

# Unity Bancorp, Inc.

2015 ANNUAL REPORT

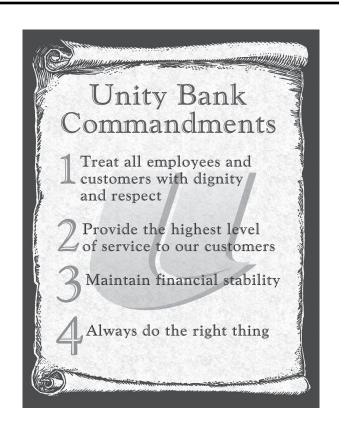
## Financial Highlights

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

		2015		2014	2013	2012	2011
Selected Results of Operations							
Interest income	\$	41,651	\$ 3	7,418	\$ 33,954	\$ 35,203	\$ 39,523
Interest expense		7,660		7,306	6,529	7,774	10,551
Net interest income		33,991	3	0,112	27,425	27,429	28,972
Provision for loan losses		500		2,550	2,350	4,000	6,800
Noninterest income		7,729		6,679	6,604	7,338	5,661
Noninterest expense		26,852	2	4,688	23,997	24,297	24,518
Provision for income taxes		4,811		3,145	2,567	2,226	769
Net income		9,557		6,408	5,115	4,244	2,546
Preferred stock dividends and discount accretion		-		-	988	1,602	1,558
Income available to common shareholders		9,557		6,408	4,127	2,642	988
Per Share Data							
Net income per common share - Basic	\$	1.13	\$	0.82	\$ 0.55	\$ 0.35	\$ 0.13
Net income per common share - Diluted		1.12		18.0	0.53	0.34	0.13
Book value per common share		9.30		8.36	7.55	7.62	7.24
Market value per common share		12.47		9.43	7.66	6.24	6.40
Cash dividends declared on common shares		0.14		0.10	0.03	-	-
Selected Balance Sheet Data							
Assets	\$ 1	,084,866	\$1,00	8,788	\$ 921,118	\$ 819,730	\$ 810,846
Loans		888,958	76	1,825	678,701	587,036	592,592
Allowance for loan losses		(12,759)	(1	2,551)	(13,141)	(14,758)	(16,348)
Securities		71,336	8	0,082	107,514	111,053	107,536
Deposits		894,493	79	4,341	738,698	648,760	643,971
Borrowed funds and subordinated debentures		107,465	14	0,465	122,465	90,465	90,465
Shareholders' equity		78,470	7	0,123	57,173	77,510	73,558
Common shares outstanding		8,436		8,388	7,577	7,534	7,459

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## Message from the Chairman and President

On behalf of the entire team at Unity Bancorp, I am proud to share with you the great year we had in 2015 and our continued efforts to be the best we can. In 2015 we achieved a number of performance records and made considerable progress in positioning our Company for sustained growth and profitability. The results delivered in

**UNITY BANCORP** 

Chairman of the Board David Dallas, (left), and

President & CEO James Hughes, (right)

mortgages and comprehensive deposit products. We also participate in several of the Government Guaranteed small business lending programs which enable us to supplement our products for our small business customers. Unity also provides construction loans for business expansion or real estate development. We are able to successfully grow our

portfolios because we understand our customers and we customize our terms to the individual credit conditions. Loan demand continues to be strong, and we expect continued loan growth in 2016.

We also have a full service residential lending division which has a wide range of mortgage products to fit the needs of any consumer. Our mortgage volume in 2015 was extremely ro-

bust. In 2015, our mortgage originations were approximately \$181 million, an increase of 39% over the prior year with the majority being purchased money mortgages. Our increased volume is attributed to our sales force developing locally sourced referral relationships one person at a time. In 2015 we continued to have success in our home construction program which has been extremely successful, with over \$31 million in new projects. We expect 2016 to be another strong year for the residential lending division.

In 2015, the company reported earnings of \$9.6 million to common stockholders, a 49% increase over the prior year. Our earnings performance was driven primarily by our strong loan and deposit growth. Overall, loans grew by 17% from the prior year. Deposits

increased approximately 13% from the prior year, with noninterest-bearing demand deposits growing in excess of 21%, representing over 20% of Unity's total deposit base. The loan and deposit growth was accomplished with sensitivity to our net interest margin which increased 10 basis points to end the year at 3.63%.

2015 was a very good year. We continued to execute on our plan, delivered strong financial results, attracted many high quality professionals and continued to build a platform for future growth and profitability. Moving forward in 2016, we will build on the momentum of 2015 and continue to improve efficiency.

The Unity Commandments define our core values. To be successful in this highly competitive business, it is critical that our employees are aligned with our core values and we continually reinforce them. We believe these values speak for themselves. Hire the best employees, train them well, and keep them highly motivated. With great employees providing the highest level of service for our customers, increased profits of the bank are sure to follow.

Our vision and strategy for Unity has 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 and the employees of Unity 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.

James a Hughen

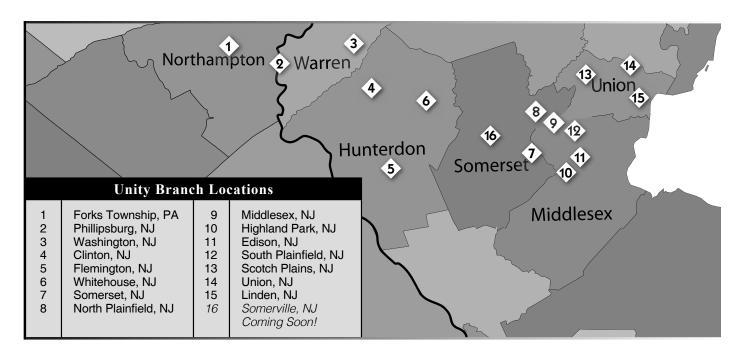
David D. Dallas Chairman

James A. Hughes President/CEO

2015 were encouraging. We achieved a number of financial records for our Company and are positioned to successfully address the challenges facing our industry. Growth is considered in everything we do. We are designed for growth more than ever before. Our focus is building relationships, improving efficiencies and deepening product lines. In today's market, we must create opportunities and lead our customers to success: that success comes down to people. We are fortunate to have a great team of committed employees to continue to drive this organization to be an exceptional financial service provider.

First and foremost, our primary objective is to fulfill the needs of the small businesses in our footprint. This includes an array of products such as term loans, lines of credit, commercial

## **Unity Bank Branch Locations**



## **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 Chairman, Tucker Enterprises

Dr. Mark S. Brody

Director, Unity Bancorp, Inc. & Unity Bank Managing Member, Financial Planning Analysts, LLC

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 Bancorp, Inc. & Unity Bank Founder, Human Edge Resources, LLC Human Resource Consulting

James A. Hughes

President/CEO and Director Unity Bancorp, Inc. & Unity Bank Dr. Austin H. Kutscher, Jr.

Director, Unity Bancorp, Inc. & Unity Bank New Jersey Licensed Physician

Peter E. Maricondo

Director, Unity Bancorp, Inc. & Unity Bank Retired Financial Consultant

Raj Patel

Director, Unity Bancorp, Inc. & Unity Bank President/CEO, Raja Group

Donald E. Souders, Jr.

Director, Unity Bancorp, Inc. & Unity Bank Attorney/Partner, Florio Perrucci, Stanhardt& Fader

Aaron Tucker

Director, Unity Bank President, Tucker Enterprises

## Senior Management

James A. Hughes
President
Chief Executive Officer

Alan J. Bedner

Executive Vice President Chief Financial Officer

Janice Bolomey

Executive Vice President Chief Administrative Officer

John Kauchak

Executive Vice President Chief Operating Officer

David Bove

Senior Vice President Chief Technology Officer

Laureen S. Cook
Senior Vice President
Controller

Rosemary Fellner
Senior Vice President
Chief Marketing Officer

Vincent Geraci Senior Vice President Mortgage Sales Manager

David Hensley
Senior Vice President
Commercial Loan Officer

Michael Novak
Senior Vice President
Senior Commercial Loan Officer

Stephen Rooney
Senior Vice President
Chief Credit Officer

## Highlights from 2015

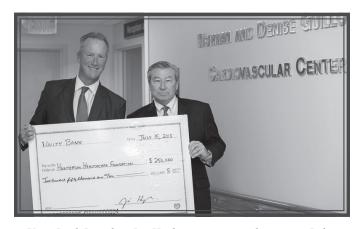
Unity Bank continued its commitment to building strong, vibrant communities and improving quality of life in 2015. A priority for the Bank is to give back to the communities that support us - to local charitable organizations - as well as projects and initiatives in the communities we serve. During 2015, Unity Bank employees participated in over 300 community events, sponsorships & volunteer opportunities.



Walter Deutsch presenting a donation check to Janice Ballou of the Highland Park Community Food Pantry

#### Annual Employee Donation Campaign

Unity Bank's 2015 employee donation campaign was a huge success. Unity Bank and its employees donated a total of \$15,000 to fifteen local food pantries in Central New Jersey and Easton, PA. The Bank matched funds donated by employees as part of the special holiday community service project.



Unity Bank President Jim Hughes presenting a donation to Bob Wise for the Norman and Denise Guilloud Cardiovascular Center

#### \$250,000 Pledge to Hunterdon Healthcare

In 2015, Unity Bank pledged to donate \$250,000 to Hunterdon Healthcare over the next five years to support the healthcare needs of the community and aid future development projects such as the Norman and Denise Guilloud Cardiovascular Center. In addition to the financial commitment, Unity has agreed to host various financial education programs for Hunterdon Healthcare employees and physicians as well as sponsor important fundraising events throughout the year.

### Join Forces Nonprofit Campaign

In April, Unity Bank launched the "Join Forces" campaign that awarded over \$12,000 to 19 local charitable organizations through an online contest highlighting the bank's commitment to non-profit agencies. The 19 participating charities were suggested by Unity Bank employees.



(From Left) Joe Derose, Volunteer, Unity Bank President Jim Hughes, Chairman of the Board, David Dallas, and Commercial Loan Officer, Christopher Bono at the Plainfield Salvation Army providing Thanksgiving breakfast

#### Plainfield Salvation Army Thanksgiving Breakfast

Providing a meal to those in need has become a holiday tradition for Unity Bank. The Bank sponsored a Thanksgiving breakfast for about 150 people at the Plainfield Salvation Army, the fourth year executives from the bank have given up part of their holiday to provide a meal for those in need. Unity volunteers were hard at work in the kitchen serving up eggs, pancakes, bacon, sausage and biscuits.

#### Crime Stoppers of Hunterdon County

Crime Stoppers of Hunterdon County is a community-based organization. Their goal is to engage the entire community – citizens, media and law enforcement and to work toward making our communities safer by identifying the people committing crimes and getting them off the streets. This year, Unity Bank was one of the title sponsors for HC Crime Stoppers Annual Gala. Several Unity Bank employees assisted at the night's event.



(From Left) Panelists, Janice Kovach, Clinton Mayor, Rosemary Fellner, Unity Bank CMO, Dale Caldwell, Founder, The Middle Class Movement, George McCollough, Executive Director of Princeton Community Township, Jeanne Murphy, Mariah Media

#### Nonprofit Seminar

Unity Bank partnered with Marriah Media to host "Best Practices for New Jersey Based Nonprofits" event on Thursday, October 8th at The Palace at Somerset Park. The six-hour seminar gave non-profits the opportunity to earn CEU credits. Some of the topics covered by industry experts were: Creative and innovative solutions for fundraising; How philanthropists make decisions on their charities; Forming boards and leadership; and Creating loyalty from donors, volunteers and the community. Unity was proud to sponsor this event to share relevant content as part of the bank's ongoing commitment to support nonprofits and to help them be successful.

The agenda featured two prominent keynotes by Michele Siekerka, President and CEO of the New Jersey Business & Industry Association in the morning, and by Steve Kalafer, Founder of Flemington Car and Truck Country, Chairman of the Somerset Patriots, Award-Winning Film Producer and Philanthropist, in the afternoon. Other thought provoking presentations were given by Ellen Nardoni, Trustee of the Paul R. Nardoni Foundation; David Gray, Executive Director of The Pennsylvania Ballet; George McCullough, Executive Director of Princeton Community Television; and Leah Pontani, Director, Mercer Institute of Management and Technology Training. A distinguished panel of business leaders and sponsors also shared their wisdom for nonprofits moderated by Mayor Janice Kovach of Clinton, New Jersey.

#### Winfield Fireman's Carnival

Unity Bank was a proud sponsor of the Winfield Volunteer Fire Department and Ambulance Squad's annual carnival. The monies raised from the carnival go directly towards funding the Volunteer Ambulance squad keeping their services free to their community and the surrounding community when needed. For the past 4 years, Unity Bank has participated in this event through volunteering their hours to man booths and games allowing the firefighters the ability to have better coverage and larger success.

#### Rotary Involvement

Unity Bank prides itself on community involvement. Our Relationship Managers are all members of their local Rotary Clubs. Events range from Flemington's Bark in the Park, Branchburg's Harvest of Hope, Hillsborough's Annual Fair, assisting at Rutgers Basketball games, attending District Conferences, to Union's Automobilia Fundraiser.



Unity Bank Personal Banker, Raquel DaSilva, Center, with employees of Emily's Bakery from one of their their Random Acts of Kindness days

#### Random Acts of Kindness

Each year Unity Bank selects two days in November for our branches to perform Random Acts of Kindness in the communities we serve. Each Branch selects two local coffee shops and pays for the patrons' morning cup of coffee. Customers are surprised and thankful for the gesture. Our employees were given a chance to start the community's holiday season off with a smile.



(From Left) Union Relationship Manager John Sasieta with Russ Triolo, Bob Poles, Sal Dovi of the Boys & Girls Club of Union County

#### Boys & Girls Club Fundraising Celebration

Unity Bank is a proud sponsor of the Boys & Girls Club of Union County. This year our Union Branch hosted the Club's Fundraising Celebration. The Club was able to raise \$100,000 in six weeks! John Sasieta, Unity Bank Relationship Manager, received an award for outstanding fundraising efforts by a new member.

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

The following discussion and analysis of financial condition and results of operations should be read in conjunction with the Consolidated Financial Statements and Notes relating thereto included herein. When necessary, reclassifications have been made to prior period 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 is 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 fifteen branch offices located in Hunterdon, Somerset, Middlesex, Union and Warren counties in New Jersey, and Northampton County in Pennsylvania as well as a loan production office in Bergen County, New Jersey. 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**

Net income totaled \$9.6 million, or \$1.12 per diluted share for the year ended December 31, 2015, compared to \$6.4 million, or \$0.81 per diluted share for the year ended December 31, 2014. The 49.1 percent increase in net income was the product of strategic initiatives, which include expansion of in-market loan and retail deposit relationships, improving credit quality and core earnings growth.

Highlights for the year include:

- 16.7 percent increase in total loans driven by a 30.4 percent increase in consumer loans, 19.8 percent increase in residential mortgage loans and a 15.8 percent increase in commercial loans.
- 12.6 percent increase in total deposits with a 21.3 percent increase in noninterest-bearing demand deposits.
- . Core earnings growth with a 12.9 percent increase in net interest income due to strong loan growth.
- . Net interest margin of 3.63 percent compared to 3.53 percent at prior year end.
- Continued expense management in 2015. Expense increases included expansion of loan origination and support staff and audit related fees.
- Credit quality improved primarily due to a 90.7 percent reduction in loan charge-offs and a 36.1 percent decrease in nonperforming loans.

The Company's performance ratios for the past two years are listed in the following table:

	Fo	cember 31,		
		2015		2014
Net income per common share - Basic (1)	<u></u>	1.13	\$	0.82
Net income per common share - Diluted (1)	\$	1.12	\$	0.81
Return on average assets		0.96 %		0.70 %
Return on average equity (2)		12.92 %		10.28 %
Efficiency ratio (3)		64.41 %		67.90 %

- (1) Defined as net income divided by weighted average shares outstanding.
- (2) Defined as net income divided by average shareholders' equity.
- (3) Defined as noninterest expense divided by the sum of net interest income plus noninterest income less any gains or losses on securities.

#### **Net Interest Income**

The primary source of the Company's operating income is net interest income, which is the difference between interest and dividends earned on earning assets and fees earned on loans, and interest paid on interest-bearing liabilities. Earning assets include loans to individuals and businesses, investment securities, interest-earning deposits and federal funds sold. Interest-bearing liabilities include interest-bearing checking, savings and time deposits, Federal Home Loan Bank advances and other borrowings. Net interest income is determined by the difference between the yields earned on earning assets and the rates paid on interest-bearing liabilities ("net interest spread") and the relative amounts of earning assets and interest-bearing liabilities. The Company's net interest spread is affected by regulatory, economic and competitive factors that influence interest rates, loan demand, deposit flows and general levels of nonperforming assets.

Tax-equivalent net interest income amounted to \$34.0 million in 2015, an increase of \$3.9 million from \$30.3 million in 2014. The Company's net interest margin increased 10 basis points to 3.63 percent in 2015, compared to 3.53 percent in 2014. The net interest spread was 3.42 percent, an increase of 7 basis points from 3.35 percent in 2014.

During 2015, tax-equivalent interest income was \$41.8 million, an increase of \$4.2 million or 11.2 percent when compared to 2014. This increase was driven primarily by the increase in the average volume of loans:

- · Of the \$4.2 million increase in interest income on a tax-equivalent basis, \$4.7 million of the increase was due primarily to the increased volume of average loans, partially offset by a \$526 thousand decrease in yields on average interest-earning assets.
- The yield on interest-earning assets increased 7 basis points to 4.45 percent in 2015 when compared to 2014.
- The average volume of interest-earning assets increased \$80.6 million to \$939.2 million in 2015 compared to \$858.5 million in 2014. This was due primarily to a \$112.1 million increase in average loans, primarily residential mortgage, commercial and consumer loans, partially offset by a \$21.2 million decrease in average investment securities and a \$10.0 million decrease in federal funds sold and interest-bearing deposits.

