\mathbf{\$}$ | $\mathbf{( 7 7 7 )}$ | $\$$ |

These agreements provided for the Company to receive payments at a variable rate determined by a specific index (three-month LIBOR) in exchange for making payments at a fixed rate.

At December 31, 2009, the net unrealized loss relating to interest rate swaps was recorded as a derivative liability. Changes in the fair value of interest rate swaps designated as hedging instruments of the variability of cash flows associated with long-term debt are reported in other comprehensive income. The net spread between the fixed rate of interest which is paid and the variable interest received is classified in interest expense as a yield adjustment in the same period in which the related interest on the long-term debt affects earnings.

## 13. Shareholders' Equity

Shareholders' equity increased $\$ 62$ thousand to $\$ 67.9$ million at December 31, 2009 due to $\$ 1.7$ million in net unrealized gains on the available for sale securities portfolio, $\$ 162$ thousand in net unrealized gains on cash flow hedge derivatives, and $\$ 275$ thousand from the issuance of common stock under employee benefit plans, partially offset by a $\$ 1.1$ million net loss and $\$ 1.0$ million in dividends accrued on preferred stock. The issuance of common stock under employee benefit plans includes nonqualified stock options and restricted stock expense related entries, employee option exercises and the tax benefit of options exercised.

On October 3, 2008, Congress passed the Emergency Economic Stabilization Act of 2008 ("EESA"), which provided the U.S. Secretary of the Treasury with broad authority to implement certain actions to help restore stability and liquidity to the U.S. markets. One of the programs resulting from the EESA was the Treasury's Capital Purchase Program ("CPP") which provided direct equity investment of perpetual preferred stock by the U.S. Treasury in qualified financial institutions. This program was voluntary and requires an institution to comply with several restrictions and provisions, including limits on executive compensation, stock redemptions, and declaration of dividends. The U.S. Treasury may unilaterally amend the terms of this agreement. The CPP provided for a minimum investment of I percent of riskweighted assets, with a maximum investment of the lesser of 3 percent of risk-weighted assets or $\$ 25.0$ billion. The perpetual preferred stock has a dividend rate of 5 percent per year until the fifth anniversary of the Treasury investment and a dividend of 9 percent thereafter. These dividends are payable quarterly to the U.S. Treasury. The preferred stock is callable at any time with Regulatory and Treasury approval, and ranks senior to the institution's common stock in the event of liquidation. The CPP also required the Treasury to receive warrants for common stock equal to 15 percent of the capital invested by the U. S. Treasury. The Company received an investment in perpetual preferred stock of $\$ 20.6$ million on December 5, 2008. These proceeds were allocated between the preferred stock and warrants based on relative fair value in accordance with FASB ASC Topic 740, "Debt." The allocation of proceeds resulted in a discount on the preferred stock that is being accreted over five years. The Company issued 764,778 common stock warrants to the U.S. Treasury and $\$ 2.6$ million of the proceeds were allocated to the warrants. The warrants are accounted for as equity securities and have a contractual life of ten years and an exercise price of $\$ 4.05$.

As part of the CPP, the Company's future ability to pay cash dividends is limited for so long as the Treasury holds the preferred stock. As so limited the Company may not increase its quarterly cash dividend above $\$ .05$ per share, the quarterly rate in effect at the time the CPP program was announced, without the prior approval of the Treasury. No dividends were paid in 2009 due to the Company's net loss. The Company declared two dividends in 2008 totaling $\$ 0.10$ per share.

On October 21, 2002, the Company authorized the repurchase of up 10 percent of its outstanding common stock. The amount and timing of purchases is dependent on a number of factors, including the price and availability of the Company's shares, general market conditions and competing alternate uses of funds. During 2009 and 2008, the Company did not repurchase any shares of its common stock. As of December 31, 2009, the Company had repurchased a total of 556 thousand shares, of which 131 thousand shares have been retired, leaving 153 thousand shares remaining to be purchased under the plan. In December 2008, the Company suspended its share repurchase program, as required by the U.S. Treasury's Capital Purchase Plan.

## 14. Other Income

The components of other income for the years ended December 3I, 2009 and 2008 are as follows:

| (In thousands) | $\mathbf{2 0 0 9}$ |  | 2008 |
| :--- | ---: | ---: | ---: |
| ATM/Check card fees | $\$$ | $\mathbf{2 0 3}$ | \$ | 243

## 15. Other Expenses

The components of other expenses for the years ended December 3I, 2009 and 2008 are as follows:

| (In thousands) | $\mathbf{2 0 0 9}$ | 2008 |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Travel, entertainment, training and recruiting | $\$$ | $\mathbf{6 1 8}$ | \$ | 603 |
| Director fees | $\mathbf{3 3 9}$ |  | 308 |  |
| Insurance | $\mathbf{3 1 2}$ | 359 |  |  |
| OREO expenses | $\mathbf{2 2 0}$ | 28 |  |  |
| Stationery and supplies | $\mathbf{2 0 9}$ | 230 |  |  |
| Other | $\mathbf{2 4 6}$ | $\mathbf{1 2 7}$ |  |  |
| Total other expenses | $\$ 1,944$ | $\$$ | 1,655 |  |

## 16. Income Taxes

The components of the provision (benefit) for income taxes are as follows:

| (In thousands) | 2009 | 2008 |
| :--- | :---: | ---: |
| Federal - current provision | $\$ 973$ | $\$ 2,004$ |
| Federal - deferred benefit | $(\mathbf{1 , 0 9 9 )}$ | $(884)$ |
| $\quad$ Total Federal provision (benefit) | $(126)$ | 1,120 |
| State - current provision (benefit) | 213 | $(126)$ |
| State - deferred benefit | $(985)$ | $(378)$ |
| Total State benefit | $(772)$ | $(504)$ |
| Total provision (benefit) for income taxes |  | $\$$ |

A reconciliation between the reported income tax provision (benefit) and the amount computed by multiplying income before taxes by the statutory Federal income tax rate is as follows:

| (In thousands) |  | 2009 |  | 2008 |
| :---: | :---: | :---: | :---: | :---: |
| Federal income tax provision (benefit) at statutory rate | \$ | (673) | \$ | 866 |
| Increases (decreases) resulting from: |  |  |  |  |
| Tax-exempt interest |  | (88) |  | (90) |
| Bank owned life insurance |  | (75) |  | (71) |
| Meals and entertainment |  | 15 |  | 19 |
| Other, net |  | (77) |  | (108) |
| Provision (benefit) for income taxes | \$ | (898) | \$ | 616 |
| Effective tax rate |  | 46.0 \% |  | 24.2 \% |