Total interest expense was \$7.7 million in 2015, an increase of \$354 thousand or 4.8 percent compared to 2014. This increase was driven by the increase in average time deposits and increased rates on savings deposits compared to a year ago:

- · Of the \$354 thousand increase in interest expense, \$251 thousand of the increase was due to an increase in the volume of average interest-bearing liabilities, primarily time and savings deposits.
- The average cost of interest-bearing liabilities remained flat at 1.03 percent in 2015 when compared to 2014. The cost of interest-bearing deposits increased 5 basis points to 0.71 percent and the cost of borrowed funds and subordinated debentures decreased 16 basis points to 3.39 percent in 2015.
- Interest-bearing liabilities averaged \$745.5 million in 2015, an increase of \$39.2 million or 5.5 percent, compared to 2014. The increase in interest-bearing liabilities was primarily due to an increase in average time deposits and savings deposits, partially offset by a decrease in borrowed funds and subordinated debentures.

The following table reflects the components of net interest income, setting forth for the periods presented herein: (1) 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, 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.

## **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 31,	2015						2014							
		verage palance	Iı	nterest	Rate/Yield		Average palance	Iı	nterest	Rate/Yield				
ASSETS														
Interest-earning assets:														
Federal funds sold and interest-bearing deposits	\$	34,883	\$	39	0.11 %	\$	44,900	\$	44	0.10 %				
Federal Home Loan Bank ("FHLB") stock		3,695		155	4.19		3,972		165	4.15				
Securities:														
Taxable		62,937		1,459	2.32		81,334		2,183	2.68				
Tax-exempt		11,739		421	3.59		14,493		526	3.63				
Total securities (A)		74,676		1,880	2.52		95,827		2,709	2.83				
Loans, net of unearned discount:														
SBA loans		50,997		2,693	5.28		53,232		2,467	4.63				
SBA 504 loans		30,366		1,414	4.66		33,754		1,676	4.97				
Commercial loans		428,702		21,357	4.98		379,327		19,329	5.10				
Residential mortgage loans		246,278		11,048	4.49		196,333		8,898	4.53				
Consumer loans		69,580		3,202	4.60		51,188		2,301	4.50				
Total loans (B)		825,923		39,714	4.81		713,834		34,671	4.86				
Total interest-earning assets	\$	939,177	\$	41,788	4.45 %	\$	858,533	\$	37,589	4.38 %				
Noninterest-earning assets:														
Cash and due from banks		25,952					27,021							
Allowance for loan losses		(12,638)					(13,124)							
Other assets		43,742					44,312							
Total noninterest-earning assets		57,056					58,209							
Total assets	\$	996,233				\$	916,742							
20112 1110011							,,,,,,,							
LIABILITIES AND SHAREHOLDERS' EQUITY														
Interest-bearing liabilities:														
Interest-bearing demand deposits	\$	126,876	\$	438	0.35 %	\$	125,706	\$	430	0.34 %				
Savings deposits	-	290,848	7	1,088	0.37	7	274,395	-	856	0.31				
Time deposits		240,132		3,160	1.32		214,984		2,777	1.29				
Total interest-bearing deposits		657,856		4,686	0.71		615,085		4,063	0.66				
Borrowed funds and subordinated debentures		87,652		2,974	3.39		91,230		3,243	3.55				
Total interest-bearing liabilities	\$	745,508	\$	7,660	1.03 %	\$	706,315	\$	7,306	1.03 %				
Total merest searing natimites	Ψ	740,000	Ψ	7,000	1.05 / 0	Ψ	700,515	Ψ	7,500	1.03				
Noninterest-bearing liabilities:														
Noninterest-bearing demand deposits		172,172					144,310							
Other liabilities		4,611					3,764							
Total noninterest-bearing liabilities		176,783					148,074							
Total shareholders' equity		73,942					62,353							
Total liabilities and shareholders' equity	\$	996,233				\$	916,742							
Total habilities and shareholders equity	Ψ	990,233				Ф	910,742							
Net interest spread			\$	34,128	3.42 %			\$	30,283	3.35 %				
Tax-equivalent basis adjustment			Φ	-	3.42 70			φ		5.55 %				
Net interest income	-		Ф.	(137)				Ф.	(171)					
			\$	33,991	2 (2 0/			\$	30,112	2.52.0/				
Net interest margin	=				3.63 %					3.53 %				

<sup>(</sup>A) Yields related to securities 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 rates.

<sup>(</sup>B) The loan averages are stated net of unearned income, and the averages include loans on which the accrual of interest has been discontinued.

		20	13				2	012		2011				
	verage					verage					verage			
<u>b</u>	alance	Int	terest	Rate/Yield	b	alance	<u>In</u>	terest	Rate/Yield	b	alance	<u>Ir</u>	terest	Rate/Yield
\$	39,971	\$	39	0.10%	\$	49,355	\$	72	0.15%	\$	50,574	\$	61	0.12%
Ψ	4,007	Ψ	159	3.97	Ψ	4,015	Ψ	189	4.71	Ψ	4,120	Ψ	183	4.44
	1,007		107	3.57		1,013		10)	1.,1		1,120		103	
	93,132		2,443	2.62		100,365		2,823	2.81		99,825		3,537	3.54
	18,587		681	3.66		15,455		701	4.54		12,750		672	5.27
	111,719		3,124	2.79		115,820		3,524	3.04		112,575		4,209	3.74
	60.001		2.660	4.27		60.526		2 420	5.00		00.177		4 665	7.60
	60,891		2,660	4.37		68,536		3,430	5.00		82,177		4,665	5.68
	37,920		1,911	5.04		46,153		2,645	5.73		58,010		3,482	6.00
	328,229		17,322	5.28		299,820		16,982	5.66		284,183		17,492	6.16
	155,237		7,013	4.52		134,214		6,445	4.80		133,477		7,107	5.32
	45,705		1,947	4.26		46,487		2,144	4.61		51,830		2,542	4.90
	627,982	-	30,853	4.92		595,210		31,646	5.31		609,677		35,288	5.79
\$	783,679	\$	34,175	4.37%	\$	764,400	\$	35,431	4.63%	\$	776,946		39,741	5.12%
	22,728					16,665					16,105			
	(14,423)					(16,458)					(16,198)			
	41,688					39,625					40,528			
	49,993					39,832					40,435			
\$	833,672				\$	804,232				\$	817,381			
\$	118,289	\$	383	0.32%	\$	108,825	\$	486	0.45%	\$	103,574	\$	571	0.55%
Ψ	277,891	Ψ	710	0.3270	Ψ	282,115	Ψ	1,185	0.4370	Ψ	287,769	Ψ	2,202	0.3370
	146,115		2,191	1.50		138,233		2,796	2.02		166,836		4,067	2.44
	542,295		3,284	0.61		529,173		4,467	0.84		558,179		6,840	1.23
	91,475		3,245	3.55		90,473		3,307	3.66		90,465		3,711	4.10
\$	633,770	\$	6,529	1.03%	\$	619,646	\$	7,774	1.25%	\$	648,644	\$	10,551	1.63%
Ψ	033,770	Ψ	0,327	1.03/0	Ψ	017,040	Ψ	7,774	1.23/0	Ψ	040,044	Ψ	10,551	1.03/0
	130,768					106,412					93,875			
	3,164					3,335					3,607			
	133,932					109,747					97,482			
	65,970					74,839					71,255			
\$	833,672				\$	804,232				\$	817,381			
		\$	27,646	3.34%			\$	27,657	3.38%			\$	29,190	3.49%
			(221)					(228)					(218)	
		\$	27,425				\$	27,429				\$	28,972	
				3.53%					3.62%					3.76%
									· <del></del>					<del></del>

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 solely 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.

				Fo	or th	e years end	led	December 3	1,			
		20	)15	versus 2014	4			20	014 ve	rsus 2013	3	
	1	increase (de	ecre	ase) due to	cha	nge in:		Increase (de	ecreas	e) due to	cha	nge in:
(In thousands on a tax-equivalent basis)		Volume		Rate		Net		Volume	]	Rate		Net
Interest income:												
Federal funds sold and interest-bearing deposits	\$	(9)	\$	4	\$	(5)	\$	5	\$	-	\$	5
Federal Home Loan Bank stock		(12)		2		(10)		(1)		7		6
Securities		(553)		(276)		(829)		(464)		49		(415)
Net loans		5,299		(256)		5,043		4,172		(354)		3,818
Total interest income	\$	4,725	\$	(526)	\$	4,199	\$	3,712	\$	(298)	\$	3,414
Interest expense:												
Interest-bearing demand deposits	\$	2	\$	6	\$	8	\$	23	\$	24	\$	47
Savings deposits		55		177		232		(8)		154		146
Time deposits		320		63		383		925		(339)		586
Total interest-bearing deposits		377		246		623		940		(161)		779
Borrowed funds and subordinated debentures		(126)		(143)		(269)		(2)		-		(2)
Total interest expense		251		103		354		938		(161)		777
Net interest income - fully tax-equivalent	\$	4,474	\$	(629)	\$	3,845	\$	2,774	\$	(137)	\$	2,637
Decrease in tax-equivalent adjustment						34						50
Net interest income					\$	3,879					\$	2,687

#### **Provision for Loan Losses**

The provision for loan losses totaled \$500 thousand for 2015, a decrease of \$2.1 million compared to \$2.6 million for 2014. 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 captions "Financial Condition - Asset Quality" and "Financial Condition - Allowance for Loan Losses and Unfunded Loan Commitments." The current provision is considered appropriate based upon management's assessment of the adequacy of the allowance for loan losses.

#### **Noninterest Income**

The following table shows the components of noninterest income for the past two years:

	For the years ended December 31,										
(In thousands)		2015	2014								
Branch fee income	<del></del> \$	1,520 \$	1,469								
Service and loan fee income		1,334	1,260								
Gain on sale of SBA loans held for sale, net		1,204	975								
Gain on sale of mortgage loans, net		2,336	1,139								
BOLI income		380	559								
Net security gains		28	433								
Other income		927	844								
Total noninterest income	\$	7,729 \$	6,679								

Noninterest income was \$7.7 million for 2015, a \$1.1 million increase compared to \$6.7 million for 2014. This increase was driven primarily by higher levels of gains on the sale of residential mortgage and SBA loans, partially offset by lower levels of net security gains and a decline in Bank Owned Life Insurance ("BOLI") income due to a death benefit in the prior year's period.

#### Changes in noninterest income reflect:

· Branch fee income, which consists of deposit service charges and overdraft fees, increased \$51 thousand from the prior year, primarily due to increased fees as volume of commercial checking account customers rose.

- · Service and loan fee income increased \$74 thousand in 2015, due to increased loan processing and mortgage application fees, partially offset by a decline in SBA servicing income.
- Net gains on the sale of SBA loans increased \$229 thousand to \$1.2 million in 2015 due to an increase in the volume of SBA loans sales. In 2015, \$14.1 million in SBA loans were sold compared to \$10.4 million in the prior year.
- Net gains on sales of residential mortgage loans increased \$1.2 million in 2015 due to the increased volume of loan sales. In 2015, \$94.3 million in residential mortgage loans were sold compared to \$59.2 million in 2014.
- BOLI income declined \$179 thousand to \$380 thousand in 2015 compared to \$559 thousand in 2014. This decrease was a result of proceeds received due to a death benefit in the prior year's period.
- · Net gains on the sale of securities totaled \$28 thousand and \$433 thousand in 2015 and 2014, respectively. For additional information on securities, see Note 3 to the Consolidated Financial Statements.
- · Other income, which includes check card related income and miscellaneous service charges, totaled \$927 thousand and \$844 thousand in 2015 and 2014, respectively. The increase was due primarily to increases in Visa check card interchange fees, safe deposit box fees and cash vault courier fees.

#### **Noninterest Expense**

The following table presents a breakdown of noninterest expense for the past two years:

	For the years ended December 31,										
(In thousands)		2015		2014							
Compensation and benefits	\$	14,295	\$	12,750							
Occupancy		2,515		2,478							
Processing and communications		2,461		2,461							
Furniture and equipment		1,643		1,510							
Professional services		942		748							
Loan costs		759		780							
OREO expenses		382		485							
Deposit insurance		669		677							
Advertising		1,030		998							
Other expenses		2,156		1,801							
Total noninterest expense	\$	26,852	\$	24,688							

Noninterest expense totaled \$26.9 million for the year ended December 31, 2015, an increase of \$2.2 million when compared to \$24.7 million in 2014.

#### Changes in noninterest expense reflect:

- · Compensation and benefits expense, the largest component of noninterest expense, increased \$1.5 million for the year ended December 31, 2015, when compared to the same period in 2014. The increase was primarily due to higher salary expense as the Company expanded the loan origination and support staff, and a lower overall vacancy rate when compared to prior year. Benefits expense also increased due to the addition of a Supplemental Executive Retirement Plan ("SERP") for the Company's Chief Executive Officer ("CEO").
- · Occupancy expense increased \$37 thousand in 2015, when compared to 2014, primarily due to increased landscaping, rental, building depreciation and building repairs and maintenance expenses. Partially offsetting these increases were decreased utilities, electricity, and lease held depreciation expenses.
- · Processing and communications remained flat with expenses of \$2.5 million in 2015 and 2014, respectively.
- Furniture and equipment expense increased \$133 thousand in 2015, due to rising costs of technology such as software maintenance and network monitoring expenses, partially offset by lower depreciation expenses on capital investments such as equipment and furniture and lower equipment maintenance expenses.
- · Professional service fees increased \$194 thousand in 2015. This expense includes costs such as consulting, legal, audit and tax preparation expense. Increased audit expenses were primarily due to Federal Deposit Insurance Corporation Improvement Act ("FDICIA") testing which the Company became subject to in 2015 because it surpassed the \$1.0 billion regulatory threshold.
- Loan costs decreased \$21 thousand in 2015, primarily due to lower loan legal collections expenses, a reduction in the reserve for SBA reimbursable expenses and lower appraisal expenses, partially offset by increased property tax expenses.
- Other Real Estate Owned ("OREO") costs, such as losses on sales, property taxes, and maintenance expenses, decreased \$103 thousand in 2015 when compared to 2014, primarily due to a decrease in property taxes resulting from the decrease in the number of OREO properties.
- Deposit insurance expense decreased \$8 thousand in 2015 when compared to 2014.
- Advertising expenses increased \$32 thousand for the year ended December 31, 2015 due to marketing agreements with a local hospital, involvement in various community activities, events and donations and core deposit promotional expenses.

Other expenses increased \$355 thousand in 2015, primarily due to increased director fees, recruiting expense and increased retail losses, partially offset by reduced provision for commitments.

#### **Income Tax Expense**

For 2015, the Company reported income tax expense of \$4.8 million for an effective tax rate of 33.5 percent, compared to an income tax expense of \$3.1 million and an effective tax rate of 32.9 percent in 2014. For additional information on income taxes, see Note 15 to the Consolidated Financial Statements.

#### **Financial Condition**

Total assets increased \$76.1 million or 7.5 percent, to \$1.1 billion at December 31, 2015, compared to \$1.0 billion at December 31, 2014. This increase was primarily due to an increase of \$127.1 million in loans, with strong commercial, residential and consumer loan growth, partially offset by decreases of \$41.7 million in cash and cash equivalents and \$8.7 million in securities.

Total deposits increased \$100.2 million, primarily due to increases of \$64.8 million in time deposits and \$32.5 million in noninterest-bearing demand deposits. Borrowed funds and subordinated debentures decreased \$33.0 million to \$107.5 million at December 31, 2015, as overnight borrowings decreased \$43 million and term borrowings increased \$10 million.

Total shareholders' equity increased \$8.3 million from year end 2014, primarily due to net income from operations. Net income was \$9.6 million for the year ended December 31, 2015, an increase of \$3.1 million from the prior year. Other changes in shareholders' equity included stock-based transactions of \$509 thousand, partially offset by common stock dividends paid in 2015 of \$1.1 million and an other comprehensive loss net of tax of \$610 thousand.

These fluctuations are discussed in further detail in the sections that follow.

#### **Securities**

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 obligations of U.S. Government sponsored entities, obligations of state and political subdivisions, mortgage-backed securities, and corporate and other securities.

AFS securities totaled \$52.9 million at December 31, 2015, a decrease of \$7.2 million or 12.0 percent, compared to \$60.1 million at December 31, 2014. This net decrease was the result of:

- \$2.3 million in purchases, including three agency bonds, and one structured agency,
- \$8.3 million in principal payments, maturities and called bonds,
- . \$500 thousand in sales, net of realized gains, which consisted of one corporate bond,
- \$429 thousand in net amortization of premiums, and
- \$239 thousand of depreciation in the market value of the portfolio. At December 31, 2015, the portfolio had a net unrealized loss of \$4 thousand compared to a net unrealized gain of \$235 thousand at December 31, 2015. These net unrealized gains (losses) are reflected net of tax in shareholders' equity as accumulated other comprehensive income.

The weighted average life of AFS securities, adjusted for prepayments, amounted to 4.0 years at December 31, 2015 and 2014, respectively.

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 obligations of U.S. Government sponsored entities, obligations of state and political subdivisions, mortgage-backed securities, and corporate and other securities.

HTM securities were \$18.5 million at December 31, 2015, a decrease of \$1.5 million or 7.7 percent, from year end 2014. This net decrease was the result of:

- \$2.7 million in principal payments and maturities and
- \* \$85 thousand in net amortization of premiums, partially offset by
- \$1.3 million in purchases, including one municipal security and one corporate bond.

The weighted average life of HTM securities, adjusted for prepayments, amounted to 6.5 years and 6.4 years at December 31, 2015 and 2014, respectively. As of December 31, 2015 and December 31, 2014, the fair value of HTM securities was \$18.6 million and \$20.3 million, respectively.

The average balance of taxable securities amounted to \$62.9 million in 2015 compared to \$81.3 million in 2014. The average yield earned on taxable securities decreased 36 basis points to 2.32 percent in 2015, from 2.68 percent in 2014. The average balance of tax-exempt securities amounted to \$11.7 million in 2015 compared to \$14.5 million in 2014. The average yield earned on tax-exempt securities decreased 4 basis points to 3.59 percent in 2015, from 3.63 percent in 2014.

Securities with a carrying value of \$18.5 million and \$50.4 million at December 31, 2015 and December 31, 2014, respectively, were pledged to secure Government deposits, secure other borrowings and for other purposes required or permitted by law.

Approximately 86 percent of the total investment portfolio had a fixed rate of interest at December 31, 2015, compared to 88 percent in 2014.

For additional information on securities, see Note 3 to the Consolidated Financial Statements.

#### Loans

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. Each of these segments is subject to differing levels of credit and interest rate risk.

Total loans increased \$127.1 million or 16.7 percent to \$889.0 million at December 31, 2015, compared to \$761.8 million at year end 2014. Commercial loans, residential mortgages, consumer loans, and SBA loans increased \$63.6 million, \$43.6 million, \$18.0 million and \$6.9 million, respectively, partially offset by a decline of \$5.0 million in SBA 504 loans.

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

		2015		2014	<u> </u>	2013	<u> </u>	2012	<u> </u>	2011	<u>.                                    </u>
(In thousands, except percentages)	A	mount	% of total	Amount	% of total						
Ending balance:											
SBA loans held for investment	\$	39,393	4.4 %\$	40,401	5.3 % \$	48,918	7.2 % \$	58,593	10.0 % \$	64,175	10.8 %
SBA 504 loans		29,353	3.3	34,322	4.5	31,564	4.7	41,438	7.1	55,108	9.3
Commercial loans		465,518	52.3	401,949	52.7	363,340	53.5	301,564	51.3	283,104	47.8
Residential mortgage loans		264,523	29.8	220,878	29.0	182,067	26.8	132,094	22.5	134,090	22.6
Consumer loans		77,057	8.7	59,096	7.8	46,139	6.8	46,410	7.9	48,447	8.2
Total loans held for											
investment		875,844	98.5	756,646	99.3	672,028	99.0	580,099	98.8	584,924	98.7
SBA loans held for sale		13,114	1.5	5,179	0.7	6,673	1.0	6,937	1.2	7,668	1.3
Total loans	\$	888,958	100.0 %\$	761,825	100.0 % \$	678,701	100.0 % \$	587,036	100.0 % \$	592,592	100.0 %

Average loans increased \$112.1 million or 15.7 percent from \$713.8 million in 2014, to \$825.9 million in 2015. The increase in average loans was due to increases in residential mortgages, commercial loans and consumer loans partially offset by a decrease in SBA 504 and SBA 7(a) loans. The yield on the overall loan portfolio fell 5 basis points to 4.81 percent for the year ended December 31, 2015, compared to 4.86 percent for the prior year.

SBA 7(a) loans, on which the SBA historically has provided 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. These loans are made for the purposes of providing working capital, financing the purchase of equipment, inventory or commercial real estate. Generally, an SBA 7(a) loan has a deficiency in its credit profile that would not allow the borrower to qualify for a traditional commercial loan, which is why the SBA provides the guarantee. The deficiency may be a higher loan to value ("LTV") ratio, lower debt service coverage ("DSC") ratio or weak personal financial guarantees. In addition, many SBA 7(a) loans are for start up businesses where there is no historical financial information. Finally, many SBA borrowers do not have an ongoing and continuous banking relationship with the Bank, but merely work with the Bank on a single transaction. The guaranteed portion of the Company's SBA loans is generally sold in the secondary market with the nonguaranteed portion held in the portfolio as a loan held for investment.

SBA 7(a) loans held for sale, carried at the lower of cost or market, amounted to \$13.1 million at December 31, 2015, an increase of \$7.9 million from December 31, 2014. SBA 7(a) loans held for investment amounted to \$39.4 million at December 31, 2015, a decrease of \$1.0 million from \$40.4 million at December 31, 2014. The yield on SBA loans, which are generally floating and adjust quarterly to the Prime Rate, was 5.28 percent for the year ended December 31, 2015, compared to 4.63 percent in the prior year.

The guarantee rates on SBA 7(a) loans range from 50 percent to 90 percent, with the majority of the portfolio having a guarantee rate of 75 percent at origination. The guarantee rates are determined by the SBA and can vary from year to year depending on government funding and the goals of the SBA program. The carrying value of SBA loans held for sale represents the guaranteed portion to be sold into the secondary market. The carrying value of SBA loans held for investment represents the unguaranteed portion, which is the Company's portion of SBA loans originated, reduced by the guaranteed portion that is sold into the secondary market. Approximately \$80.0 million and \$92.2 million in SBA loans were sold but serviced by the Company at December 31, 2015 and December 31, 2014, respectively, and are not included on the Company's balance sheet. There is no direct relationship or correlation between the guarantee percentages and the level of charge-offs and recoveries on the Company's SBA 7(a) loans. Charge-offs taken on SBA 7(a) loans effect the unguaranteed portion of the loan. SBA loans are underwritten to the same credit standards irrespective of the guarantee percentage.

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 LTV ratio on SBA 504 program loans at origination. At December 31, 2015, SBA 504 loans totaled \$29.4 million, a decrease of \$5.0 million from \$34.3 million at December 31, 2014. The yield on SBA 504 loans was 4.66 percent for the year ended December 31, 2015, compared to 4.97 percent in 2014.

Commercial loans are generally made in the Company's marketplace 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 \$465.5 million at December 31, 2015, an increase of \$63.6 million from year end 2014. The yield on commercial loans was 4.98 percent for 2015, compared to 5.10 percent in 2014 due to the low rate environment.

Residential mortgage loans consist of loans secured by 1 to 4 family residential properties. These loans amounted to \$264.5 million at December 31, 2015, an increase of \$43.6 million from year end 2014. Sales of mortgage loans totaled \$94.3 million for 2015. Approximately \$22.9 million of the loans sold were from portfolio, with the remainder consisting of new production. The yield on residential mortgages was 4.49 percent for 2015, compared to 4.53 percent for 2014. Residential mortgage loans maintained in portfolio are generally to individuals that do not qualify for conventional financing. In extending credit to this category of borrowers, the Bank considers other mitigating factors such as credit history, equity and liquid reserves of the borrower. As a result, the residential mortgage loan portfolio of the Bank includes adjustable rate mortgages with rates that exceed the rates on conventional fixed-rate mortgage loan products and yet are not considered high priced mortgages.

Consumer loans consist of home equity loans, construction 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 \$77.1 million at December 31, 2015, an increase of \$18.0 million from December 31, 2014. This increase was generated primarily by consumer construction loans, a new product the Company first offered in 2014. The yield on consumer loans was 4.60 percent for 2015, compared to 4.50 percent for 2014.

There are no concentrations of loans to any borrowers or group of borrowers exceeding 10 percent of the total loan portfolio and 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. During late 2008, the Company withdrew from SBA lending outside of its primary trade area, but continues to offer SBA loan products as an additional credit product within its primary trade area.

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 LTV 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 following table shows the maturity distribution or repricing of the loan portfolio and the allocation of fixed and floating interest rates at December 31, 2015:

December 31 2015

	December 31, 2013													
(In thousands)	One	year or less	One	to five years	Ov	er five years		Total						
SBA loans	\$	47,354	\$	4,174	\$	979	\$	52,507						
SBA 504 loans		4,298		24,161		894		29,353						
Commercial loans														
Commercial other		10,425		14,498		24,409		49,332						
Commercial real estate		35,652		228,374		127,045		391,071						
Commercial real estate construction		7,682		9,558		7,875		25,115						
Total	\$	105,411	\$	280,765	\$	161,202	\$	547,378						
Amount of loans with maturities or repricing dates great	ter thar	n one year:		_		_								
Fixed interest rates							\$	123,460						
Floating or adjustable interest rates								318,507						
Total							\$	441,967						

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

#### **Troubled Debt Restructurings**

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. These concessions typically include reductions in interest rate, extending the maturity of a loan, other modifications of payment terms, or a combination of modifications. When the Company modifies a loan, management evaluates the loan for any possible impairment using either the discounted cash flows method, where the value of the modified loan is based on the present value of expected cash flows, discounted at the contractual interest rate of the original loan agreement, or by using the fair value of the collateral less selling costs. If management determines that the value of the modified loan is less than the recorded investment in the loan, impairment is recognized by segment or class of loan, as applicable, through an allowance estimate or charge-off to the allowance. This process is used, regardless of loan type, and for loans modified as TDRs that subsequently default on their modified terms.

At December 31, 2015, there were seven loans totaling \$3.3 million that were classified as TDRs by the Company and are deemed impaired, compared to nine loans totaling \$6.5 million at December 31, 2014. Nonperforming loans included \$293 thousand of TDRs as of December 31, 2015, compared to \$3.0 million at December 31, 2014. Restructured loans that are placed in nonaccrual status may be removed after six months of contractual payments and evidence of the ability to service the debt going forward. The remaining TDRs are in accrual status since they are performing in accordance with the restructured terms. There are no commitments to lend additional funds on these loans. The following table presents a breakdown of performing and nonperforming TDRs by class as of December 31<sup>st</sup> for the past two years:

	]	Dec	ember 31, 201	5	December 31, 2014						
(In thousands)	Performing TDRs	No	onperforming TDRs		Total TDRs		Performing TDRs	No	onperforming TDRs		Total TDRs
SBA loans held for investment	\$ 431	\$	293	\$	724	\$	441	\$	295	\$	736
SBA 504 loans	1,708		-		1,708		1,769		-		1,769
Commercial real estate	876		-		876		1,338		2,665		4,003
Total	\$ 3,015	\$	293	\$	3,308	\$	3,548	\$	2,960	\$	6,508

Through December 31, 2015, TDRs consisted of interest rate reductions, interest or principal only periods and maturity extensions. There has been no principal forgiveness. The following table shows the types of modifications done to date by class through December 31, 2015 for loans still in the portfolio:

	December 31, 2015											
	5	SBA held for			Con	nmercial real						
(In thousands)		investment		SBA 504		estate		Total				
Type of modification:												
Principal only	\$	9	\$	-	\$	-	\$	9				
Interest only with nominal principal		171		-		-		171				
Interest with extra principal		-		-		876		876				
Previously modified back to original terms		544		1,708		-		2,252				
Total TDRs	\$	724	\$	1,708	\$	876	\$	3,308				

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

#### **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. 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.

Nonperforming assets consist of nonperforming loans and OREO. Nonperforming loans consist of loans that are not accruing interest (nonaccrual loans) as a result of principal or interest being delinquent 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 and still accruing 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 assets and loans past due 90 days or more and still accruing interest at December 31st for the past five years:

(In thousands, except percentages)	2015	2014		2013		2012			2011
Nonperforming by category:									
SBA loans held for investment (1)	\$ 1,764	\$	3,348	\$	2,746	\$	4,633	\$	5,859
SBA 504 loans	518		2,109		1,101		2,562		2,086
Commercial loans	2,164		4,721		4,029		4,445		8,519
Residential mortgage loans	2,224		645		5,727		5,511		6,037
Consumer loans	590		545		1,680		317		268
Total nonperforming loans (2)	\$ 7,260	\$	11,368	\$	15,283	\$	17,468	\$	22,769
OREO	1,591		1,162		633		1,826		3,032
Total nonperforming assets	\$ 8,851	\$	12,530	\$	15,916	\$	19,294	\$	25,801
Past due 90 days or more and still accruing interest:									
SBA loans held for investment	\$ -	\$	161	\$	-	\$	-	\$	246
SBA 504 loans	-		-		-		-		-
Commercial loans	-		7		14		109		1,141
Residential mortgage loans	-		722		5		-		36
Consumer loans	 -		-		-				988
Total past due 90 days or more and still accruing									
interest	\$ -	\$	890	\$	19	\$	109	\$	2,411
Nonperforming loans to total loans	0.82 %	<b>6</b>	1.49 %	6	2.25 %	ó	2.98 %	ó	3.84 %
Nonperforming loans and TDRs to total loans (3)	1.16		1.96		3.35		5.29		6.78
Nonperforming assets to total loans and OREO	0.99		1.64		2.34		3.28		4.33
Nonperforming assets to total assets	 0.82		1.24		1.73		2.35		3.18
(1) Guaranteed SBA loans included above	\$ 288	\$	1,569	\$	540	\$	1,849	\$	939
(2) Nonperforming TDRs included above	293		2,960		467		1,087		3,645
(3) Performing TDRs	 3,015		3,548		7,452		13,576		17,436

Nonperforming loans were \$7.3 million at December 31, 2015, a \$4.1 million decrease from \$11.4 million at year end 2014. Since year end 2014, nonperforming loans in the commercial, SBA and SBA 504 segments decreased, partially offset by an increase in nonperforming loans in the residential mortgage and consumer loan segments. Included in nonperforming loans at December 31, 2015 are approximately \$288 thousand of loans guaranteed by the SBA, compared to \$1.6 million at December 31, 2014. In addition, there were no loans past due 90 days or more and still accruing interest at December 31, 2015, compared to \$890 thousand at December 31, 2014.

OREO properties totaled \$1.6 million at December 31, 2015, an increase of \$429 thousand from \$1.2 million at year end 2014. During 2015, the Company took title to seven properties totaling \$5.1 million that resulted in a charge to the allowance of \$350 thousand. The Company sold nine OREO properties, resulting in a net loss of \$247 thousand on the sales.

The Company also monitors potential problem loans. Potential problem loans are those loans where information about possible credit problems of borrowers causes management to have doubts 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 \$2.3 million at December 31, 2015, a decrease of \$1.2 million from \$3.5 million at December 31, 2014. The decrease is due to the removal of four loans totaling \$1.5 million as well as the payoff of a loan totaling \$1.6 million during the year, partially offset by the addition of three loans totaling \$2.0 million.

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

#### Allowance for Loan Losses and Reserve for 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 individual impaired loans, which have been defined to include all nonperforming loans and TDRs. 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.

When calculating the five-year historical net charge-off rate, the Company weights the past three years more heavily as it believes they are more indicative of future charge-offs. 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 ("charge-off") is to be recognized and charged to the allowance for loan losses as soon as a loan is recognized as uncollectable. All credits which are 90 days past due must be analyzed for the Company's ability to collect on the credit. Once a loss is known to exist, the charge-off approval process is immediately expedited.

The allowance for loan losses totaled \$12.8 million at December 31, 2015, compared to \$12.6 million at December 31, 2014, with resulting allowance to total loan ratios of 1.44 percent and 1.65 percent, respectively. Net charge-offs amounted to \$292 thousand for 2015, compared to \$3.1 million for 2014. The following table is a summary of the changes to the allowance for loan losses for the past five years, including net charge-offs to average loan ratios for each major loan category:

			For the	s ended Decer	December 31,					
(In thousands, except percentages)	2015		2014		2013		2012		2011	
Balance, beginning of year	\$ 12,551	\$	13,141	\$	14,758	\$	16,348	\$	14,364	
Provision charged to expense	500		2,550		2,350		4,000		6,800	
Charge-offs:										
SBA loans held for investment	370		1,053		1,076		1,332		2,348	
SBA 504 loans	589		92		1,193		808		950	
Commercial loans	309		1,037		1,392		3,504		1,809	
Residential mortgage loans	50		740		375		824		215	
Consumer loans	130		593		588		56		177	
Total charge-offs	1,448		3,515		4,624		6,524		5,499	
Recoveries:										
SBA loans held for investment	54		140		250		518		216	
SBA 504 loans	-		-		182		108		77	
Commercial loans	1,052		166		204		306		330	
Residential mortgage loans	49		60		17		-		54	
Consumer loans	 1		9		4		2		6	
Total recoveries	 1,156		375		657		934		683	
Total net charge-offs	 292		3,140		3,967		5,590		4,816	
Balance, end of year	\$ 12,759	\$	12,551	\$	13,141	\$	14,758	\$	16,348	
Selected loan quality ratios:										
Net charge-offs to average loans:										
SBA loans held for investment	0.62 %	<b>6</b>	1.72 %	6	1.36 %	)	1.19 %	)	2.59 %	
SBA 504 loans	1.94		0.27		2.67		1.52		1.50	
Commercial loans	(0.17)		0.23		0.36		1.07		0.52	
Residential mortgage loans	-		0.35		0.23		0.61		0.12	
Consumer loans	0.19		1.14		1.28		0.12		0.33	
Total loans	 0.04		0.44		0.63		0.94		0.79	
Allowance to total loans	1.44		1.65		1.94		2.51		2.76	
Allowance to nonperforming loans	175.74		110.41		85.98		84.49		71.80	

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 the past five years. The allocated allowance is the total of identified specific and general reserves by loan category. The allocation 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.

	_	201:	5	2014		201	3	201	2	2011		
(In thousands, except percentages) Balance applicable to:		Reserve mount	% of loans to total loans	Reserve amount	% of loans to total loans	Reserve amount	% of loans to total loans	Reserve amount	% of loans to total loans	Reserve amount	% of loans to total loans	
SBA loans held for investment	\$	1,961	4.4 % \$	1,883	5.3 % 5	\$ 2,587	7.2 % \$	3,378	10.0 % \$	4,088	10.8 %	
SBA 504 loans		741	3.3	1,337	4.5	957	4.7	1,312	7.1	1,423	9.3	
Commercial loans		6,309	52.3	6,270	52.7	6,840	53.5	7,091	51.3	8,129	47.8	
Residential mortgage loans		2,769	29.8	2,289	29.0	2,132	26.8	1,769	22.5	1,703	22.6	
Consumer loans		817	<b>8.7</b>	667	7.8	573	6.8	524	7.9	536	8.2	
Unallocated		162		105		52		684	<u> </u>	469	<u>-</u>	
Total loans held for investment		12,759	98.5	12,551	99.3	13,141	99.0	14,758	98.8	16,348	98.7	
SBA loans held for sale		-	1.5	-	0.7	-	1.0	-	1.2	_	1.3	
Total loans	\$	12,759	<u>100.0</u> % §	12,551	100.0 %	\$ 13,141	100.0 % \$	14,758	100.0 % \$	16,348	100.0 %	

In addition to the allowance for loan losses, the Company maintains a reserve for unfunded loan commitments that is maintained at a level that management believes is adequate to absorb estimated probable losses. Adjustments to the reserve are made through other expense and applied to the reserve which is maintained in other liabilities. At December 31, 2015, a \$138 thousand commitment reserve was reported on the balance sheet as an "other liability", compared to a \$151 thousand commitment reserve at December 31, 2014.