Deferred income taxes are provided for temporary differences between the financial reporting basis and the tax basis of the Company's assets and liabilities. The components of the net deferred tax asset at December 31, 2009 and 2008 are as follows:

| (In thousands) |  | 2009 |  | 2008 |
| :---: | :---: | :---: | :---: | :---: |
| Deferred tax assets: |  |  |  |  |
| Allowance for loan losses | \$ | 5,438 | \$ | 4,056 |
| Lost interest on nonaccrual loans |  | 1,102 |  | 508 |
| Reserve for impaired securities |  | 730 |  | 637 |
| State net operating loss |  | 450 |  | 77 |
| Net unrealized cash flow hedge losses |  | 311 |  | 385 |
| Stock-based compensation |  | 242 |  | 202 |
| Deferred compensation |  | 126 |  | 114 |
| Depreciation |  | 65 |  |  |
| Deferred servicing fee income |  | 60 |  | 87 |
| Net unrealized security losses |  | 14 |  | 370 |
| Other |  | 42 |  | 30 |
| Gross deferred tax assets |  | 8,580 |  | 6,466 |
| Valuation reserve |  | (450) |  |  |
| Net deferred tax assets |  | 8,130 |  | 6,466 |
| Deferred tax liabilities: |  |  |  |  |
| Deferred loan costs |  | 467 |  | 517 |
| Bond accretion |  | 188 |  | 84 |
| Goodwill |  | 165 |  | 124 |
| Depreciation |  | - |  | 81 |
| Other |  | 2 |  | 4 |
| Total deferred tax liabilities |  | 822 |  | 810 |
| Net deferred tax asset | \$ | 7,308 | \$ | 5,656 |

The Company computes deferred income taxes under the asset and liability method. Deferred income taxes are recognized for tax consequences of "temporary differences" by applying enacted statutory tax rates to differences between the financial reporting and the tax basis of existing assets and liabilities. A deferred tax liability is recognized for
all temporary differences that will result in future taxable income. A deferred tax asset is recognized for all temporary differences that will result in future tax deductions subject to reduction of the asset by a valuation allowance.

During 2009, the Company established a $\$ 450$ thousand valuation allowance for deferred tax assets related to its state net operating loss carry-forward deferred tax asset. The Company's state net operating loss carry-forwards totaled approximately $\$ 7.6$ million at December 31, 2009 and expire between 2014 and 2029.

Included as a component of deferred tax assets is an income tax expense (benefit) related to unrealized losses on securities available for sale and cash flow hedges. The after tax component of the unrealized gain (loss) on securities available for sale of $\$ 5$ thousand and $\$(1.7)$ million in 2009 and 2008, respectively is included in other comprehensive income in shareholders' equity. In addition other comprehensive income includes \$(466) thousand and \$(628) thousand related to cash flow hedges at December 31, 2009 and 2008, respectively.

The Company follows FASB ASC Topic 740, "Income Taxes," which prescribes a threshold for the financial statement recognition of income taxes and provides criteria for the measurement of tax positions taken or expected to be taken in a tax return. ASC 740 also includes guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition of income taxes. The Company did not recognize or accrue any interest or penalties related to income taxes during the years ended December 3I, 2009 and 2008. The Company does not have an accrual for uncertain tax positions as of December 31, 2009 or 2008, as deductions taken and benefits accrued are based on widely understood administrative practices and procedures and are based on clear and unambiguous tax law. Tax returns for all years 2006 and thereafter are subject to future examination by tax authorities.

## 17. Net Income per Share

Basic net income (loss) per common share is calculated as net income available (loss attributable) to common shareholders divided by the weighted average common shares outstanding during the reporting period. Net income available (loss attributable) to common shareholders is calculated as net income (loss) less accrued dividends and discount accretion related to preferred stock.

Diluted net income (loss) per common share is computed similarly to that of basic net income (loss) per common share, except that the denominator is increased to include the number of additional common shares that would have been outstanding if all potentially dilutive common shares, principally stock options, were issued during the reporting period utilizing the Treasury stock method. However, when a net loss rather than net income is recognized, diluted earnings per share equals basic earnings per share.

The following is a reconciliation of the calculation of basic and dilutive income per share. All share amounts for 2008 have been adjusted for the 5 percent stock distribution paid that year.

| (In thousands, except p | 2009 |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income (loss) | \$ | $(1,08 \mathrm{I})$ | \$ | 1,930 |
| Less: Preferred stock dividends and discount accretion |  | 1,496 |  | 110 |
| Income available (loss attributable) to common shareholders | \$ | $(2,577)$ | \$ | 1,820 |
| Weighted average common shares outstanding (basic) |  | 7,121 |  | 7,097 |
| Plus: Potential dilutive common stock |  | - |  | 170 |
| Weighted average common shares outstanding (diluted) |  | 7,121 |  | 7,267 |

Net income (loss) per common share -

| Basic | \$ | $\mathbf{( 0 . 3 6 )}$ | $\$$ | 0.26 |
| :--- | :--- | :--- | :--- | :--- |
| Diluted |  | $\mathbf{( 0 . 3 6 )}$ | 0.25 |  |

Stock options and common stock excluded from the income per share computation as their effect would

1,403 389 have been anti-dilutive

The number of anti-dilutive stock options and common stock warrants for 2009 and 2008 include the issuance of 764,778 common stock warrants to the U.S. Department of Treasury under the Capital Purchase Program in December 2008.

## 18. Regulatory Capital

A significant measure of the strength of a financial institution is its capital base. Federal regulators have classified and defined capital into the following components: (I) tier I capital, which includes tangible shareholders'
equity for common stock, qualifying preferred stock and certain qualifying hybrid instruments, and (2) tier 2 capital, which includes a portion of the allowance for loan losses, subject to limitations, certain qualifying long-term debt, preferred stock and hybrid instruments, which do not qualify for tier I capital. The parent company and its subsidiary bank are subject to various regulatory capital requirements administered by banking regulators. Quantitative measures of capital adequacy include the leverage ratio (tier I capital as a percentage of tangible assets), tier I risk-based capital ratio (tier I capital as a percent of risk-weighted assets) and total risk-based capital ratio (total risk-based capital as a percent of total risk-weighted assets).