For additional information on the allowance for loan losses and reserve for unfunded loan commitments, see Note 5 to the Consolidated Financial Statements.

#### **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. The Company continues to focus on establishing a comprehensive relationship with business borrowers, seeking deposits as well as lending relationships.

The following table shows period-end deposits and the concentration of each category of deposits for the past three years:

	 2015		2014		2013			
(In thousands, except percentages)	 Amount	% of total	Amount	% of total	Amount	% of total		
Ending balance:								
Noninterest-bearing demand deposits	\$ 185,267	20.7 % \$	152,785	19.2 % \$	136,035	18.4 %		
Interest-bearing demand deposits	130,605	14.6	128,875	16.2	130,806	17.7		
Savings deposits	301,447	33.7	300,348	37.9	266,503	36.1		
Time deposits	277,174	31.0	212,333	26.7	205,354	27.8		
Total deposits	\$ 894,493	100.0 % \$	794,341	100.0 % \$	738,698	100.0 %		

Total deposits increased \$100.2 million to \$894.5 million at December 31, 2015, from \$794.3 million at December 31, 2014. This increase in deposits was due to increases of \$64.8 million, \$32.5 million, \$1.7 million and \$1.1 million in time deposits, noninterest-bearing demand deposits, interest-bearing demand deposits and savings deposits, respectively.

The Company's deposit composition at December 31, 2015, consisted of 33.7 percent savings deposits, 31.0 percent time deposits, 20.7 percent noninterest-bearing demand deposits and 14.6 percent interest-bearing demand deposits. This shift in deposit mix from December 31, 2014 reflects a 4.3 percent increase in time deposits, a 1.5 percent increase in noninterest-bearing demand deposits, offset by a 4.2 percent decrease in savings deposits, and a 1.6 percent decrease in interest-bearing deposits.

The increase in time deposits was primarily due to new CD promotions. The increase in noninterest-bearing demand deposits is attributable to growth in commercial customer relationships. Total municipal deposits increased \$22.8 million from prior year end, with municipal savings and time deposits increasing.

The following table shows average deposits and the concentration of each category of deposits for the past three years:

		For the years ended December 31,												
	_	2015		2014		2013								
(In thousands, except percentages)  Average balance:			% of total	Amount	% of total	Amount	% of total							
Noninterest-bearing demand deposits	\$	172,172	20.7 % \$	144,310	19.0 % \$	130,768	19.4 %							
Interest-bearing demand deposits		126,876	15.3	125,706	16.6	118,289	17.6							
Savings deposits		290,848	35.1	274,395	36.1	277,891	41.3							
Time deposits		240,132	28.9	214,984	28.3	146,115	21.7							
Total deposits	\$	830,028	100.0 % \$	759,395	100.0 % \$	673,063	100.0 %							

For additional information on deposits, see Note 8 to the Consolidated Financial Statements.

#### **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 collateralize the borrowings from the FHLB, while investment securities are pledged against the repurchase agreements.

Borrowed funds and subordinated debentures totaled \$107.5 million and \$140.5 million at December 31, 2015 and December 31, 2014, respectively, and are broken down in the following table:

(In thousands)	<b>December 31, 2015</b>	December 31, 2014			
FHLB borrowings:					
Fixed rate advances	\$ 50,000	\$ 60,000			
Adjustable rate advances	20,000	-			
Overnight advances	7,000	50,000			
Other repurchase agreements	15,000	15,000			
Subordinated debentures	15,465	15,465			
Total borrowed funds and subordinated debentures	\$ 107,465	\$ 140,465			

The Bank had two \$10 million FHLB borrowings at rates of 4.03% and 4.19%, maturing on November 2, 2016 and December 15, 2016, respectively. The FHLB offered to modify the Bank's borrowings. On October 27, 2015, the \$10 million FHLB advance with a rate of 4.03% was modified into a 5 year no-call 1 year (callable quarterly) at a rate of 2.02%. On October 27, 2015, the \$10 million FHLB advance with a rate of 4.19% was modified into a 5 year no-call 1 year (callable quarterly) at a rate of 2.15%.

Subsequent to December 31, 2015, the Company repaid \$5.1 million of the subordinated debentures balance shown above.

In December 2015, the FHLB issued a \$60 million municipal deposit letter of credit in the name of Unity Bank naming the NJ Department of Banking and Insurance as beneficiary. The letter of credit will take the place of securities previously pledged to the state for the Bank's municipal deposits.

At December 31, 2015, the Company had \$55.7 million of additional credit available at the FHLB. Pledging additional collateral in the form of 1 to 4 family residential mortgages or investment securities can increase the line with the FHLB.

For additional information on borrowed funds and subordinated debentures, see Note 9 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 Risk Management Committee ("RMC") manages this risk. The principal objectives of RMC 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. The RMC 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 exceeds the amount of liabilities repricing. Conversely, a gap is considered negative when the amount of interest rate-sensitive 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 31, 2015. 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, except percentages)  Assets:	_	Under six months	t	Six months through one year	•	fore than one year through aree years	th	fore than aree years through ive years	fi	Iore than ive years through en years	t	fore than en years and not repricing	_	Total
Cash and due from banks	\$	-	\$	-	\$	-	\$	-	\$	-	\$	22,681	\$	22,681
Federal funds sold and interest-bearing deposits		65,476		-		-		-		-		-		65,476
Federal Home Loan Bank stock		-		-		-		-		-		4,600		4,600
Securities		15,494		4,518		15,671		13,713		13,703		8,237		71,336
Loans		218,715		70,367		250,594		209,420		114,285		25,577		888,958
Other assets		<u>-</u>										31,815		31,815
Total assets	\$	299,685	\$	74,885	\$	266,265	\$	223,133	\$	127,988	\$	92,910	\$	1,084,866
Liabilities and shareholders' equity:														
Noninterest-bearing demand deposits	\$	-	\$	-	\$	-	\$	-	\$	-	\$	185,267	\$	185,267
Savings and interest-bearing demand deposits		204,745		-		62,068		82,443		82,796		-		432,052
Time deposits		67,335		62,504		62,589		84,690		56		-		277,174
Borrowed funds and subordinated debentures		42,000		-		45,000		20,000		-		465		107,465
Other liabilities		-		-		-		-		-		4,438		4,438
Shareholders' equity		<u>-</u>								_		78,470		78,470
Total liabilities and shareholders' equity	\$	314,080	\$	62,504	\$	169,657	\$	187,133	\$	82,852	\$	268,640	\$	1,084,866
Gap		(14,395)		12,381		96,608		36,000		45,136		(175,730)		
Cumulative gap		(14,395)		(2,014)		94,594		130,594		175,730		-		
Cumulative gap to total assets		(1.3)%	6	(0.2)	6 <u></u>	8.7	6 <u></u>	12.0 9	%	16.2	%	_9	6	

At December 31, 2015, there was a six-month liability-sensitive gap of \$14.4 million and a one-year liability-sensitive gap of \$2.0 million, as compared to liability-sensitive gaps of \$55.1 million and \$20.0 million at December 31, 2014. The six-month and one-year cumulative gap to total assets ratios were within the Board-approved guidelines of  $\pm$ 0 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 the RMC to correct the imbalance. Simulations are typically created over a 12 to 24 month time horizon. At December 31, 2015, these simulations show that with a 200 basis point rate increase over a 12 month period, net interest income would increase by approximately \$480 thousand, or 1.3 percent. A 200 basis point rate decline over a 12 month period would decrease net interest income by approximately \$1.3 million or 3.5 percent. These variances in net interest income are within the Board-approved guidelines of +/- 10 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. Results falling outside prescribed ranges require action by the RMC. The Company's variance in the economic value of equity with rate shocks of 200 basis points is a decline of 7.8 percent in a rising rate environment and a decrease of 8.2 percent in a falling rate environment at December 31, 2015. At December 31, 2014, the Company's variance in the economic value of equity with rate shocks of 200 basis points is a decline of 7.4 percent in a rising rate environment and a decrease of 10.5 percent in a falling rate environment. The variance in the EVPE at December 31, 2015 and 2014 were within the Board-approved guidelines in place at the time of +/- 20 percent.

#### Liquidity

#### Consolidated Bank Liquidity

Liquidity measures the ability to satisfy current and future cash flow needs as they become due. A bank's liquidity reflects its ability to meet loan demand, to accommodate possible outflows in deposits and to take advantage of interest rate opportunities in the marketplace. The Company's liquidity is monitored by management and the Board of Directors through a Risk Management Committee ("RMC"), which reviews historical funding requirements, the current liquidity position, sources and stability of funding, marketability of assets, options for attracting additional funds, and anticipated future funding needs, including the level of unfunded commitments. The goal is to maintain sufficient asset-based liquidity to cover potential funding requirements in order to minimize dependence on volatile and potentially unstable funding markets.

The principal sources of funds at the Bank are deposits, scheduled amortization and prepayments of investment and loan principal, sales and maturities of investment securities, additional borrowings and funds provided by operations. While scheduled loan payments and maturing investments are relatively predictable sources of funds, deposit inflows and outflows and loan prepayments are greatly influenced by general interest rates, economic conditions and competition. The Consolidated Statement of Cash Flows provides detail on the Company's sources and uses of cash, as well as an indication of the Company's ability to maintain an adequate level of liquidity. As the Consolidated Bank comprises the majority of the assets of the Company, this Consolidated Statement of Cash Flows is indicative of the Consolidated Bank's activity. At December 31, 2015, the balance of cash and cash equivalents was \$88.2 million, a decrease of \$41.7 million from December 31, 2014. A discussion of the cash provided by and used in operating, investing and financing activities follows.

Operating activities provided \$3.0 million and \$11.7 million in net cash for the years ended December 31, 2015 and 2014. The primary sources of funds were net income from operations and adjustments to net income, such as the proceeds from the sale of mortgage and SBA loans held for sale, partially offset by originations of mortgage and SBA loans held for sale.

Investing activities used \$110.7 million and \$60.4 million in net cash for the years ended December 31, 2015 and 2014, respectively. Cash was primarily used to fund new loans, purchase FHLB stock, securities and equipment, partially offset by cash inflows from proceeds from the redemption of FHLB stock, maturities and pay downs on securities and proceeds from the sale of securities and OREO.

- · Securities. The Consolidated Bank's available for sale investment portfolio amounted to \$52.6 million and \$59.9 million at December 31, 2015 and December 31, 2014, respectively. This excludes the Parent Company's securities discussed under the heading "Parent Company Liquidity" below. Projected cash flows from securities over the next twelve months are \$10.4 million.
- · Loans. The SBA loans held for sale portfolio amounted to \$13.1 million and \$5.2 million at December 31, 2015 and December 31, 2014, respectively. Sales of these loans provide an additional source of liquidity for the Company.
- Outstanding Commitments. The Company was committed to advance approximately \$138.3 million to its borrowers as of December 31, 2015, compared to \$150.9 million at December 31, 2014. At December 31, 2015, \$51.3 million of these commitments expire within one year, compared to \$74.1 million at December 31, 2014. The Company had \$1.8 million and \$1.5 million in standby letters of credit at December 31, 2015 and December 31, 2014, respectively, which are included in the commitments amount noted above. 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.

Financing activities provided \$66.0 million and \$79.1 million in net cash for the years ended December 31, 2015 and 2014, respectively, primarily due to an increase in the Company's deposits and borrowings, partially offset by the Company's repayment of borrowings.

- Deposits. As of December 31, 2015, deposits included \$112.7 million of Government deposits, as compared to \$89.8 million at year end 2014. 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 \$94.2 million of deposits from eleven municipalities. The withdrawal of these deposits, in whole or in part, would not create a liquidity shortfall for the Company.
- Borrowed Funds. Total FHLB borrowings amounted to \$77.0 million and \$110.0 million as of December 31, 2015 and 2014, respectively. Third party repurchase agreements totaled \$15.0 million as of both December 31, 2015 and December 31, 2014. As a member of the Federal Home Loan Bank of New York ("FHLB"), the Company can borrow additional funds based on the market value of collateral pledged. At December 31, 2015, pledging provided an additional \$55.7 million in borrowing potential from the FHLB. In addition, the Company can pledge additional collateral in the form of 1 to 4 family residential mortgages or investment securities to increase this line with the FHLB.

#### Parent Company Liquidity

The Parent Company's cash needs are funded by dividends paid by the Bank. Other than its investment in the Bank and Unity Statutory Trusts II and III, the Parent Company does not actively engage in other transactions or business. Only expenses specifically for the benefit of the Parent Company are paid using its cash, which typically includes the payment of operating expenses.

At December 31, 2015, the Parent Company had \$466 thousand in cash and cash equivalents and \$216 thousand in investment securities valued at fair market value, compared to \$198 thousand in cash and cash equivalents and \$197 thousand in investment securities at December 31, 2014. The decrease in cash and cash equivalents at the Parent Company was primarily due to cash dividends paid on common stock.

#### Off-Balance Sheet Arrangements and Contractual Obligations

The following table shows the amounts and expected maturities or payment periods of off-balance sheet arrangements and contractual obligations as of December 31, 2015:

	One year		One to		Three to			Over	
(In thousands)	or less		three years		five years		five years		Total
Off-balance sheet arrangements:									
Standby letters of credit	\$	1,842	\$	-	\$	-	\$	-	\$ 1,842
Contractual obligations:									
Time deposits		129,839		62,589		84,690		56	277,174
Borrowed funds and subordinated debentures		27,000		45,000		20,000		15,465	107,465
Operating lease obligations		691		1,072		-		-	1,763
Purchase obligations		1,373		114		-		_	 1,487
Total off-balance sheet arrangements and contractual obligations	\$	160,745	\$	108,775	\$	104,690	\$	15,521	\$ 389,731

Standby letters of credit represent guarantees of payment issued by the Bank on behalf of a client that is used as "payment of last resort" should the client fail to fulfill a contractual commitment with a third party. Standby letters of credit are typically short-term in duration, maturing in one year or less.

Time deposits have stated maturity dates. For additional information on time deposits, see Note 8 to the Consolidated Financial Statements.

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. For additional information on borrowed funds and subordinated debentures, see Note 9 to the Consolidated Financial Statements.

Operating leases represent obligations entered into by the Company for the use of land and premises. The leases generally have escalation terms based upon certain defined indexes. Subsequent to December 31, 2015, the Company purchased its headquarters for \$4.1 million. This will reduce the operating lease obligations shown above by \$355 thousand in the one year or less period and \$830 thousand in the one to three years period. For additional information on the Company's operating leases, see Note 10 to the Consolidated Financial Statements.

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 and ATM service agreements.

#### **Capital Adequacy**

A significant measure of the strength of a financial institution is its capital base. Shareholders' equity increased \$8.3 million to \$78.5 million at December 31, 2015 compared to \$70.1 million at December 31, 2014, primarily due to net income of \$9.6 million. Other items impacting shareholders' equity included \$1.1 million in dividends paid on common stock, \$509 thousand from the issuance of common stock under employee benefit plans, \$448 thousand in adjustments related to the defined benefit plan and \$145 thousand in unrealized losses on securities available for sale. 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.

For additional information on shareholders' equity, see Note 12 to the Consolidated Financial Statements.

Federal regulators have classified and defined capital into the following components: (1) tier 1 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, certain qualifying long-term debt, preferred stock and hybrid instruments which do not qualify as tier 1 capital. Minimum capital levels are regulated by risk-based capital adequacy guidelines, which require the Company and the 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 1 capital as a percentage of risk-weighted 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 1 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 1 to 2 percentage points higher. The Company is subject to similar requirements on a consolidated basis.

The following table summarizes the Company's and the Bank's risk-based capital and leverage ratios at December 31, 2015 and 2014, as well as the minimum regulatory capital ratios required for the Bank to be deemed "well-capitalized." The Company's capital amounts and ratios reflect the capital decreases described above.

			Adequately capitalized	Well- capitalized
Company	December 31, 2015	December 31, 2014	requirements	requirements
Leverage ratio	8.82 %	8.71 %	4.00 %	N/A
Common equity Tier 1 capital (CET1)	9.37	N/A	4.50	N/A
Tier I risk-based capital ratio	11.18	11.57	6.00	N/A
Total risk-based capital ratio	12.43	12.83	8.00	N/A

			Adequately capitalized	Well- capitalized
Bank	<b>December 31, 2015</b>	December 31, 2014	requirements	requirements
Leverage ratio	7.95 %	7.80 %	4.00 %	5.00 %
Common equity Tier 1 capital (CET1)	10.08	N/A	4.50	6.50
Tier I risk-based capital ratio	10.08	10.37	6.00	8.00
Total risk-based capital ratio	12.36	12.80	8.00	10.00

For additional information on regulatory capital, see Note 17 to the Consolidated Financial Statements.

Under regulations adopted in 2013 by the Board of Governors of the Federal Reserve System implementing Basel III, the Company and the Bank will face higher capital requirements in the future. See Item 1. Business – Supervision and Regulation in the Company's Annual Report on Form 10-K.

#### **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 1A - Risk Factors" in the Company's Annual Report on Form 10-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 ("GAAP"). 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 1 to the Company's Audited Consolidated Financial Statements for the year ended December 31, 2015, 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 other-than-temporary impairment on securities, servicing assets, allowance for loan losses, and income taxes involve a higher degree of complexity and require 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.