Minimum capital levels are regulated by risk-based capital adequacy guidelines, which require the Company and the bank to maintain certain capital as a percentage of assets and certain off-balance sheet items adjusted for predefined credit risk factors (risk-weighted assets). Failure to meet minimum capital requirements can initiate certain mandatory and possibly discretionary actions by regulators that, if undertaken, could have a direct material effect on the Company's financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and the Bank must meet specific capital guidelines. However, prompt corrective action provisions are not applicable to bank holding companies. At a minimum, tier I capital as a percentage of risk-weighted assets of 4 percent and combined tier I and tier 2 capital as a percentage of risk-weighted assets of 8 percent must be maintained. In addition to the risk-based guidelines, regulators require that a bank, which meets the regulator's highest performance and operation standards, maintain a minimum leverage ratio of 3 percent. For those banks with higher levels of risk or that are experiencing or anticipating significant growth, the minimum leverage ratio will be proportionately increased.

The Company's capital amounts and ratios for the last two years are presented in the following table.

| (In thousands) | Actual |  | For Capital Adequacy Purposes |  | To Be Well-Capitalized Under Prompt Corrective Action Provisions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| As of December 31, 2009 |  |  |  |  |  |  |
| Leverage ratio | \$81,824 | 8.83\% | $\geq$ \$ 37,058 | 4.00\% | $\geq$ \$ 46,323 | N/A |
| Tier I risk-based capital ratio | 81,824 | 11.75 | 27,852 | 4.00 | 41,778 | N/A |
| Total risk-based capital ratio | 90,592 | 13.01 | 55,704 | 8.00 | 69,630 | N/A |
| As of December 31, 2008 |  |  |  |  |  |  |
| Leverage ratio | \$ 83,671 | 9.54\% | $\geq$ \$ 35,071 | 4.00\% | $\geq$ \$ 43,839 | N/A |
| Tier I risk-based capital ratio | 83,671 | 12.02 | 27,846 | 4.00 | 41,769 | N/A |
| Total risk-based capital ratio | 92,394 | 13.27 | 55,692 | 8.00 | 69,616 | N/A |

The Bank's capital amounts and ratios for the last two years are presented in the following table.

| (In thousands) | Actual |  | For Capital Adequacy Purposes |  | Under Prompt Corrective Action Provisions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| As of December 31, 2009 |  |  |  |  |  |  |
| Leverage ratio | \$ 68,299 | 7.38\% | $\geq$ \$ 37,020 | 4.00\% | $\geq$ \$ 46,275 | 5.00\% |
| Tier I risk-based capital ratio | 68,299 | 9.82 | 27,815 | 4.00 | 41,722 | 6.00 |
| Total risk-based capital ratio | 85,555 | 12.30 | 55,630 | 8.00 | 69,537 | 10.00 |
| As of December 31, 2008 |  |  |  |  |  |  |
| Leverage ratio | \$ 69,049 | 7.88\% | $\geq$ \$ 35,043 | 4.00\% | $\geq$ \$ 43,804 | 5.00\% |
| Tier I risk-based capital ratio | 69,049 | 9.93 | 27,806 | 4.00 | 41,709 | 6.00 |
| Total risk-based capital ratio | 86,259 | 12.41 | 55,612 | 8.00 | 69,514 | 10.00 |

## 19. Employee Benefit Plans

The Bank has a $401(k)$ savings plan covering substantially all employees. Under the Plan, an employee can contribute up to 80 percent of their salary on a tax deferred basis. The Bank may also make discretionary contributions to the Plan. The Bank contributed \$192 thousand and \$195 thousand to the Plan in 2009 and 2008, respectively. The Bank does not currently provide any other post retirement or post employment benefits to its employees other than the $40 \mathrm{l}(\mathrm{k})$ plan.

The Company has incentive and nonqualified option plans, which allow for the grant of options to officers, employees and members of the Board of Directors. In addition, restricted stock is issued under the stock bonus program to reward employees and directors and to retain them by distributing stock over a period of time.

In the following paragraphs, share amounts have been adjusted for the 5 percent stock distribution paid in 2008.

## Stock Option Plans

Grants under the Company's incentive and nonqualified option plans generally vest over 3 years and must be exercised within 10 years of the date of grant. The exercise price of each option is the market price on the date of grant. As of December 3I, 2009, I,520,529 shares have been reserved for issuance upon the exercise of options, 886,286
option grants are outstanding, 575,532 option grants have been exercised, forfeited or expired, leaving 58,7II shares available for grant.

The Company granted 59,250 and 149,263 options in 2009 and 2008, respectively. The fair value of the options granted during each period was estimated on the date of grant using the Black-Scholes option-pricing model with the following weighted average assumptions:

|  | $\mathbf{2 0 0 9}$ | 2008 |  |
| :--- | ---: | :---: | :---: |
| Number of options granted | $\mathbf{5 9 , 2 5 0}$ | 149,263 |  |
| Weighted average exercise price | $\$$ | $\mathbf{3 . 9 8}$ | \$ |
| Weighted average fair value of options | $\$$ | $\mathbf{1 . 8 6}$ | \$ |
| Expected life (years) | $\mathbf{4 . 2 6}$ | 4.43 |  |
| Expected volatility | $\mathbf{5 7 . 3 7} \%$ | $44.74 \%$ |  |
| Risk-free interest rate | $\mathbf{1 . 7 3} \%$ | $1.63 \%$ |  |
| Dividend yield | $\mathbf{0 . 0 0} \%$ | $\mathbf{2 . 5 5 \%}$ |  |

The expected life of the options was estimated based on historical employee behavior and represents the period of time that options granted are expected to be outstanding. Expected volatility of the Company's stock price was based on the historical volatility over the period commensurate with the expected life of the options. The risk-free interest rate is the U.S.Treasury rate commensurate with the expected life of the options on the date of grant. The expected dividend yield
is the projected annual yield based on the grant date stock price.

FASB ASC Topic 718,"Compensation - Stock
Compensation," requires an entity to recognize the fair value of equity awards as compensation expense over the period during which an employee is required to provide service in exchange for such an award (vesting period). Compensation
expense related to stock options totaled $\$ 156$ thousand and $\$ 150$ thousand in 2009 and 2008, respectively. The related income tax benefit was approximately $\$ 58$ thousand and $\$ 65$ thousand in 2009 and 2008, respectively.

Transactions under the Company's stock option plans for the last two years are summarized in the following table:

|  | Shares |  | ghted erage <br> Price | Weighted Average Remaining Contractual Life (in years) | Aggregate Intrinsic $\qquad$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Outstanding at December 31, 2007 | 764,938 | \$ | 6.28 | 5.2 | \$ 1,981,902 |
| Options granted | 149,263 |  | 5.07 |  |  |
| Options exercised | (536) |  | 5.04 |  |  |
| Options forfeited | $(10,236)$ |  | 10.08 |  |  |
| Options expired | $(32,007)$ |  | 8.49 |  |  |
| Outstanding at December 31, 2008 | 871,422 | \$ | 5.94 | 5.0 | \$ 252,815 |
| Options granted | 59,250 |  | 3.98 |  |  |
| Options exercised | $(3,261)$ |  | 2.70 |  |  |
| Options forfeited | $(1,267)$ |  | 5.38 |  |  |
| Options expired | $(39,858)$ |  | 7.91 |  |  |
| Outstanding at December 31, 2009 | 886,286 | \$ | 5.73 | 4.6 | \$ 293,911 |
| Exercisable at December 31, 2009 | 696,460 | \$ | 5.76 | 3.4 | \$ 280,981 |

As of December 31, 2009, unrecognized compensation costs related to nonvested share-based compensation arrangements granted under the Company's stock option plans totaled approximately $\$ 254$ thousand. That cost is expected to be recognized over a weighted average period of 2.2 years.

The following table summarizes information about stock options outstanding at December 31, 2009:

| Range of | Options Outstanding |  |  | Options Exercisable |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shares Outstanding | Weighted Average Remaining Contractual Life (in years) | Weighted Average Exercise Price | Shares <br> Exercisable | Weighted Average Exercise Price |
| \$ 0.00 - 4.00 | 415,714 | 3.9 | \$ 3.31 | 308,467 | \$ 3.11 |
| 4.01-8.00 | 257,897 | 5.2 | 5.71 | 194,985 | 5.48 |
| 8.01-12.00 | 134,535 | 4.1 | 9.18 | 134,351 | 9.18 |
| 12.01-16.00 | 78,140 | 6.9 | 12.76 | 58,657 | 12.80 |
| Total | 886,286 | 4.6 | \$ 5.73 | 696,460 | \$ 5.76 |

The following table presents information about options exercised:

|  | $\mathbf{2 0 0 9}$ | 2008 |
| :--- | ---: | ---: |
| Number of options exercised | $\mathbf{3 , 2 6 1}$ | 536 |
| Total intrinsic value of options exercised | $\$ 4,659$ | $\$ 1,094$ |
| Cash received from options exercised | $\mathbf{8 , 8 1 4}$ | 2,703 |
| Tax deduction realized from options exercised | $\mathbf{1 , 8 6 1}$ | 438 |

Upon exercise, the Company issues shares from its authorized but unissued, common stock to satisfy the options.

## Restricted Stock Awards

Restricted stock awards granted to date vest over a period of 4 years and are recognized as compensation to the
recipient over the vesting period. The awards are recorded at fair market value and amortized into salary expense on a straight line basis over the vesting period.

Restricted stock awards granted during the past two years include:

| GrantYear | Shares | Average Grant Date Fair Value |
| :--- | ---: | ---: |
| $\mathbf{2 0 0 9}$ | $\mathbf{2 1 , 7 0 0}$ | $\$ 3.98$ |
| 2008 | 22,600 | $\$ 6.28$ |

Compensation expense related to the restricted stock awards totaled \$154 thousand in 2009 and \$198 thousand in 2008. As of December 31, 2009, there was approximately $\$ 222$ thousand of unrecognized compensation cost related to nonvested restricted stock awards granted under the Company's stock incentive plans. That cost is expected to be recognized over a weighted average period of 2.7 years.

As of December 31, 2009, 12 I,55I shares of restricted stock were reserved for issuance, of which 24,853 shares are available for grant.

The following table summarizes nonvested restricted stock activity for the twelve months ended December 31, 2009:

|  | Shares | Average Grant <br> Date Fair Value |
| :--- | ---: | ---: |
| Nonvested restricted stock at | 50,424 | $\$ 9.76$ |
| December 31, 2008 | 21,700 | 3.98 |
| $\quad$ Granted | $(17,543)$ | 10.47 |
| $\quad$ Vested | - | - |
| $\quad$ Forfeited |  |  |
| Nonvested restricted stock at |  |  |
| $\quad$ December 31, 2009 | 54,581 | $\$ 7.23$ |

## 20. Fair Value of Financial Instruments

## Fair Value Measurement

The Company follows FASB ASC Topic 820, "Fair Value Measurement and Disclosures," which requires additional disclosures about the Company's assets and liabilities that are measured at fair value. Fair value is the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. In determining fair value, the Company uses various methods including market, income and cost approaches. Based on these approaches, the Company often utilizes certain assumptions that market participants would use in pricing the asset or liability, including assumptions about risk and or the risks inherent in the inputs to the valuation technique. These inputs can be readily observable, market corroborated, or generally unobservable inputs. The Company utilizes techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Based on the observability of the inputs used in valuation techniques the Company is required to provide the following information according to the fair value hierarchy. The fair value hierarchy ranks the quality and reliability of the information used to determine fair values. Financial assets and liabilities carried at fair value will be classified and disclosed as follows:

## Level I Inputs

- Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities.
- Generally, this includes debt and equity securities and derivative contracts that are traded in an active exchange market (i.e. New York Stock Exchange), as well as certain U.S. Treasury, U.S. Government and agency mortgage-backed securities that are highly liquid and are actively traded in over-thecounter markets.

Level 2 Inputs

- Quoted prices for similar assets or liabilities in active markets.
- Quoted prices for identical or similar assets or liabilities in inactive markets.
- Inputs other than quoted prices that are observable, either directly or indirectly, for the term of the asset or liability (i.e., interest rates, yield curves, credit risks, prepayment speeds or volatilities) or "market corroborated inputs."
- Generally, this includes U.S. Government and agency mortgage-backed securities, corporate debt securities, derivative contracts and loans held for sale.


## Level 3 Inputs

- Prices or valuation techniques that require inputs that are both unobservable (i.e. supported by little or no market activity) and that are significant to the fair value of the assets or liabilities.
- These assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation.


## Fair Value on a Recurring Basis

The following is a description of the valuation methodologies used for instruments measured at fair value:

## Securities Available for Sale

The fair value of available for sale securities is the market value based on quoted market prices, when available, or market prices provided by recognized broker dealers (Level I). If listed prices or quotes are not available, fair value is based upon quoted market prices for similar or identical assets or other observable inputs (Level 2) or externally developed models that use unobservable inputs due to limited or no market activity of the instrument (Level 3).