#### **Other-Than-Temporary Impairment**

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-than-temporary 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: (1) 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, the intent to sell a security or whether it is more likely than not the security will be required to be sold before the recovery of its amortized cost which, in some cases, may extend to maturity and for equity securities, the ability and intent to hold the security for a forecasted period of time that allows for the recovery in value.

Management assesses its intent to sell or whether it is more likely than not that it 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. For debt securities where management has the intent to sell, the amount of the impairment is reflected in earnings as realized losses.

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 3 to the Consolidated Financial Statements.

#### **Servicing Assets**

Servicing assets represent the estimated fair value of retained servicing rights, net of servicing costs, at the time loans are sold. Servicing assets are amortized 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 4 to the Consolidated Financial Statements.

#### 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 and TDRs and 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 judgments about information available at the time of the 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 on the allowance for loan losses and unfunded loan commitments, see Note 5 to the Consolidated Financial Statements.

#### 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 15 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 2013 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 31, 2015.

Pursuant to the rules of the Securities and Exchange Commission, management's assessment of the effectiveness of our internal control over financial reporting as of December 31, 2015 has not been attested to by RSM US LLP, the independent registered public accounting firm that audited the Company's Consolidated Financial Statements for the year ended December 31, 2015, as stated in their report which is included herein.

/s/ James A. Hughes
James A. Hughes
President and Chief Executive Officer

/s/ Alan J. Bedner

Alan J. Bedner Executive Vice President and Chief Financial Officer

# Report of Independent Registered Public Accounting Firm

To the Board of Directors and Shareholders Unity Bancorp, Inc.

We have audited the accompanying Consolidated Balance Sheets of Unity Bancorp, Inc. and subsidiaries ("the Company") as of December 31, 2015 and 2014, and the related Consolidated Statements of Income, Comprehensive Income, 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. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, 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 31, 2015 and 2014, and the results of their operations and their cash flows for the years then ended, in conformity with U.S. generally accepted accounting principles.

/s/ RSM US LLP RSM US LLP

Blue Bell, Pennsylvania March 4, 2016

# **Consolidated Balance Sheets**

Federal funds sold and interest-bearing deposits         65,476         100.4           Cash and cash equivalents         88,157         129,8           Securitics available for sale         52,865         60,0           Securitics available for sale         71,336         80,0           Courtices         71,336         80,0           Loans         88,157         13,114         5,1°           SBA loans held for sale         13,114         5,1°         51,2°           SBA Joans held for investment         39,393         40,4           SBA 504 loans         29,353         34,3           Commercial loans         465,518         401,9           Residential mortgage loans         264,523         20,8           Consumer loans         77,057         59,0           Total loans         88,958         761,8           Allowance for loan losses         161,719         11,51           Net Joans         876,199         749,2           Premises and equipment, net         15,171         15,2           Bank owned life insurance         13,381         13,0           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,600         6,0	(In thousands)	Dece	mber 31, 2015	<u>De</u>	ecember 31, 2014
Federal funds sold and interest-bearing deposits					
Cash and cash equivalents   Securities   Securities available for sale   Securities available for sale   Securities available for sale   Securities available for sale   Securities   Sec		\$		\$	
Securities         52,865         60,00           Securities held to maturity (fair value of \$18,607 and \$20,281 in 2015 and 2014, respectively)         18,471         20,00           Total securities         71,336         80,00           Loans:         "13,114         5,17           SBA loans held for sale         13,114         5,17           SBA Joans held for investment         39,393         40,48           SBA 504 loans         29,353         34,33           Commercial loans         465,518         401,9           Residential mortgage loans         264,523         20,88           Consumer loans         77,957         59,0           Total loans         888,958         761,8           Allowance for loan losses         88,758         761,8           Allowance for loan losses         876,199         749,2           Premises and equipment, net         15,171         15,2           Bank owned life insurance         13,381         13,0           Deferred tax assets         5,068         5,8           Federal Home Loan Bank stock         4,600         6.0           Accrued interest receivable         3,84         3,5           Other assets         3,06         1,516					100,470
Securities available for sale         52,865         60,00           Securities held to maturity (fair value of \$18,607 and \$20,281 in 2015 and 2014, respectively)         71,336         80,00           Total securities         71,336         80,00           SBA loans held for sale         13,114         5,1°           SBA loans held for investment         39,393         40,4           SBA 504 loans         29,353         34,3°           Commercial loans         465,518         401,9           Residential mortgage loans         264,523         220,8°           Consumer loans         77,057         59,00           Total loans         876,199         749,2°           Allowance for loan losses         (12,759)         (12,5           Allowance dujujment net         15,171         15,2           Bank owned life insurance         13,381         13,0           Deferred tax assets         5,968         5,8           Ederal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other rael estate owned         1,516         1,5           Goodwill and other intangibles         1,516         1,5           Other assets         3,063	-		88,157		129,821
Securities held to maturity (fair value of \$18,607 and \$20,281 in 2015 and 2014, respectively)         18,471         20,00           Total securities         71,336         80,00           Loans:         SBA loans held for sale         13,114         5,17           SBA loans held for investment         30,303         340,41           SBA 504 loans         20,353         343,31           Commercial loans         465,518         401,9           Residential mortgage loans         264,523         220,8           Consumer loans         77,057         59,00           Total loans         888,958         761,8           Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,2           Premises and equipment, net         15,171         15,2           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,1           Goodwill and other intangibles         1,51         1,5           Other assets         3,063					
Total securities			52,865		60,073
Loans:         SBA loans held for sale         13,114         5,17           SBA loans held for investment         39,393         40,44           SBA 504 loans         29,353         34,33           Commercial loans         264,523         220,85           Residential mortgage loans         264,523         220,85           Consumer loans         77,057         59,00           Total loans         888,958         761,8           Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,22           Premises and equipment, net         15,171         15,2           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other assets         3,063         3,2           Other assets         3,063         3,2           Total assets         \$ 1,084,866         \$ 1,084,7           Itabilities         \$ 1,084,866         \$ 1,084,7           Noninterest-bearing demand         130,605         12,88           Savings					20,009
SBA loans held for sale         31,114         5.1°           SBA loans held for investment         39,303         40,4           SBA 50 loans         29,353         34,3           Commercial loans         465,518         401,9           Residential mortgage loans         264,523         220,8           Consumer loans         77,057         59,0           Total loans         888,958         761.8           Allowance for loan losses         (12,759)         (12,5           Net loans         876,199         749,2           Premises and equipment, net         15,171         15,2           Bank owned life insurance         13,381         13,0           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,660         6.0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,516         1,5           Total assets         1,08,2	Total securities		71,336		80,082
SBA loans held for investment         39,393         40,4           SBA 504 loans         29,353         34,3           Commercial loans         465,518         401,9           Residential mortgage loans         264,523         220,8           Consumer loans         77,057         59,0           Total loans         888,958         761,8           Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,2           Pemises and equipment, net         15,171         15,2           Bank owned life insurance         13,381         13,0           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,516         1,5           Other assets         3,063         3,22           Total assets         1,084,866         1,008,7           LIABILITIES AND SHAREHOLDERS' EQUITY         1         1           Liabilities:         2         1,084,86         1           Deposits         1         1,064,96         1,52,7           Interest-bearing demand					
SBA 504 loans         29,353         34,34           Commercial loans         465,518         401,9           Residential mortgage loans         264,523         220,8           Consumer loans         77,057         59,00           Total loans         888,958         761,8           Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,2           Premises and equipment, net         15,171         15.2           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,1           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,2           Total assets         1,084,866         \$ 1,008,7           LIABILITIES AND SHAREHOLDERS' EQUITY         Liabilities:           Deposits         Noninterest-bearing demand         18,52,67         152,7           Interest-bearing demand         130,605         128,8           Savings			,		5,179
Commercial loans         465,518         401,9           Residential mortgage loans         264,523         220,8           Consumer loans         77,057         59,0           Total loans         888,958         761,8           Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,2           Premises and equipment, net         15,171         15,2           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,1           Goodwill and other intangibles         1,591         1,51           Other assets         3,063         3,2           Total assets         \$ 1,084,866         \$ 1,008,7           LIABILITIES AND SHAREHOLDERS' EQUITY         Liabilities         1           Liabilities         \$ 1,004,30         \$ 185,267         \$ 152,7           Interest-bearing demand         13,663         13,41         300,3           Time, under \$100,000         134,68         113,1         <					40,401
Residential mortgage loans         264,523         220,8           Consumer loans         77,957         59,00           Total loans         888,958         761,8           Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,22           Premises and equipment, net         15,171         15,22           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,88           Federal Home Loan Bank stock         4,600         6,00           Accrued interest receivable         3,884         3,5           Other real estate owned         1,516         1,5           Goodwill and other intangibles         1,516         1,5           Other real estate owned         1,581         1,5           Other real estate owned         1,5         1,5           Total assets			,		34,322
Consumer loans         77,057         59,00           Total loans         888,958         761,8           Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,2           Premises and equipment, net         15,171         15,2           Bank owned life insurance         13,381         13,08           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,10           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,22           Total assets         \$ 1,084,866         \$ 1,008,7           LABILITIES AND SHAREHOLDERS' EQUITY         Liabilities:           Deposits:         Noninterest-bearing demand         130,605         22,88           Savings         301,447         300,3         128,88           Savings         301,447         300,3         134,468         113,1           Time, s100,000 and over, under \$250,000         134,468         113,1         15,0           Time, \$250,000 and over			465,518		401,949
Total loans         888,958         761.8           Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,22           Premises and equipment, net         15,171         15,22           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,86           Federal Home Loan Bank stock         4,600         6,00           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,16           Other assets         3,063         3,22           Other assets         3,063         3,22           Ital assets         1,084,866         1,008,79           LIABILITIES AND SHAREHOLDERS'EQUITY         Liabilities:         Value         Value           Deposits:         Voninterest-bearing demand         130,605         128,8         32,97           Interest-bearing demand         130,605         128,8         32,01         134,468         113,1         31,003,3         11,006,305         128,8         32,01         32,27         11,006,305         128,8         32,01         32,02         125,00         125,00         10,00,00         10,00,00         <	<u> </u>		264,523		220,878
Allowance for loan losses         (12,759)         (12,55)           Net loans         876,199         749,22           Pemises and equipment, net         15,171         15,22           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,86           Federal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,1           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,2           Total assets         1,084,866         1,008,7           LABILITIES AND SHAREHOLDERS' EQUITY         1         1           Liabilities:         1         1,008,008         1           Deposits:         Noninterest-bearing demand         130,605         128,8           Savings         301,447         300,3           Time, under \$100,000         134,468         113,1           Time, \$100,000 and over, under \$250,000         104,106         81,5           Time, \$250,000 and over         38,600         17,6           Total deposits         894,493         794,3	Consumer loans		77,057		59,096
Net loans         876,199         749,22           Premises and equipment, net         15,171         15,271           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,8           Federal Home Loan Bank stock         4,600         6,0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,1           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,2           Total assets         \$ 1,084,866         \$ 1,008,79           LIABILITIES AND SHAREHOLDERS' EQUITY         Liabilities:           Deposits:         \$ 185,267         \$ 152,77           Interest-bearing demand         \$ 130,605         128,8           Savings         301,447         300,3           Time, under \$100,000         134,468         113,1           Time, \$100,000 and over, under \$250,000         104,106         81,5           Time, \$250,000 and over         38,600         17,66           Total deposits         \$ 92,000         125,00           Borrowed funds         \$ 92,000         125,00           Subordinated debentures	Total loans		888,958		761,825
Premises and equipment, net         15,171         15,22           Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,88           Federal Home Loan Bank stock         4,600         6,00           Accrued interest receivable         3,884         3,5           Other real estate owned         1,516         1,5           Other assets         3,063         3,22           Other assets         3,063         3,22           Total assets         1,084,866         1,008,75           LABILITIES AND SHAREHOLDERS' EQUITY         1         1           Liabilities:         5         152,77         152,77           Interest-bearing demand         \$ 185,267         \$ 152,78         152,78           Interest-bearing demand         \$ 130,605         128,88         133,147         300,3         134,468         113,1         131,1	Allowance for loan losses		(12,759)		(12,551)
Bank owned life insurance         13,381         13,00           Deferred tax assets         5,968         5,86           Federal Home Loan Bank stock         4,600         6.0           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,11           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,22           Total assets         \$1,084,866         \$1,008,75           LIABILITIES AND SHAREHOLDERS' EQUITY         Liabilities:           Deposits:         ***         ***           Noninterest-bearing demand         \$185,267         \$152,7           Interest-bearing demand         \$134,665         128,8           Savings         301,447         300,3           Time, under \$100,000         134,468         113,1           Time, \$100,000 and over, under \$250,000         104,106         81,5           Time, \$250,000 and over         38,600         17,6           Total deposits         \$94,493         794,3           Borrowed funds         \$2,000         125,00           Subordinated debentures         15,465         15,4           Accrued interest payable         <	Net loans		876,199		749,274
Deferred tax assets         5,968         5,868           Federal Home Loan Bank stock         4,600         6,00           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,151           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,2           Total assets         \$ 1,084,866         \$ 1,008,75           LIABILITIES AND SHAREHOLDERS' EQUITY         * ***********************************	Premises and equipment, net		15,171		15,231
Federal Home Loan Bank stock         4,600         6,00           Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,16           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,2           Total assets         \$ 1,084,866         \$ 1,008,75           LIABILITIES AND SHAREHOLDERS' EQUITY         Total interest-bearing demand         \$ 185,267         \$ 152,75           Interest-bearing demand         \$ 185,267         \$ 152,75           Interest-bearing demand         130,605         128,8           Savings         301,447         300,3           Time, under \$100,000         134,468         113,1           Time, \$100,000 and over, under \$250,000         114,106         81,5           Time, \$250,000 and over         38,600         17,6           Total deposits         894,493         794,3           Borrowed funds         92,000         125,0           Subordinated debentures         15,465         15,44           Accrued expenses and other liabilities         3,977         3,33           Total liabilities         3,977         3,33           Common stock, no par value, 12,500 shares autho	Bank owned life insurance		13,381		13,001
Accrued interest receivable         3,884         3,5           Other real estate owned         1,591         1,16           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,2°           Total assets         1,084,866         \$ 1,008,7°           LIABILITIES AND SHAREHOLDERS' EQUITY         Tuber of the standard o	Deferred tax assets		5,968		5,860
Other real estate owned         1,591         1,10           Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,22           Total assets         \$ 1,084,866         \$ 1,008,73           LIABILITIES AND SHAREHOLDERS' EQUITY         SUBSTANCE OF STANCE OF	Federal Home Loan Bank stock		4,600		6,032
Goodwill and other intangibles         1,516         1,5           Other assets         3,063         3,22           Total assets         1,084,866         1,008,73           LIABILITIES AND SHAREHOLDERS' EQUITY           Liabilities:           Poeposits:           Noninterest-bearing demand         185,267         152,73           Interest-bearing demand         130,605         128,83           Savings         301,447         300,3           Time, under \$100,000         134,468         113,1           Time, \$100,000 and over, under \$250,000         104,106         81,5           Time, \$250,000 and over         38,600         17,60           Total deposits         894,493         794,3           Borrowed funds         92,000         125,00           Subordinated debentures         15,465         15,465           Accrued interest payable         461         44           Accrued expenses and other liabilities         3,977         3,3           Total liabilities         1,006,396         938,60           Shareholders' equity:         Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	Accrued interest receivable		3,884		3,518
Other assets         3,063         3,22           Total assets         1,084,866         \$ 1,008,75           LIABILITIES AND SHAREHOLDERS' EQUITY         Liabilities:           Deposits:         Noninterest-bearing demand         \$ 185,267         \$ 152,75           Interest-bearing demand         130,605         128,85           Savings         301,447         300,35           Time, under \$100,000         134,468         113,1           Time, \$100,000 and over, under \$250,000         104,106         81,55           Time, \$250,000 and over         38,600         17,66           Total deposits         894,493         794,3           Borrowed funds         92,000         125,00           Subordinated debentures         15,465         15,46           Accrued interest payable         461         4           Accrued expenses and other liabilities         3,977         3,33           Total liabilities         1,006,396         938,60           Shareholders' equity:         Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding         10,000,396	Other real estate owned		1,591		1,162
Total assets         \$ 1,084,866         \$ 1,008,75           LIABILITIES AND SHAREHOLDERS' EQUITY           Liabilities:           Deposits:           Noninterest-bearing demand         \$ 185,267         \$ 152,75           Interest-bearing demand         130,605         128,88           Savings         301,447         300,3           Time, under \$100,000         134,468         113,1           Time, \$250,000 and over, under \$250,000         104,106         81,5           Time, \$250,000 and over         38,600         17,66           Total deposits         894,493         794,3           Borrowed funds         92,000         125,00           Subordinated debentures         15,465         15,465           Accrued interest payable         461         4           Accrued expenses and other liabilities         3,977         3,33           Total liabilities         1,006,396         938,66           Shareholders' equity:         Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding         4	Goodwill and other intangibles		1,516		1,516
LIABILITIES AND SHAREHOLDERS' EQUITY         Liabilities:       Deposits:         Noninterest-bearing demand       185,267       \$ 152,73         Interest-bearing demand       130,605       128,8         Savings       301,447       300,3         Time, under \$100,000       134,468       113,1         Time, \$100,000 and over, under \$250,000       104,106       81,5.5         Total deposits       894,493       794,3         Borrowed funds       92,000       125,00         Subordinated debentures       15,465	Other assets		3,063		3,291
Liabilities:         Deposits:       Noninterest-bearing demand       \$ 185,267 \$ 152,76         Interest-bearing demand       130,605       128,86         Savings       301,447       300,36         Time, under \$100,000       134,468       113,1         Time, \$100,000 and over, under \$250,000       104,106       81,55         Time, \$250,000 and over       38,600       17,66         Total deposits       894,493       794,36         Borrowed funds       92,000       125,00         Subordinated debentures       15,465       15,46         Accrued interest payable       461       44         Accrued expenses and other liabilities       3,977       3,33         Total liabilities       1,006,396       938,60         Shareholders' equity:       Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding       100,000	Total assets	\$	1,084,866	\$	1,008,788
Deposits:       Noninterest-bearing demand       \$ 185,267       \$ 152,75         Interest-bearing demand       130,605       128,85         Savings       301,447       300,35         Time, under \$100,000       134,468       113,11         Time, \$100,000 and over, under \$250,000       104,106       81,55         Time, \$250,000 and over       38,600       17,60         Total deposits       894,493       794,35         Borrowed funds       92,000       125,00         Subordinated debentures       15,465       15,46         Accrued interest payable       461       4         Accrued expenses and other liabilities       3,977       3,33         Total liabilities       1,006,396       938,60         Shareholders' equity:       Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	LIABILITIES AND SHAREHOLDERS' EQUITY				
Noninterest-bearing demand       \$ 185,267       \$ 152,78         Interest-bearing demand       130,605       128,88         Savings       301,447       300,33         Time, under \$100,000       134,468       113,1         Time, \$100,000 and over, under \$250,000       104,106       81,5         Time, \$250,000 and over       38,600       17,60         Total deposits       894,493       794,3         Borrowed funds       92,000       125,00         Subordinated debentures       15,465       15,46         Accrued interest payable       461       4         Accrued expenses and other liabilities       3,977       3,33         Total liabilities       1,006,396       938,60         Shareholders' equity:       Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding       15,465	Liabilities:				
Interest-bearing demand       130,605       128,8°         Savings       301,447       300,3°         Time, under \$100,000       134,468       113,1°         Time, \$100,000 and over, under \$250,000       104,106       81,5°         Time, \$250,000 and over       38,600       17,6°         Total deposits       894,493       794,3°         Borrowed funds       92,000       125,0°         Subordinated debentures       15,465       15,46         Accrued interest payable       461       4°         Accrued expenses and other liabilities       3,977       3,3°         Total liabilities       1,006,396       938,6°         Shareholders' equity:         Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	Deposits:				
Interest-bearing demand       130,605       128,8°         Savings       301,447       300,3°         Time, under \$100,000       134,468       113,1°         Time, \$100,000 and over, under \$250,000       104,106       81,5°         Time, \$250,000 and over       38,600       17,6°         Total deposits       894,493       794,3°         Borrowed funds       92,000       125,0°         Subordinated debentures       15,465       15,46         Accrued interest payable       461       4°         Accrued expenses and other liabilities       3,977       3,3°         Total liabilities       1,006,396       938,6°         Shareholders' equity:         Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	Noninterest-bearing demand	\$	185,267	\$	152,785
Savings       301,447       300,34         Time, under \$100,000       134,468       113,1         Time, \$100,000 and over, under \$250,000       104,106       81,5         Time, \$250,000 and over       38,600       17,66         Total deposits       894,493       794,3         Borrowed funds       92,000       125,00         Subordinated debentures       15,465       15,46         Accrued interest payable       461       4         Accrued expenses and other liabilities       3,977       3,33         Total liabilities       1,006,396       938,60         Shareholders' equity:       Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	-		130,605		128,875
Time, under \$100,000       134,468       113,1         Time, \$100,000 and over, under \$250,000       104,106       81,5         Time, \$250,000 and over       38,600       17,6         Total deposits       894,493       794,3         Borrowed funds       92,000       125,0         Subordinated debentures       15,465       15,46         Accrued interest payable       461       4'         Accrued expenses and other liabilities       3,977       3,33         Total liabilities       1,006,396       938,60         Shareholders' equity:         Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	-		301,447		300,348
Time, \$100,000 and over, under \$250,000       104,106       81,57         Time, \$250,000 and over       38,600       17,60         Total deposits       894,493       794,3-3         Borrowed funds       92,000       125,00         Subordinated debentures       15,465       15,46         Accrued interest payable       461       4'         Accrued expenses and other liabilities       3,977       3,33         Total liabilities       1,006,396       938,60         Shareholders' equity:         Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding					113,119
Time, \$250,000 and over       38,600       17,60         Total deposits       894,493       794,30         Borrowed funds       92,000       125,00         Subordinated debentures       15,465       15,46         Accrued interest payable       461       47         Accrued expenses and other liabilities       3,977       3,33         Total liabilities       1,006,396       938,60         Shareholders' equity:         Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding			•		81,532
Total deposits 894,493 794,34 Borrowed funds 92,000 125,00 Subordinated debentures 15,465 15,44 Accrued interest payable 461 44 Accrued expenses and other liabilities 3,977 3,33 Total liabilities 1,006,396 938,66 Shareholders' equity: Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding					17,682
Borrowed funds Subordinated debentures Subordinated debentures Accrued interest payable Accrued expenses and other liabilities Total liabilities Total liabilities Shareholders' equity: Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	Total deposits				794,341
Subordinated debentures Accrued interest payable Accrued expenses and other liabilities Accrued expenses and other liabilities Total liabilities 1,006,396 938,60 Shareholders' equity: Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	•				125,000
Accrued interest payable Accrued expenses and other liabilities 3,977 3,33 Total liabilities 1,006,396 Shareholders' equity: Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding					15,465
Accrued expenses and other liabilities 3,977 3,38  Total liabilities 1,006,396 938,669  Shareholders' equity:  Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	Accrued interest payable				474
Total liabilities 1,006,396 938,66 Shareholders' equity: Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding					3,385
Shareholders' equity:  Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	-				938,665
Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding	Shareholders' equity:		, ,		,
in 2015; 8.388 shares issued and outstanding in 2014 59.371 58.78	Common stock, no par value, 12,500 shares authorized, 8,436 shares issued and outstanding				
,	in 2015; 8,388 shares issued and outstanding in 2014		59,371		58,785
·					11,195
	•				143
· ·				_	70,123
Total liabilities and shareholders' equity \$ 1,084,866 \$ 1,008,78	Total liabilities and shareholders' equity	\$	1,084,866	\$	1,008,788