## SBA Servicing Assets

SBA servicing assets do not trade in an active, open market with readily observable prices. The Company estimates the fair value of SBA servicing assets using discounted cash flow models incorporating numerous assumptions from the perspective of a market participant including market discount rates and prepayment speeds. The fair value of SBA servicing assets as of December 31, 2009 was determined using a discount rate of 15 percent, constant prepayment rates of 15 to 18 , and interest strip multiples ranging from 2.08 to 3.80 , depending on each individual credit. Due to the nature of the valuation inputs, SBA servicing assets are classified as Level 3 assets.

Interest Rate Swap Agreements
Based on the complex nature of interest rate swap agreements, the markets these instruments trade in are not as efficient and are less liquid than that of Level I markets. These markets do, however, have comparable, observable inputs in which an alternative pricing source
values these assets or liabilities in order to arrive at a fair value. The fair values of our interest swaps are measured based on the difference between the yield on the existing swaps and the yield on current swaps in the market (i.e. The Yield Book); consequently, they are classified as Level 2 instruments.

There were no changes in the inputs or methodologies used to determine fair value during the year ended December 31, 2009 as compared to the year ended December 3I, 2008. The tables below present the balances of assets and liabilities measured at fair value on a recurring basis as of December 3I, 2009 and December 3I, 2008.


| (In thousands) | As of December 31, 2008 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level I |  | Level 2 |  | Level 3 |  | Total |
| Financial Assets: |  |  |  |  |  |  |  |
| Securities available for sale: |  |  |  |  |  |  |  |
| U.S. government sponsored entities | - | \$ | 4,156 | \$ | - | \$ | 4,156 |
| State and political subdivisions | - |  | 2,718 |  | - |  | 2,718 |
| Residential mortgage-backed securities | 38,899 |  | 70,680 |  | - |  | 109,579 |
| Commercial mortgage-backed securities | - |  | - |  | - |  | - |
| Trust preferred securities | - |  | 318 |  | - |  | 318 |
| Other equities | 16 |  | 561 |  | - |  | 577 |
| Total securities available for sale | 38,915 |  | 78,433 |  | - |  | 117,348 |
| SBA servicing assets | - |  | - |  | 1,503 |  | 1,503 |
| Financial Liabilities: |  |  |  |  |  |  |  |
| Interest rate swap agreements | - |  | 1,013 |  | - |  | 1,013 |

The changes in Level 3 assets and liabilities measured at fair value on a recurring basis as of December 31, 2009 and December 31, 2008 are summarized as follows:

| (In thousands) | As of December 31, 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | SecuritiesAvailable for Sale |  | SBA Servicing Assets |  |
|  |  |  |  |  |
| Beginning balance January I, 2009 | \$ | - |  | 1,503 |
| Total net gains (losses) included in: |  |  |  |  |
| Net income |  |  |  | - |
| Other comprehensive income |  |  |  | - |
| Purchases, sales, issuances and settlements, net |  | - |  | (606) |
| Transfers in and/or out of Level 3 |  |  |  | - |
| Ending balance December 31, 2009 | \$ | - |  | \$ 897 |


|  | As of December 3I, 2008 |  |
| :--- | ---: | ---: |
| (In thousands) | Securities <br> Available for Sale | SBA Servicing Assets |
| Beginning balance January I, 2008 | 2,7II | 2,056 |
| Total net gains (losses) included in: |  |  |
| Net income | - | - |
| Other comprehensive income | $(851)$ | - |
| Purchases, sales, issuances and settlements, net | - | $(553)$ |
| Transfers in and/or out of Level 3 | $(1,860)$ | - |
| Ending balance December 3I, 2008 | $\$$ | - |

There were no gains or losses (realized or unrealized) included in earnings for assets and liabilities held at December 31, 2009 or December 3I, 2008.

## Fair Value on a Nonrecurring Basis

Certain assets and liabilities are not measured at fair value on an ongoing basis but are subject to fair value adjustments in certain circumstances (for example, when there is evidence of impairment). The following tables present the assets and liabilities carried on the balance sheet by caption and by level within the hierarchy (as described above) as of December 31, 2009 and December 3I, 2008:

As of December 31, 2009

| (In thousands) | Level I |  | Level 2 |  | Level 3 |  | Total | Total fair value loss during year ended December 3I, 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Assets: |  |  |  |  |  |  |  |  |
| SBA loans held for sale | \$ | \$ | 22,407 | \$ | - | \$ | 22,407 | \$ |
| Other real estate owned ("OREO") | - |  | - |  | 1,530 |  | 1,530 | 150 |
| Impaired loans | - |  | - |  | 21,713 |  | 21,713 | 1,507 |

As of December 3I, 2008
Total fair value loss during year ended

| (In thousands) | Level 1 | Level 2 | Level 3 |  | Total | December 3I, 2008 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Financial Assets: |  |  |  |  |  |  |  |  |
| SBA loans held for sale | $\$$ | - | $\$$ | 22,733 | $\$$ | - | $\$$ | 22,733 |
| Impaired loans |  | - | - |  | 13,118 | 13,118 | $\$$ |  |

## SBA Loans Held for Sale

The fair value of SBA loans held for sale was determined using a market approach that includes significant other observable inputs (Level 2 Inputs). The Level 2 fair values were estimated using quoted prices for similar assets in active markets.

OREO
The fair value was determined using appraisals, which may be discounted based on management's review and changes in market conditions (Level 3 Inputs).

## Impaired Loans

The fair value of impaired collateral dependent loans is derived in accordance with FASB ASC Topic 310,
"Receivables." Fair value is determined based on the loan's observable market price or the fair value of the collateral if the loan is collateral dependent. The valuation allowance for impaired loans is included in the allowance for loan losses in the consolidated balance sheets.

During the twelve months ended December 31, 2009, the valuation allowance for impaired loans increased \$1.5
million from \$957 thousand at December 3I, 2008 to $\$ 2.5$ million at December 31, 2009. During the twelve months ended December 3I, 2008, the valuation allowance for impaired loans increased $\$ 585$ thousand from $\$ 372$ thousand at December 31, 2007.

## Fair Value of Financial Instruments

FASB ASC Topic 825, "Financial Instruments," requires the disclosure of the estimated fair value of certain financial instruments, including those financial instruments for which the Company did not elect the fair value option. These estimated fair values as of December 3I, 2009 and December 31, 2008 have been determined using available market information and appropriate valuation methodologies. Considerable judgment is required to interpret market data to develop estimates of fair value. The estimates presented are not necessarily indicative of amounts the Company could realize in a current market exchange. The use of alternative market assumptions and estimation methodologies could have had a material effect on these estimates of fair value. The methodology for estimating the fair value of financial assets and liabilities that are measured on a recurring or
nonrecurring basis are discussed above. The following methods and assumptions were used to estimate the fair value of other financial instruments for which it is practicable to estimate that value:

## Cash and Cash Equivalents

For these short-term instruments, the carrying value is a reasonable estimate of fair value.

## Securities

The fair value of securities is determined in the manner previously discussed above.

## Loans

The fair value of loans is estimated by discounting the future cash flows using current market rates that reflect the interest rate risk inherent in the loan, except for previously discussed impaired loans.

## Federal Home Loan Bank Stock

Federal Home Loan Bank stock is carried at cost.

## Deposit Liabilities

The fair value of demand deposits and savings accounts is the amount payable on demand at the reporting date. The fair value of fixed-maturity certificates of deposit is estimated by discounting the future cash flows using current market rates.

## Borrowed Funds \& Subordinated Debentures

The fair value of borrowings is estimated by discounting the projected future cash flows using current market rates.

## Accrued Interest

The carrying amounts of accrued interest approximate fair value.

## Standby Letters of Credit

At December 31, 2009, the Bank had standby letters of credit outstanding of $\$ 6.4$ million, as compared to $\$ 4.5$ million at December 3I, 2008. The fair value of these commitments is nominal.

The table below presents the estimated fair values of the Company's financial instruments as of December 31, 2009 and 2008:

| (In thousands) | 2009 |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Carrying Amount | Estimated <br> Fair Value | Carrying <br> Amount | Estimated <br> Fair Value |
| Financial assets: |  |  |  |  |
| Cash and cash equivalents | \$ 73,635 | \$ 73,635 | \$ 34,431 | \$ 34,431 |
| Securities available for sale | 140,770 | 140,770 | 117,348 | 117,348 |
| Securities held to maturity | 28,252 | 28,406 | 32,161 | 30,088 |
| Loans, net of allowance for possible loan losses | 643,174 | 640,246 | 675,620 | 696,966 |
| Federal Home Loan Bank stock | 4,677 | 4,677 | 4,857 | 4,857 |
| SBA servicing assets | 897 | 897 | 1,503 | 1,503 |
| Accrued interest receivable | 4,225 | 4,225 | 4,712 | 4,712 |
| Financial liabilities: |  |  |  |  |
| Deposits | 758,239 | 739,909 | 707,117 | 706,475 |
| Borrowed funds and subordinated debentures | 100,465 | 113,227 | 120,465 | 130,217 |
| Accrued interest payable | 710 | 710 | 805 | 805 |
| Interest rate swap agreements | 777 | 777 | 1,013 | 1,013 |

21. Condensed Financial Statements of Unity Bancorp, Inc. (Parent Company Only)

| Balance Sheets <br> (In thousands) | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  |
| Assets: |  |  |  |  |
| Cash | \$ | 5,077 | \$ | 6,094 |
| Securities available for sale |  | 90 |  | 94 |
| Capital note due from Bank |  | 8,500 |  | 8,500 |
| Investment in subsidiaries |  | 69,806 |  | 68,810 |
| Other assets |  | 783 |  | 862 |
| Total Assets | \$ | 84,256 | \$ | 84,360 |
| Liabilities \& Shareholders' Equity: |  |  |  |  |
| Other liabilities | \$ | 926 | \$ | 1,092 |
| Other borrowings |  | 15,465 |  | 15,465 |
| Shareholders' equity |  | 67,865 |  | 67,803 |
| Total Liabilities \& Shareholders' Equity | \$ | 84,256 | \$ | 84,360 |
| Statements of Operations <br> (In thousands) | December 31, |  |  |  |
|  |  | 2009 |  | 2008 |
| Interest income | \$ | 745 | \$ | 764 |
| Interest expense |  | 858 |  | 867 |
| Net interest expense |  | (113) |  | (103) |
| Net security gains (losses) |  | 2 |  | (66) |
| Other expenses |  | 19 |  | 40 |
| Loss before income tax benefit and equity in undistributed net income (loss) of subsidiary |  | (130) |  | (209) |
| Income tax benefit | \$ | (43) | \$ | (68) |
| Loss before equity in undistributed net income (loss) of subsidiary |  | (87) |  | 141 |
| Equity in undistributed net income (loss) of subsidiary |  | (994) |  | 2,071 |
| Net income (loss) | \$ | $(1,081)$ | \$ | 1,930 |


| Statements of Cash Flows <br> (In thousands) | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  |  | 2008 |
| Operating Activities: |  |  |  |  |
| Net income (loss) | \$ | $(1,081)$ | \$ | 1,930 |
| Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities: |  |  |  |  |
| Equity in undistributed net (income) loss of subsidiary |  | 994 |  | $(2,071)$ |
| Losses (gains) on sales of securities available for sale |  | (2) |  | 66 |
| Increase in other liabilities |  | 21 |  | 98 |
| Net cash provided by (used in) operating activities |  | (68) |  | 23 |
| Investing Activities: |  |  |  |  |
| Sales and maturities of securities available for sale |  | 17 |  | 13 |
| Dividend from Bank |  | - |  | 725 |
| Net cash provided by investing activities |  | 17 |  | 738 |
| Financing Activities: |  |  |  |  |
| Proceeds from issuance of preferred stock |  | - |  | 18,032 |
| Capital issued to Bank |  | - |  | $(15,000)$ |
| Warrants issued to U.S. Treasury |  | - |  | 2,617 |
| Proceeds from issuance of common stock, net |  | 9 |  | 260 |
| Cash dividends on common stock |  | - |  | $(1,009)$ |
| Cash dividends on preferred stock |  | (975) |  | - |
| Net cash provided by (used in) financing activities |  | (966) |  | 4,900 |
| Net increase (decrease) in cash and cash equivalents |  | $(1,017)$ |  | 5,661 |
| Cash, beginning of year |  | 6,094 |  | 433 |
| Cash, end of year | \$ | 5,077 | \$ | 6,094 |
| Supplemental disclosures: Interest paid | \$ | 860 | \$ | 869 |