# **Consolidated Statements of Income**

		For the years en	nded December	r <b>31</b> ,
(In thousands, except per share amounts)		2015		2014
INTEREST INCOME				
Federal funds sold and interest-bearing deposits	\$	39	\$	44
FHLB stock	·	155		165
Securities:				
Taxable		1,459		2,183
Tax-exempt		284		355
Total securities		1,743		2,538
Loans:		,		
SBA loans		2,693		2,467
SBA 504 loans		1,414		1,676
Commercial loans		21,357		19,329
Residential mortgage loans		11,048		8,898
Consumer loans		3,202		2,301
Total loans		39,714		34,671
Total interest income		41,651		37,418
INTEREST EXPENSE				, and the second
Interest-bearing demand deposits		438		430
Savings deposits		1,088		856
Time deposits		3,160		2,777
Borrowed funds and subordinated debentures		2,974		3,243
Total interest expense		7,660		7,306
Net interest income		33,991		30,112
Provision for loan losses		500		2,550
Net interest income after provision for loan losses		33,491		27,562
NONINTEREST INCOME				. ,
Branch fee income		1,520		1,469
Service and loan fee income		1,334		1,260
Gain on sale of SBA loans held for sale, net		1,204		975
Gain on sale of mortgage loans, net		2,336		1,139
BOLI income		380		559
Net security gains		28		433
Other income		927		844
Total noninterest income		7,729		6,679
NONINTEREST EXPENSE				, and the second
Compensation and benefits		14,295		12,750
Occupancy		2,515		2,478
Processing and communications		2,461		2,461
Furniture and equipment		1,643		1,510
Professional services		942		748
Loan costs		759		780
OREO expenses		382		485
Deposit insurance		669		677
Advertising		1,030		998
Other expenses		2,156		1,801
Total noninterest expense		26,852		24,688
Income before provision for income taxes		14,368		9,553
Provision for income taxes		4,811		3,145
Net income	\$	9,557	\$	6,408
		1.13	-	0.82
Net income per common share - Basic	<b>\$</b> <b>\$</b>			
Net income per common share - Diluted	Φ	1.12	\$	0.81
Weighted average common shares outstanding - Basic		8,425		7,856
Weighted average common shares outstanding - Diluted	_	8,529		7,945

# **Consolidated Statements of Comprehensive Income**

		Fo	r the	years en	ded I	December	31,			
		2015						2014		
(In thousands)	 efore tax mount	come tax xpense		t of tax nount		efore tax mount	Income tax expense		Net of tax amount	
Net income	\$ 14,368	\$ 4,811	\$	9,557	\$	9,553	\$	3,145	\$	6,408
Other comprehensive (loss) income										
Investment securities available for sale:										
Unrealized holding (losses) gains on										
securities arising during the period	(211)	(84)		(127)		1,446		537		909
Less: reclassification adjustment for gains										
on securities included in net income	 28	 10		18		433		143		290
Total unrealized (losses) gains on										
securities available for sale	 (239)	 (94)		(145)		1,013		394		619
Adjustments related to defined benefit plan:										
	(020)	(222)		(400)						
Initial recognition of prior service cost	(830)	(332)		(498)		-		-		-
Amortization of prior service cost	 83	 33		50	_			-		-
Total adjustments related to defined benefit plan	(747)	(299)		(448)						
benefit plan	 (141)	 (2))		(440)	_					
Net unrealized gains(losses) from cash flow hedges:										
Unrealized holding loss on cash flow										
hedges arising during the period	(28)	(11)		<b>(17)</b>		-		-		-
Total unrealized loss on cash flow										
hedges	 (28)	 (11)		(17)		-		-		-
Total other comprehensive (loss)										
income	 (1,014)	 (404)		(610)		1,013		394		619
Total comprehensive income	\$ 13,354	\$ 4,407	\$	8,947	\$	10,566	\$	3,539	\$	7,027

# **Consolidated Statements of Changes in Shareholders' Equity**

	Common stock		Retained earnings		Accumulated other comprehensive		Total shareholders'		
(In thousands, except per share amounts)	Shares	Amount		(deficit)		income (loss)		equity	
Balance, December 31, 2013	7,577	\$	52,051	\$	5,598	\$	(476)	\$	57,173
Net income					6,408				6,408
Other comprehensive income, net of tax							619		619
Dividends on common stock (\$0.10 per share)			54		(811)				(757)
Common stock issued and related tax effects (1)	50		537						537
Proceeds from rights offering	761		6,143						6,143
Balance, December 31, 2014	8,388		58,785		11,195		143		70,123
Net income					9,557				9,557
Other comprehensive loss, net of tax							(610)		(610)
Dividends on common stock (\$0.14 per share)			77		(1,186)				(1,109)
Common stock issued and related tax effects (1)	48		509						509
Balance, December 31, 2015	8,436	\$	59,371	\$	19,566	\$	(467)	\$	78,470

<sup>(1)</sup> Includes the issuance of common stock under employee benefit plans, which includes nonqualified stock options and restricted stock

# **Consolidated Statements of Cash Flows**

	For the twelve months		s ende	ended December 31,	
(In thousands)	2015		2014		
OPERATING ACTIVITIES:		2010		201.	
Net income	\$	9,557	\$	6,408	
Adjustments to reconcile net income to net cash provided by operating activities:	Ψ	,,,,,,	Ψ	3,.00	
Provision for loan losses		500		2,550	
Net amortization of purchase premiums and discounts on securities		514		552	
Depreciation and amortization		530		1,385	
Deferred income tax expense		367		498	
Net security gains		(28)		(433)	
Stock compensation expense		450		398	
Loss on sale of OREO		247		138	
Valuation writedowns on OREO				12	
Gain on sale of mortgage loans held for sale, net		(1,779)		(923)	
Gain on sale of SBA loans held for sale, net		(1,204)		(975)	
Origination of mortgage loans held for sale		(94,259)		(59,194)	
Origination of SBA loans held for sale		(22,543)		(9,994)	
Proceeds from sale of mortgage loans held for sale, net		96,038		60,117	
Proceeds from sale of SBA loans held for sale, net		15,297		11,345	
BOLI income		(380)		(559)	
Net change in other assets and liabilities		(325)		392	
Net cash provided by operating activities		2,982		11,717	
INVESTING ACTIVITIES		2,702	-	11,/1/	
Purchases of securities held to maturity		(1,264)		(308)	
Purchases of securities available for sale		(2,255)		(9,947)	
Purchases of FHLB stock, at cost		(16,568)		(8,570)	
Maturities and principal payments on securities held to maturity		2,717		6,589	
Maturities and principal payments on securities available for sale		8,295		9,863	
Proceeds from sales of securities available for sale		528		22,129	
Proceeds from redemption of FHLB stock		18,000		7,930	
Proceeds from sale of OREO		4,272		3,344	
Net increase in loans		(123,463)		(91,139)	
Proceeds from BOLI		(123,403)		307	
Purchases of premises and equipment		(951)		(597)	
		(110,689)		(60,399)	
Net cash used in investing activities FINANCING ACTIVITIES		(110,007)		(00,399)	
Net increase in deposits		100,152		55,643	
Proceeds from new borrowings		47,000		50,000	
6		,			
Repayments of borrowings Proceeds from exercise of stock options		(80,000)		(32,000)	
Dividends on common stock		(1,109)		(757)	
		(1,109)			
Proceeds from rights offering  Not each provided by financing activities		(( 0.42		6,143	
Net cash provided by financing activities  (Decrease) increase in cash and cash equivalents		(41,664)		79,099	
· •		(41,664)		30,417	
Cash and cash equivalents, beginning of year	<u>•</u>	129,821	Φ.	99,404	
Cash and cash equivalents, end of year	<u> </u>	88,157	\$	129,821	

# **Consolidated Statements of Cash Flows (Continued)**

For the twelve months ended December 31,

(In thousands)	20	2015		2014	
SUPPLEMENTAL DISCLOSURES					
Cash:					
Interest paid	\$	7,673	\$	7,285	
Income taxes paid		4,791		2,244	
Noncash investing activities:					
Transfer of SBA loans held for sale to held to maturity		86		138	
Capitalization of servicing rights		927		483	
Transfer of loans to OREO		4,948		4,318	

## **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, the Bank, is chartered by the New Jersey Department of Banking and Insurance. The Bank provides a full range of commercial and retail banking services through fifteen 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 Bank has nine wholly-owned subsidiaries: Unity Investment Services, Inc., AJB Residential Realty Enterprises, Inc., AJB Commercial Realty, Inc., MKCD Commercial, Inc., JAH Commercial, Inc., UB Commercial LLC, ASBC Holdings LLC, Unity Property Holdings 1, Inc., and Unity Property Holdings 2, Inc. Unity Investment Services, Inc. is used to hold and administer part of the Bank's investment portfolio. The other subsidiaries hold, administer and maintain the Bank's other real estate owned ("OREO") properties. Unity Investment Services, Inc. has one subsidiary, Unity Delaware Investment 2, Inc., which has one subsidiary, Unity NJ REIT, Inc. Unity NJ REIT, Inc. was added in 2013 to hold loans.

The Company has two unconsolidated, wholly-owned statutory trust subsidiaries. For additional information, see Note 9 to the Consolidated Financial Statements.

#### **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 valuation of securities and the determination of other-than-temporary impairment for securities and fair value disclosures. Actual results could differ from those estimates.

#### **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 generally 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 Consolidated Statements of Income 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.

If transfers between the available for sale and held to maturity portfolios occur, they are accounted for at fair value and 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), 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.

For additional information on securities, see Note 3 to the Consolidated Financial Statements.

#### **Other-Than-Temporary Impairment**

The Company has a process in place to identify debt securities that could potentially incur 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-than-temporary 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: (1) 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, the intent to sell a security or whether it is more likely than not the Company will be required to sell the security before the recovery of its amortized cost which, in some cases, may extend to maturity.

For debt securities that are considered other-than-temporarily impaired where management has no intent to sell and the Company has 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. For debt securities where management has the intent to sell, the amount of the impairment is reflected in earnings as realized losses.

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.

## **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 (1) the assets have been isolated from the Company, (2) the transferred 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.

## Loans

#### Loans Held for Sale

Loans held for sale represent the guaranteed portion of SBA loans and are reflected at the lower of aggregate cost or market value. The Company originates loans to customers under an SBA program that historically has provided for SBA guarantees of up to 90 percent of each loan. The Company generally sells the guaranteed portion of its SBA loans to a third party and retains the servicing, holding the nonguaranteed portion in its portfolio. 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. When 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. All criteria for sale accounting must be met in order for the loan sales to occur; see details under the "Transfers of Financial Assets" heading above.

Servicing assets represent the estimated fair value of retained servicing rights, net of servicing costs, at the time loans are sold. Servicing assets are amortized 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 generally be reported as a valuation allowance.

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 servicing assets, see Note 4 to the Consolidated Financial Statements.

## Loans Held for Investment

Loans held for investment are stated at the unpaid principal balance, net of unearned discounts and deferred loan origination fees and costs. In accordance with the level yield method, loan origination fees, net of direct loan origination costs, are deferred and recognized over the estimated life of the related loans as an adjustment to the loan yield. Interest is credited to operations primarily based upon the principal balance outstanding.

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.

Nonperforming loans consist of loans that are not accruing interest as a result of principal or interest being delinquent 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 (nonaccrual loans). When a loan is classified as nonaccrual, interest accruals are discontinued and all past due interest previously recognized as income is reversed and charged against current period earnings. 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 may be 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 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: 1) 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 is charged off. All loan charge-offs are approved by the Board of Directors.

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. These concessions typically include reductions in interest rate, extending the maturity of a loan, or a combination of both. Interest income on accruing TDRs is credited to operations primarily based upon the principal amount outstanding, as stated in the paragraphs above.

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 TDRs and nonperforming loans. Impairment is evaluated in total for smaller-balance loans of a similar nature (consumer and residential mortgage loans), and on an individual basis for all other loans. Impairment of a loan is measured based on the present value of expected future cash flows, discounted at the loan's effective interest rate, or as a practical expedient, 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 value 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 to the provision for loan losses.