## 22. Other Comprehensive Income (Loss)

| (In thousands) | Pre-tax |  |  | Tax | After-tax |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net unrealized security gains (losses): |  |  |  |  |  |  |
| Balance at December 31, 2007 |  |  |  |  | \$ | (476) |
| Unrealized holding loss on securities arising during the period | \$ | $(3,248)$ | \$ | (720) |  | $(2,528)$ |
| Less: Reclassification adjustment for losses included in net income |  | (378) |  | (127) |  | (251) |
| Less: Reclassification adjustment for OTTI charges included in net income |  | $(1,540)$ |  | (515) |  | $(1,025)$ |
| Net unrealized loss on securities arising during the period |  | $(1,330)$ |  | (78) |  | $(1,252)$ |
| Balance at December 31, 2008 |  |  |  |  |  | $(1,728)$ |
| Unrealized holding gain on securities arising during the period |  | 1,82 I |  | 266 |  | 1,555 |
| Less: Reclassification adjustment for gains included in net income |  | 855 |  | 286 |  | 569 |
| Less: Reclassification adjustment for OTTI charges included in net income |  | $(1,123)$ |  | (376) |  | (747) |
| Net unrealized gain on securities arising during the period |  | 2,089 |  | 356 |  | 1,733 |
| Balance at December 31, 2009 |  |  |  |  | \$ | 5 |
| Net unrealized losses on cash flow hedges: |  |  |  |  |  |  |
| Balance at December 31, 2007 |  |  |  |  | \$ | (14) |
| Unrealized holding loss on cash flow hedges arising during the period | \$ | (991) | \$ | (377) |  | (614) |
| Balance at December 31, 2008 |  |  |  |  |  | (628) |
| Unrealized holding gain on cash flow hedges arising during the period |  | 236 |  | 74 |  | 162 |
| Balance at December 31, 2009 |  |  |  |  |  | (466) |
| Total Accumulated Other Comprehensive Loss at December 3I, 2009 |  |  |  |  | \$ | (461) |

Two securities with a market value of $\$ 1.9$ million were transferred from the available for sale category to held to maturity during the third quarter of 2008, consistent with the Company's intent and ability to hold these securities until maturity.
Unrealized losses at the date of transfer amounted to $\$ 1 . I$ million and were included in accumulated other comprehensive income as of December 31, 2008. During 2009, other-than-temporary impairment charges were taken on these same two securities; therefore reversing the unrealized losses recorded in 2008 from other comprehensive income, as they were now realized losses.

## 23. Quarterly Financial Information (Unaudited)

The following quarterly financial information for the years ended December 31, 2009 and 2008 is unaudited. However, in the opinion of management, all adjustments, which include normal recurring adjustments necessary to present fairly the results of operations for the periods, are reflected.
(In thousands, except per share data)

| 2009 | March 31 |  | June 30 |  | September 30 |  | December 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total interest income | \$ | 12,590 | \$ | 12,531 | \$ | 12,185 | \$ | 12,104 |
| Total interest expense |  | 5,816 |  | 5,673 |  | 5,327 |  | 4,766 |
| Net interest income |  | 6,774 |  | 6,858 |  | 6,858 |  | 7,338 |
| Provision for loan losses |  | 1,500 |  | 1,500 |  | 3,000 |  | 2,000 |
| Net interest income after provision for loan losses |  | 5,274 |  | 5,358 |  | 3,858 |  | 5,338 |
| Total noninterest income (loss) |  | 1,348 |  | (907) |  | 1,162 |  | 537 |
| Total noninterest expense |  | 5,555 |  | 6,203 |  | 6,110 |  | 6,079 |
| Income (loss) before provision (benefit) for income taxes |  | 1,067 |  | $(1,752)$ |  | $(1,090)$ |  | (204) |
| Provision (benefit) for income taxes |  | 336 |  | (552) |  | (343) |  | (339) |
| Net income (loss) |  | 731 |  | $(1,200)$ |  | (747) |  | 135 |
| Preferred stock dividends and discount accretion |  | 379 |  | 372 |  | 372 |  | 373 |
| Income available (loss attributable) to common shareholders | \$ | 352 | \$ | $(1,572)$ | \$ | $(1,119)$ | \$ | (238) |
| Net income (loss) per common share - Basic | \$ | 0.05 | \$ | (0.22) | \$ | (0.16) | \$ | (0.03) |
| Net income (loss) per common share - Diluted | \$ | 0.05 | \$ | (0.22) | \$ | (0.16) | \$ | (0.03) |

(In thousands, except per share data)

| 2008 | March 31 |  | June 30 |  | September 30 |  | December 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total interest income | \$ | 12,635 | \$ | 12,267 | \$ | 12,965 | \$ | 12,898 |
| Total interest expense |  | 6,000 |  | 5,429 |  | 5,883 |  | 6,162 |
| Net interest income |  | 6,635 |  | 6,838 |  | 7,082 |  | 6,736 |
| Provision for loan losses |  | 450 |  | 650 |  | 2,100 |  | 1,300 |
| Net interest income after provision for loan losses |  | 6,185 |  | 6,188 |  | 4,982 |  | 5,436 |
| Total noninterest income (loss) |  | 1,455 |  | 1,028 |  | (344) |  | 555 |
| Total noninterest expense |  | 5,770 |  | 5,617 |  | 5,779 |  | 5,773 |
| Income (loss) before provision (benefit) for income taxes |  | 1,870 |  | 1,599 |  | $(1,141)$ |  | 218 |
| Provision (benefit) for income taxes |  | 626 |  | 495 |  | (139) |  | (366) |
| Net income (loss) |  | 1,244 |  | 1,104 |  | $(1,002)$ |  | 584 |
| Preferred stock dividends and discount accretion |  | - |  | - |  | - |  | 110 |
| Income available (loss attributable) to common shareholders | \$ | 1,244 | \$ | 1,104 | \$ | $(1,002)$ | \$ | 474 |
| Net income (loss) per common share - Basic | \$ | 0.18 | \$ | 0.16 | \$ | (0.14) | \$ | 0.07 |
| Net income (loss) per common share - Diluted | \$ | 0.17 | \$ | 0.15 | \$ | (0.14) | \$ | 0.07 |

## Selected Consolidated Financial Data

(In thousands)
At or for the years ended December 31,

|  | 2009 | 2008 | 2007 | 2006 | 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Selected Results of Operations |  |  |  |  |  |
| Interest income | \$49,410 | \$ 50,765 | \$ 48,900 | \$ 43,177 | \$ 33,837 |
| Interest expense | 21,582 | 23,474 | 24,474 | 19,432 | 11,603 |
| Net interest income | 27,828 | 27,291 | 24,426 | 23,745 | 22,234 |
| Provision for loan losses | 8,000 | 4,500 | 1,550 | 1,550 | 1,850 |
| Noninterest income | 2,140 | 2,694 | 5,940 | 7,638 | 8,190 |
| Noninterest expense | 23,947 | 22,939 | 22,113 | 21,045 | 18,676 |
| Provision (benefit) for income taxes | (898) | 616 | 1,978 | 2,943 | 3,688 |
| Net income (loss) | $(1,081)$ | 1,930 | 4,725 | 5,845 | 6,210 |
| Preferred stock dividends and discount accretion | 1,496 | 110 | - | - | - |
| Income available (loss attributable) to common shareholders | $(2,577)$ | 1,820 | 4,725 | 5,845 | 6,210 |
| Per Share Data |  |  |  |  |  |
| Net income (loss) per common share - Basic | \$(0.36) | \$0.26 | \$0.65 | \$0.81 | \$0.88 |
| Net income (loss) per common share - Diluted | (0.36) | 0.25 | 0.63 | 0.77 | 0.83 |
| Book value per common share | 6.91 | 6.99 | 6.70 | 6.34 | 5.68 |
| Market value per common share | 4.02 | 3.90 | 8.10 | 13.34 | 12.10 |
| Cash dividends declared on common shares | - | 0.10 | 0.19 | 0.18 | 0.16 |
| Selected Balance Sheet Data |  |  |  |  |  |
| Assets | \$930,357 | \$898,310 | \$752,196 | \$694,106 | \$614,172 |
| Loans | 657,016 | 685,946 | 590,132 | 507,690 | 448,567 |
| Allowance for loan losses | 13,842 | 10,326 | 8,383 | 7,624 | 6,892 |
| Securities | 169,022 | 149,509 | 98,591 | 105,457 | 104,160 |
| Deposits | 758,239 | 707,117 | 601,268 | 566,465 | 521,860 |
| Borrowed funds and subordinated debentures | 100,465 | 120,465 | 100,465 | 79,744 | 49,279 |
| Shareholders' equity | 67,865 | 67,803 | 47,260 | 46,228 | 40,929 |
| Common shares outstanding | 7,144 | 7,119 | 7,063 | 7,296 | 7,206 |
| Performance Ratios |  |  |  |  |  |
| Return (loss) on average assets | (0.12)\% | 0.23\% | 0.66\% | 0.90\% | 1.10\% |
| Return (loss) on average equity | (5.29) | 3.72 | 10.11 | 13.56 | 16.29 |
| Efficiency ratio | 75.49 | 71.90 | 71.48 | 67.21 | 61.53 |
| Net interest spread | 2.87 | 3.13 | 3.07 | 3.33 | 3.74 |
| Net interest margin | 3.22 | 3.51 | 3.62 | 3.87 | 4.17 |
| Asset Quality Ratios |  |  |  |  |  |
| Allowance for loan losses to loans | 2.11\% | 1.51\% | 1.42\% | 1.50\% | 1.54\% |
| Allowance for loan losses to nonperforming loans | 54.29 | 64.06 | 153.49 | 85.58 | 158.04 |
| Nonperforming loans to total loans | 3.88 | 2.35 | 0.93 | 1.75 | 0.97 |
| Nonperforming assets to total loans and OREO | 4.10 | 2.45 | 0.94 | 1.80 | 1.01 |
| Nonperforming assets to total assets | 2.90 | 1.87 | 0.74 | 1.31 | 0.74 |
| Net charge-offs to average loans | 0.67 | 0.40 | 0.14 | 0.17 | 0.20 |
| Capital Ratios - Company |  |  |  |  |  |
| Leverage ratio | 8.83\% | 9.54\% | 8.25\% | 9.08\% | 8.27\% |
| Tier I risk-based capital ratio | 11.75 | 12.02 | 9.81 | 10.80 | 9.98 |
| Total risk-based capital ratio | 13.01 | 13.27 | 11.06 | 13.60 | 11.23 |
| Capital Ratios - Bank |  |  |  |  |  |
| Leverage ratio | 7.38\% | 7.88\% | 7.06\% | 7.20\% | 7.01\% |
| Tier I risk-based capital ratio | 9.82 | 9.93 | 8.39 | 8.55 | 8.51 |
| Total risk-based capital ratio | 12.30 | 12.41 | 11.00 | 12.38 | 10.97 |

# Board of Directors \& Senior Management 

## Board of Directors

David D. Dallas
Chairman of the Board, Unity Bancorp, Inc. \& Unity Bank CEO of Dallas Group of America, Inc.

## Allen Tucker

Vice Chairman, Unity Bancorp, Inc. \& Unity Bank
President of Tucker Enterprises
Dr. Mark S. Brody
Director, Unity Bancorp, Inc. \& Unity Bank
Investment Advisor, Financial Planning Analysts, LLC
New York State Licensed Physician
Wayne Courtright
Director, Unity Bancorp, Inc. \& Unity Bank
Retired, Former Banker
Robert H. Dallas, II
Director, Unity Bancorp, Inc. \& Unity Bank
President, Dallas Group of America, Inc.
Mary E. Gross
Director, Unity Bank
Director of Career Management Services
Wharton MBA Program, University of Pennsylvania
James A. Hughes
President/CEO and Director, Unity Bancorp, Inc.
\& Unity Bank
Dr. Austin H. Kutscher, Jr.
Director, Unity Bank
New Jersey Licensed Physician
Charles S. Loring
Director, Unity Bancorp, Inc. \& Unity Bank
Certified Public Accountant

Peter E. Maricondo
Director, Unity Bancorp, Inc. \& Unity Bank
Financial Consultant
Raj Patel
Director, Unity Bancorp, Inc. \& Unity Bank
President, Millennium Ventures
Donald E. Souders, Jr.
Director, Unity Bank
Attorney, Florio Perrucci

## Senior Management

James A. Hughes
President
Chief Executive Officer
Alan J. Bedner
Executive Vice President
Chief Financial Officer
John J. Kauchak
Executive Vice President
Chief Operating Officer
Raymond Kenwell
Executive Vice President
Chief Lending Officer
Janice Bolomey
Senior Vice President
Director of Sales
Laureen S. Cook
Senior Vice President
Controller

Michael Downes
Senior Vice President Senior Commercial Lender

Keith Fenstermaker
Senior Vice President
Chief Credit Officer
David Hensley
Senior Vice President
Senior Commercial Lender
Sanjay Patel
Senior Vice President
Senior Commercial Lender
Marc Sovelove
Senior Vice President
Chief Retail Lending Officer



[^0]:    A) Yields related to securities and loans exempt from federal and state income taxes are stated on a fully tax-equivalent basis. They are reduced by the nondeductible portion of interest expense, assuming a federal tax rate of 34 percent and applicable state tax rates.
    B) The loan averages are stated net of unearned income, and the averages include loans on which the accrual of interest has been discontinued.

[^1]:    The accompanying notes to the Consolidated Financial Statements are an integral part of these statements.