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

## Allowance for Loan Losses and Reserve for 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 and TDRs, reserves for nonimpaired loans based on historical loss factors adjusted for 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 judgments about information available at the time of the examination.

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

For additional information on the allowance for loan losses and reserve for unfunded loan commitments, see Note 5 to the Consolidated Financial Statements.

#### **Premises and Equipment**

Land is carried at cost. All other fixed assets are carried at cost less accumulated depreciation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. The useful life of buildings is not to exceed 30 years; furniture and fixtures is generally 10 years or less, and equipment is 3 to 5 years. Leasehold improvements are depreciated over the life of the underlying lease.

For additional information on premises and equipment, see Note 6 to the Consolidated Financial Statements.

#### **Bank Owned Life Insurance**

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

## Federal Home Loan Bank Stock

Federal law requires a member institution of the Federal Home Loan Bank 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.

#### 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, OREO is carried at the lower of cost or fair value, as determined by current appraisals. Certain costs that increase the value or extend the useful life 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.

## **Appraisals**

The Company requires current real estate appraisals on all loans that become OREO or in-substance foreclosure, loans that are classified substandard, doubtful or loss, or loans that are over \$100,000 and nonperforming. Prior to each balance sheet date, the Company values impaired collateral-dependent loans and OREO based upon a third party appraisal, broker's price opinion, drive by appraisal, automated valuation model, updated market evaluation, or a combination of these methods. The amount is discounted for the decline in market real estate values (for original appraisals), for any known damage or repair costs, and for selling and closing costs. The amount of the discount is dependent upon the method used to determine the original value. The original appraisal is generally used when a loan is first determined to be impaired. When applying the discount, the Company takes into consideration when the appraisal was performed, the collateral's location, the type of collateral, any known damage to the property and the type of business. Subsequent to entering impaired status and the Company determining that there is a collateral shortfall, the Company will generally, depending on the type of collateral, order a third party appraisal, broker's price opinion, automated valuation model or updated market evaluation. Subsequent to receiving the third party results, the Company will discount the value 6 to 10 percent for selling and closing costs.

## **Income Taxes**

The Company follows Financial Accounting Standards Board Accounting Standards Codification ("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 15 to the Consolidated Financial Statements.

#### **Net Income Per Share**

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

Diluted net income per common share is computed similarly to that of basic net income 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 net income per share, see Note 16 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 stock-based 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 18 to the Consolidated Financial Statements.

#### 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.

For additional information on the fair value of the Company's financial instruments, see Note 19 to the Consolidated Financial Statements.

## Other Comprehensive Income (Loss)

Other comprehensive income (loss) consists of the change in unrealized gains (losses) on securities available for sale that were reported as a component of shareholders' equity, net of tax.

For additional information on other comprehensive income, see Note 11 to the Consolidated Financial Statements.

## 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 the Bank to the holding company or by the holding company to the shareholders.

#### **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.

#### **Recent Accounting Pronouncements**

ASU 2014-09, "Revenue from Contracts with Customers (Topic 606)." This ASU has three sections:

Section A – Summary and amendments that creates revenue from contracts with customers (Topic 606) and Other Assets and Deferred Costs – Contracts with Customers (Subtopic 340-40);

Section B – Conforming amendments to other topics and subtopics in the codification and status tables;

Section C – Background information and basis for conclusions.

The accounting changes in this update have been revised to defer the effective date for public business entities for annual reporting periods beginning after December 15, 2017 and the interim periods within that year. Early adoption is permitted as of the first interim or annual period beginning after December 15, 2016. The Company is currently evaluating the impact of the standard.

ASU 2015-01, "Income Statement-Extraordinary and Unusual Items (Subtopic 225-20): Simplifying Income Statement Presentation by Eliminating the Concept of Extraordinary Items." ASU 2015-01 seeks to eliminate from generally accepted accounting principles ("GAAP") the concept of extraordinary items. Presently, an event or transaction is presumed to be an ordinary and usual activity of the reporting entity unless evidence clearly supports its classification as an extraordinary item. The guidance was issued as part of an initiative to reduce complexity in accounting standards. The amendments in this update are effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2015. A reporting entity may apply the amendments prospectively. A reporting entity also may apply the amendments retrospectively to all prior periods presented in the financial statements. Early adoption is permitted provided that the guidance is applied from the beginning of the fiscal year of adoption. The effective date is the same for both public business entities and all other entities. The Company does not expect adoption of this guidance to have a material effect on the financial condition or results of operations of the Company.

ASU No. 2016-01, "Financial Instruments – Overall (Subtopic 825-10) – Recognition and Measurement of Financial Assets and Financial Liabilities." ASU 2016-01 addresses certain aspects of recognition, measurement, presentation, and disclosure of financial instruments. This eliminates the available for sale classification of accounting for equity securities and adjusts the fair value disclosures for financial instruments carried at amortized cost such that the disclosed fair values represent an exit price as opposed to an entry price. This update requires that equity securities be carried at fair value on the balance sheet and any periodic changes in value will be adjusted through the income statement. A practical expedient is provided for equity securities without a readily determinable fair value, such that these securities can be carried at cost less any impairment. For public business entities, the amendments in this update are effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. The Company is currently evaluating the impact of the standard.

ASU 2016-02, "Leases (Topic 842)". ASU 2016-02 was issued in three parts: (a) Section A, "Leases: Amendments to the FASB Accounting Standards Codification®," (b) Section B, "Conforming Amendments Related to Leases: Amendments to the FASB Accounting Standards Codification®," and (c) Section C, "Background Information and Basis for Conclusions." While both lessees and lessors are affected by the new guidance, the effects on lessees are much more significant. The update states that a lessee should recognize the assets and liabilities that arise from all leases with a term greater than 12 months. The core principle requires the lessee to recognize a liability to make lease payments and a "right-of-use" asset. The accounting applied by the lessor is relatively unchanged as the majority of operating leases should remain classified as operating leases and the income from them recognized, generally, on a straight-line basis over the lease term. The standards update also requires expanded qualitative and quantitative disclosures. For public business entities, ASC 2016-02 is effective for interim and annual reporting periods beginning after December 15, 2018. ASC 2016-02 mandates a modified retrospective transition for all entities. The Company is currently evaluating the impact of the adoption of ASC 2016-02 on its consolidated financial statements.

#### Goodwill

The Company accounts for goodwill and other intangible assets in accordance with FASB ASC Topic 350, "Intangibles – Goodwill and Other," which allows an entity to first assess qualitative factors to determine whether it is necessary to perform the two-step quantitative goodwill impairment test. Based on a qualitative assessment, management 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 31, 2015.

#### **Subsequent Events**

Subsequent to December 31, 2015, the Company purchased its headquarters for \$4.1 million. This will reduce the operating lease obligations by \$1.2 million over a three year period. For additional information on the Company's operating leases, see Note 10 to the Consolidated Financial Statements.

Subsequent to December 31, 2015, the Company redeemed \$5.1 million of its outstanding subordinated debt at a price of \$0.5475 per dollar. The transaction resulted in a gain of approximately \$2.25 million, which will be recognized during the first quarter 2016. These securities qualified as Tier I capital under the terms of the Dodd-Frank Wall Street Reform and Consumer Protection Act. The Company remains well capitalized after this transaction.

## 2. Restrictions on Cash

Federal law requires depository institutions to hold reserves in the form of vault cash or, if vault cash is insufficient, in the form of a deposit maintained with a Federal Reserve Bank ("FRB"). The dollar amount of a depository institution's reserve requirement is determined by applying the reserve ratios specified in the FRB's Regulation D to an institution's reservable liabilities. As of December 31, 2015 and 2014 the Company had sufficient vault cash to meet its reserve requirements and no additional reserves were required.

In addition, the Company's contract with its current electronic funds transfer ("EFT") provider requires a predetermined balance be maintained in a settlement account controlled by the provider equal to the Company's average daily net settlement position multiplied by four days. The required balance was \$179 thousand as of December 31, 2015 and 2014. This balance can be adjusted periodically to reflect actual transaction volume and seasonal factors.

The Governmental Unit Deposit Protection Act ("GUDPA") is a supplemental insurance program set forth by the New Jersey Legislature to protect the deposits of municipalities and local government agencies, administered by the Commissioner of the New Jersey Department of Banking and Insurance. At December 31, 2015, the Company had no cash collateral pledged to the State of New Jersey Department of Banking and Insurance to secure its municipal deposits, compared to \$6.0 million at December 31, 2014.

## 3. 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, 2015 and December 31, 2014:

				Decembe	r 3	1, 2015		December 31, 2014							
(In thousands)	Aı	nortized cost	u 	Gross unrealized gains		Gross inrealized losses	Estimated fair value		Amortized cost	Gross unrealized gains		Gross unrealized losses		Estimated fair value	
Available for sale:															
U.S. Government sponsored entities	\$	6,649	\$	-	\$	(68)	\$ 6,581	\$	4,711	\$	-	\$	(93)	\$ 4,618	
State and political subdivisions		10,625		159		(2)	10,782		11,055		112		(35)	11,132	
Residential mortgage-backed securities		26,191		449		(201)	26,439		33,884		646		(147)	34,383	
Corporate and other securities		9,404		71		(412)	 9,063		10,188		63		(311)	9,940	
Total securities available for sale	\$	52,869	\$	679	\$	(683)	\$ 52,865	\$	59,838	\$	821	\$	5 (586)	\$ 60,073	
Held to maturity:															
U.S. Government sponsored entities	\$	3,988	\$	-	\$	(87)	\$ 3,901	\$	4,440	\$	-	\$	6 (124)	\$ 4,316	
State and political subdivisions		2,364		187		(1)	2,550		2,417		277		-	2,694	
Residential mortgage-backed securities		6,232		141		(28)	6,345		8,164		211		(29)	8,346	
Commercial mortgage-backed securities		3,902		-		(62)	3,840		4,005		13		(53)	3,965	
Corporate and other securities		1,985		-		(14)	 1,971		983		_	_	(23)	960	
Total securities held to maturity	\$	18,471	\$	328	\$	(192)	\$ 18,607	\$	20,009	\$	501	\$	(229)	\$ 20,281	

This table provides the remaining contractual maturities and yields of securities within the investment portfolios. The carrying value of securities at December 31, 2015 is 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.

	With	nin on	e year	After one through five years		After five through ten years			A	After ten	years	Total carrying value			
(In thousands, except percentages)	Amo	unt	Yield	Amount		Yield	A	mount	Yield	A	mount	Yield	A	mount	Yield
Available for sale at fair value:															
U.S. Government sponsored entities	\$	-	-%	\$	3,256	1.55 %	\$	921	2.08 %	\$	2,404	2.04 %	\$	6,581	1.81 %
State and political subdivisions		-	-		1,412	2.55		5,740	2.41		3,630	2.56		10,782	2.48
Residential mortgage-backed securities		-	-		1,066	2.03		3,059	2.24		22,314	2.77		26,439	2.68
Corporate and other securities					2,717	1.23		4,343	1.30		2,003	1.82		9,063	1.39
Total securities available for sale	\$		%	\$	8,451	1.67_%	\$	14,063	2.01 %	\$	30,351	2.62 %	\$	52,865	2.31 %
Held to maturity at cost:															
U.S. Government sponsored entities	\$	-	-%	\$	-	-%	\$	-	-%	\$	3,988	1.97 %	\$	3,988	1.97 %
State and political subdivisions		264	0.75		-	-		-	-		2,100	4.73		2,364	4.29
Residential mortgage-backed securities		3	4.52		199	4.75		185	5.21		5,845	3.20		6,232	3.31
Commercial mortgage-backed securities		-	-		-	-		-	-		3,902	2.71		3,902	2.71
Corporate and other securities		-			-			1,985	4.61		-			1,985	4.61
Total securities held to maturity	\$	267	0.79 %	\$	199	4.75 %	\$	2,170	4.66 %	\$	15,835	2.97 %	\$	18,471	3.16 %

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 31, 2015 and December 31, 2014 are as follows:

	December 31, 2015													
			Less than	12	months	_	12 months	an	d greater		To	tal		
(In thousands, except number in a loss position)	Total number in a loss position	Estimated fair value		Unrealized loss		_	Estimated fair value		Unrealized loss		Estimated fair value	Unrealized loss		
Available for sale:														
U.S. Government sponsored entities	9	\$	4,165	\$	(12)	\$	2,416	\$	(56)	\$	6,581	\$	(68)	
State and political subdivisions	3		1,584		(2)		-		-		1,584		(2)	
Residential mortgage-backed securities	11		6,195		(36)		4,508		(165)		10,703		(201)	
Corporate and other securities	11		4,730		(174)		3,756		(238)		8,486		(412)	
Total temporarily impaired securities	34	\$	16,674	\$	(224)	\$	10,680	\$	(459)	\$	27,354	\$	(683)	
Held to maturity:														
U.S. Government sponsored entities	2	\$	-	\$	-	\$	3,901	\$	(87)	\$	3,901	\$	(87)	
State and political subdivisions	1		263		(1)		-		-		263		(1)	
Residential mortgage-backed securities	3		-		-		1,853		(28)		1,853		(28)	
Commercial mortgage-backed securities	2		3,840		(62)		-		-		3,840		(62)	
Corporate and other securities	1		971		(14)		-		-		971		(14)	
Total temporarily impaired securities	9	\$	5,074	\$	(77)	\$	5,754	\$	(115)	\$	10,828	\$	(192)	

**December 31, 2014** 

		I	ess than	12	months		12 months	an	d greater	Total			
(In thousands, except number in a loss position)	Total number in a loss position		Estimated fair value		Unrealized loss		Estimated fair value	ι	Jnrealized loss	_	Estimated fair value	U	nrealized loss
Available for sale:			_										
U.S. Government sponsored entities	4	\$	-	\$	-	\$	4,590	\$	(93)	\$	4,590	\$	(93)
State and political subdivisions	7		-		-		4,103		(35)		4,103		(35)
Residential mortgage-backed securities	9		6,579		(16)		5,889		(131)		12,468		(147)
Corporate and other securities	7		1,053		(46)		3,736		(265)		4,789		(311)
Total temporarily impaired securities	27	\$	7,632	\$	(62)	\$	18,318	\$	(524)	\$	25,950	\$	(586)
Held to maturity:													
U.S. Government sponsored entities	2	\$	-	\$	-	\$	4,316	\$	(124)	\$	4,316	\$	(124)
Residential mortgage-backed securities	3		-		-		2,586		(29)		2,586		(29)
Commercial mortgage-backed securities	1		-		-		1,822		(53)		1,822		(53)
Corporate and other securities	1		_		-		960		(23)		960		(23)
Total temporarily impaired securities	7	\$		\$		\$	9,684	\$	(229)	\$	9,684	\$	(229)

#### **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 these types of securities were caused by the increase in interest rate spreads or the increase in interest rates at the long end of the Treasury curve. 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 investments. 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 basis, which may be at maturity, the Company did not consider these investments to be other-than temporarily impaired as of December 31, 2015. There was no other-than-temporary impairment on these securities at December 31, 2014.

Residential and commercial mortgage-backed securities: The unrealized losses on investments in mortgage-backed securities were caused by increases in interest rate spreads or the increase in interest rates at the long end of the Treasury curve. The majority of contractual cash flows of these securities are guaranteed by the Federal National Mortgage Association (FNMA), the Government National Mortgage Association (GNMA) and the Federal Home Loan Mortgage Corporation (FHLMC). 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 basis, which may be at maturity, the Company did not consider these investments to be other-than-temporarily impaired as of December 31, 2015 or December 31, 2014.

Corporate and other securities: Included in this category are corporate debt securities, Community Reinvestment Act ("CRA") investments, asset-backed securities, and one trust preferred security. The unrealized losses on corporate debt securities were due to widening credit spreads or the increase in interest rates at the long end of the Treasury curve and the unrealized losses on CRA investments were caused by decreases in the market prices of the shares. The Company evaluated the prospects of the issuers and forecasted a recovery period; and as a result determined it did not consider these investments to be other-than-temporarily impaired as of December 31, 2015 or December 31, 2014. The unrealized loss on the trust preferred security was caused by an inactive trading market and changes in market credit spreads. At December 31, 2015 and December 31, 2014, this category consisted of one single-issuer trust preferred security. 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 did not consider this security to be other-than-temporarily impaired as of December 31, 2015 or December 31, 2014.

#### **Realized Gains and Losses**

Gross realized gains and losses on securities for the past two years are detailed in the table below:

	<b>F</b> 0	or the years ende	ed December 3	1,				
(In thousands)	201	2015						
Available for sale:								
Realized gains	\$	28	\$	440				
Realized losses		-		(7)				
Total securities available for sale		28		433				
Held to maturity:								
Realized gains		-		-				
Realized losses		-		-				
Total securities held to maturity		-		-				
Net gains on sales of securities	\$	28	\$	433				

The net realized gains are included in noninterest income in the Consolidated Statements of Income as net security gains. For 2015 and 2014, gross realized gains on sales of securities amounted to \$28 thousand and \$440 thousand, respectively. There were no gross realized losses in 2015, compared to gross realized losses of \$7 thousand in 2014.

- The net gains during 2015 are attributed to the sale of one corporate bond security with a total book value of \$500 thousand and resulting in a gain of \$28 thousand.
- The net gains during 2014 are attributed to the sale of seventeen municipal securities with a total book value of \$5.7 million and resulting gains of \$213 thousand, the sale of four mortgage-backed securities with a total book value of \$8.6 million and resulting gains of \$143 thousand, the sale of two agency securities with a book value of \$2.6 million and resulting gains of \$68 thousand, the sale of one corporate bond with a book value of \$2.0 million resulting in a gain of \$3 thousand, and the sale of one asset-backed security with a book value of \$858 thousand resulting in a gain of \$13 thousand, offset by the sale of one corporate bond with a book value of \$2.0 million resulting in a loss of \$3 thousand and the partial call of one municipal security resulting in a loss of \$4 thousand.

## **Pledged Securities**

Securities with a carrying value of \$18.5 million and \$50.4 million at December 31, 2015 and December 31, 2014, respectively, were pledged to secure Government deposits, secure other borrowings and for other purposes required or permitted by law. Included in these figures was \$32.1 million pledged against Government deposits at December 31, 2014.

## 4. Loans

The following table sets forth the classification of loans by class, including unearned fees, deferred costs and excluding the allowance for loan losses for the past two years:

(In thousands)	December 31, 2015	December 31, 2014
SBA loans held for investment	\$ 39,393	\$ 40,401
SBA 504 loans	29,353	34,322
Commercial loans		
Commercial other	49,332	40,607
Commercial real estate	391,071	339,693
Commercial real estate construction	25,115	21,649
Residential mortgage loans	264,523	220,878
Consumer loans		
Home equity	45,042	41,451
Consumer other	32,015	17,645
Total loans held for investment	\$ 875,844	\$ 756,646
SBA loans held for sale	13,114	5,179
Total loans	\$ 888,958	\$ 761,825

Loans are made to individuals as well as commercial entities. Specific loan terms vary as to interest rate, repayment, and collateral requirements based on the type of loan requested and the credit worthiness of the prospective borrower. Credit risk, excluding SBA loans, tends to be geographically concentrated in that a majority of the loan customers are located in the markets serviced by the Bank. As a preferred SBA lender, a portion of the SBA portfolio is to borrowers outside the Company's lending area. However, during late 2008, the Company withdrew from SBA lending outside of its primary trade area, but continues to offer SBA loan products as an additional credit product within its primary trade area. Loan performance may be adversely affected by factors impacting the general economy or conditions specific to the real estate market such as geographic location and/or property type. A description of the Company's different loan segments follows:

SBA Loans: SBA 7(a) loans, on which the SBA has historically provided 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 guaranteed portion of the Company's SBA loans is generally sold in the secondary market with the nonguaranteed portion held in the portfolio as a loan held for investment. SBA loans are for the purpose of providing working capital, financing the purchase of equipment, inventory or commercial real estate and for other business purposes. Loans are guaranteed by the businesses' major owners. SBA loans are made based primarily on the historical and projected cash flow of the business and secondarily on the underlying collateral provided.

SBA 504 Loans: 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. SBA 504 loans are made based primarily on the historical and projected cash flow of the business and secondarily on the underlying collateral provided. Generally, the Company has a 50 percent loan to value ratio on SBA 504 program loans at origination.

Commercial Loans: Commercial credit is extended primarily to middle market and small business customers. 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. Loans will generally be guaranteed in full or for a meaningful amount by the businesses' major owners. Commercial loans are made based primarily on the historical and projected cash flow of the business and secondarily on the underlying collateral provided.

Residential Mortgage and Consumer Loans: The Company originates mortgage and consumer loans including principally residential real estate, home equity lines and loans and consumer construction lines. Each loan type is evaluated on debt to income, type of collateral and loan to collateral value, credit history and Company relationship with the borrower.

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 credit administration policies and procedures. Due diligence on loans begins when the Company initiates 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 Company's extension of credit is governed by the Credit Risk Policy which was established to control the quality of the Company's loans. These policies and procedures are reviewed and approved by the Board of Directors on a regular basis.

## **Credit Ratings**

For SBA 7(a), SBA 504 and commercial loans, management uses internally assigned risk ratings as the best indicator of credit quality. A loan's internal risk rating is updated at least annually and more frequently if circumstances warrant a change in risk rating. The Company uses a 1 through 10 loan grading system that follows regulatory accepted definitions.

*Pass:* Risk ratings of 1 through 6 are used for loans that are performing, as they meet, and are expected to continue to meet, all of the terms and conditions set forth in the original loan documentation, and are generally current on principal and interest payments. These performing loans are termed "Pass".

Special Mention: Criticized loans are assigned a risk rating of 7 and termed "Special Mention", as the borrowers exhibit potential credit weaknesses or downward trends deserving management's close attention. If not checked or corrected, these trends will weaken the Bank's collateral and position. While potentially weak, these borrowers are currently marginally acceptable and no loss of interest or principal is anticipated. As a result, special mention assets do not expose an institution to sufficient risk to warrant adverse classification. Included in "Special Mention" could be turnaround situations, such as borrowers with deteriorating trends beyond one year, borrowers in start up or deteriorating industries, or borrowers with a poor market share in an average industry. "Special Mention" loans may include an element of asset quality, financial flexibility, or below average management. Management and ownership may have limited depth or experience. Regulatory agencies have agreed on a consistent definition of "Special Mention" as an asset with potential weaknesses which, if left uncorrected, may result in deterioration of the repayment prospects for the asset or in the Bank's credit position at some future date. This definition is intended to ensure that the "Special Mention" category is not used to identify assets that have as their sole weakness credit data exceptions or collateral documentation exceptions that are not material to the repayment of the asset.

Substandard: Classified loans are assigned a risk rating of an 8 or 9, depending upon the prospect for collection, and deemed "Substandard". A risk rating of 8 is used for borrowers with well-defined weaknesses that jeopardize the orderly liquidation of debt. The loan is inadequately protected by the current paying capacity of the obligor or by the collateral pledged, if any. Normal repayment from the borrower is in jeopardy, although no loss of principal is envisioned. There is a distinct possibility that a partial loss of interest and/or principal will occur if the deficiencies are not corrected. Loss potential, while existing in the aggregate amount of substandard assets, does not have to exist in individual assets classified "Substandard".

A risk rating of 9 is used for borrowers that have all the weaknesses inherent in a loan with a risk rating of 8, with the added characteristic that the weaknesses make collection of debt in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable. Serious problems exist to the point where partial loss of principal is likely. The possibility of loss is extremely high, but because of certain important, reasonably specific pending factors that may work to strengthen the assets, the loans' classification as estimated losses is deferred until a more exact status may be determined. Pending factors include proposed merger, acquisition, or liquidation procedures; capital injection; perfecting liens on additional collateral; and refinancing plans. Partial charge-offs are likely.

Loss: Once a borrower is deemed incapable of repayment of unsecured debt, the risk rating becomes a 10, the loan is termed a "Loss", and charged-off immediately. Loans to such borrowers are considered uncollectible and of such little value that continuance as active assets of the Bank is not warranted. This classification does not mean that the loan has absolutely no recovery or salvage value, but rather it is not practical or desirable to defer writing off these basically worthless assets even though partial recovery may be affected in the future.

For residential mortgage and consumer loans, management uses performing versus nonperforming as the best indicator of credit quality. Nonperforming loans consist of loans that are not accruing interest (nonaccrual loans) as a result of principal or interest being delinquent 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. These credit quality indicators are updated on an ongoing basis, as a loan is placed on nonaccrual status as soon as management believes there is sufficient doubt as to the ultimate ability to collect interest on a loan.

The tables below detail the Company's loan portfolio by class according to their credit quality indicators discussed in the paragraphs above as of December 31, 2015:

	<b>December 31, 2015</b>														
		SBA, SBA 504 & Commercial loans - Internal risk ratings													
(In thousands)	Pass Special mention Substandard Total														
SBA loans held for investment	\$	35,032	\$	2,647	\$	1,714	\$	39,393							
SBA 504 loans		24,003		4,917		433		29,353							
Commercial loans															
Commercial other		45,870		2,373		1,089		49,332							
Commercial real estate		369,510		18,978		2,583		391,071							
Commercial real estate construction		24,061		1,054		-		25,115							
Total commercial loans		439,441		22,405		3,672		465,518							
Total SBA, SBA 504 and commercial loans	\$	498,476	\$	29,969	\$	5,819	\$	534,264							

_	Residential mortgage & Consumer	Nonperforming	
(In thousands)	<b>Performing</b>	Nonperforming	Total
Residential mortgage loans	\$ 262,299	\$ 2,224	\$ 264,523
Consumer loans			
Home equity	44,452	590	45,042
Consumer other	32,015		32,015
Total consumer loans	76,467	590	77,057
Total residential mortgage and consumer loans	<u>\$ 338,766</u>	<b>\$ 2,814</b>	\$ 341,580

The tables below detail the Company's loan portfolio by class according to their credit quality indicators discussed in the paragraphs above as of December 31, 2014:

	 SBA, S	BA 504	December & Commerci			k ratin	igs							
(In thousands)	 Pass	Spec	cial mention	Sub	standard		Total							
SBA loans held for investment	\$ \$ 35,827 \$ 2,250 \$ 2,324 \$													
SBA 504 loans	24,415		5,967		3,940		34,322							
Commercial loans														
Commercial other	38,054		1,270		1,283		40,607							
Commercial real estate	315,015		20,555		4,123		339,693							
Commercial real estate construction	21,649		-		-		21,649							
Total commercial loans	374,718	-	21,825		5,406		401,949							
Total SBA, SBA 504 and commercial loans	\$ 434,960	\$	30,042	\$	11,670	\$	476,672							

	Residential mortgage & Consumer loans - Performing/Nonperforming													
(In thousands)		Per	forming	Nonp	erforming		Total							
Residential mortgage loans		\$	220,233	\$	645	\$	220,878							
Consumer loans														
Home equity			40,908		543		41,451							
Consumer other			17,643		2		17,645							
Total consumer loans			58,551		545		59,096							
Total residential mortgage and consumer loans		\$	278,784	\$	1,190	\$	279,974							

## Nonperforming and Past Due Loans

Nonperforming loans consist of loans that are not accruing interest (nonaccrual loans) as a result of principal or interest being delinquent 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. Loans past due 90 days or more and still accruing interest are not included in nonperforming loans and generally represent loans that are well collateralized and in a continuing process expected to result in repayment or restoration to current status. The risk of loss is difficult to quantify and is subject to fluctuations in collateral values, general economic conditions and other factors. The improved state of the economy has resulted in a substantial reduction in nonperforming loans and loan delinquencies. 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 borrowers' financial statements and tax returns.

The following tables set forth an aging analysis of past due and nonaccrual loans as of December 31, 2015 and December 31, 2014:

	December 31, 2015												
(In thousands)	3	0-59 days past due		60-89 days past due	90+ days an still accruin		Nonaccrual (1)	Total past due	<u> </u>	Current	<u></u>	otal loans	
SBA loans held for investment	\$	1,153	\$	456	\$	-	\$ 1,764	\$ 3,373	\$	36,020	\$	39,393	
SBA 504 loans		-		-		-	518	518		28,835		29,353	
Commercial loans													
Commercial other		157		-		-	10	167		49,165		49,332	
Commercial real estate		444		283		-	2,154	2,881		388,190		391,071	
Commercial real estate construction		356		-		-	_	356		24,759		25,115	
Residential mortgage loans		2,307		1,078		-	2,224	5,609		258,914		264,523	
Consumer loans													
Home equity		130		3		-	590	723		44,319		45,042	
Consumer other		1		-		-	-	1		32,014		32,015	
Total loans held for investment	\$	4,548	\$	1,820	\$	-	\$ 7,260	\$ 13,628	\$	862,216	\$	875,844	
SBA loans held for sale		-		-		-	-	-		13,114		13,114	
Total loans	\$	4,548	\$	1,820	\$	-	\$ 7,260	\$ 13,628	\$	875,330	\$	888,958	

(1) At December 31, 2015, nonaccrual loans included \$293 thousand of TDRs and \$288 thousand of loans guaranteed by the SBA. The remaining \$3.0 million of TDRs are in accrual status because they are performing in accordance with their restructured terms, and have been for at least six months.

	December 31, 2014												
(In thousands)		)-59 days past due		60-89 days past due	90+ days and still accruing		Nonaccrual (1)	To	otal past due		Current	Т	otal loans
SBA loans held for investment	\$	1,093	\$	147	\$ 161	\$	3,348	\$	4,749	\$	35,652	\$	40,401
SBA 504 loans		1,639		-	-		2,109		3,748		30,574		34,322
Commercial loans													
Commercial other		-		-	-		1,129		1,129		39,478		40,607
Commercial real estate		2,812		-	7		3,592		6,411		333,282		339,693
Commercial real estate construction		-		-	-		-		_		21,649		21,649
Residential mortgage loans		2,887		658	722		645		4,912		215,966		220,878
Consumer loans													
Home equity		639		213	-		543		1,395		40,056		41,451
Consumer other		-		6	-		2		8		17,637		17,645
Total loans held for investment	\$	9,070	\$	1,024	\$ 890	\$	11,368	\$	22,352	\$	734,294	\$	756,646
SBA loans held for sale		-		-	-		-		-		5,179		5,179
Total loans	\$	9,070	\$	1,024	\$ 890	\$	11,368	\$	22,352	\$	739,473	\$	761,825

<sup>(1)</sup> At December 31, 2014, nonaccrual loans included \$3.0 million of TDRs and \$1.6 million of loans guaranteed by the SBA. The remaining \$3.5 million of TDRs are in accrual status because they are performing in accordance with their restructured terms, and have been for at least six months.

## **Impaired Loans**

The Company has defined impaired loans to be all nonperforming loans and troubled debt restructurings. Management considers a loan impaired when, based on current information and events, it is determined that the Company will not be able to collect all amounts due according to the loan contract.

The following tables provide detail on the Company's loans individually evaluated for impairment with the associated allowance amount, if applicable, as of December 31, 2015 and December 31, 2014:

	December 31, 2015									
(In thousands)	Unpaid principal balance			ecorded estment	Specific reserves					
With no related allowance:	-				-					
SBA loans held for investment (1)	\$	961	\$	518	\$	-				
SBA 504 loans		2,226		2,226		-				
Commercial loans										
Commercial real estate		1,365		1,366						
Total commercial loans		1,365		1,366		-				
Total impaired loans with no related allowance		4,552		4,110		-				
With an allowance:										
SBA loans held for investment (1)		2,203		1,389		705				
Commercial loans										
Commercial other		33		10		10				
Commercial real estate		1,664		1,664		127				
Total commercial loans		1,697		1,674		137				
Total impaired loans with a related allowance		3,900		3,063		842				
Total individually evaluated impaired loans:										
SBA loans held for investment (1)		3,164		1,907		705				
SBA 504 loans		2,226		2,226		-				
Commercial loans										
Commercial other		33		10		10				
Commercial real estate		3,029		3,030		127				
Total commercial loans		3,062		3,040		137				
Total individually evaluated impaired loans	\$	8,452	\$	7,173	\$	842				

<sup>(1)</sup> Balances are reduced by amount guaranteed by the SBA of \$288 thousand at December 31, 2015.

	December 31, 2014									
(In thousands)	_	id principal palance	Recorded investment		Specific reserves					
With no related allowance:										
SBA loans held for investment (1)	\$	1,719	\$ 1,	093 \$	-					
SBA 504 loans		2,202	2,	202	-					
Commercial loans										
Commercial other		878		877	-					
Commercial real estate		2,017	1,	927	-					
Total commercial loans		2,895	2,	804	-					
Total impaired loans with no related allowance		6,816	6,	099	-					
With an allowance:										
SBA loans held for investment (1)		1,521	1,	127	502					
SBA 504 loans		1,676	1,	676	510					
Commercial loans										
Commercial other		364		252	41					
Commercial real estate		3,003	3,	003	108					
Total commercial loans		3,367	3,	255	149					
Total impaired loans with a related allowance		6,564	6,	058	1,161					
Total individually evaluated impaired loans:										
SBA loans held for investment (1)		3,240	2,	220	502					
SBA 504 loans		3,878	3,	878	510					
Commercial loans										
Commercial other		1,242	1,	129	41					
Commercial real estate		5,020	4,	930	108					
Total commercial loans		6,262	6,	059	149					
Total individually evaluated impaired loans	\$	13,380	\$ 12,	157 \$	1,161					

(1) Balances are reduced by amount guaranteed by the SBA of \$1.6 million at December 31, 2014.

The following table presents the average recorded investments in impaired loans and the related amount of interest recognized during the time period in which the loans were impaired for the years ended December 31, 2015 and 2014. The average balances are calculated based on the month-end balances of impaired loans. When the ultimate collectability of the total principal of an impaired loan is in doubt and the loan is on nonaccrual status, all payments are applied to principal under the cost recovery method, therefore no interest income is recognized. The interest recognized on impaired loans noted below represents accruing troubled debt restructurings only and nominal amounts of income recognized on a cash basis for well-collateralized impaired loans.

	For the years ended December 31,										
	_		20	)15	2014						
(In thousands)		Average recorded investment		Interest income recognized on impaired loans		Average recorded investment		Interest income recognized on impaired loans			
SBA loans held for investment (1)	<del></del>	1,887	\$	90	\$	3,028	\$	256			
SBA 504 loans		2,488		106		3,042		109			
Commercial loans											
Commercial other		960		102		323		2			
Commercial real estate		5,100		64		6,336		231			
Commercial real estate construction		-		-		73		23			
Total	\$	10,435	\$	362	\$	12,802	\$	621			

<sup>(1)</sup> Balances are reduced by the average amount guaranteed by the SBA of \$416 thousand and \$1.2 million for years ended December 31, 2015 and 2014, respectively.

## **Troubled Debt Restructurings**

The Company's loan portfolio includes certain loans that have been modified in a troubled debt restructuring ("TDR"). 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, unless it results in a delay in payment that is insignificant. These concessions typically include reductions in interest rate, extending the maturity of a loan, other modifications of payment terms, or a combination of modifications. When the Company modifies a loan, management evaluates for any possible impairment using either the discounted cash flows method, where the value of the modified loan is based on the present value of expected cash flows, discounted at the contractual interest rate of the original loan agreement, or by using the fair value of the collateral less selling costs if the loan is collateral-dependent. If management determines that the value of the modified loan is less than the recorded investment in the loan, impairment is recognized by segment or class of loan, as applicable, through an allowance estimate or charge-off to the allowance. This process is used, regardless of loan type, and for loans modified as TDRs that subsequently default on their modified terms.

TDRs of \$3.3 million and \$6.5 million are included in the impaired loan numbers as of December 31, 2015 and December 31, 2014, respectively. The decrease in TDRs was due to payoffs, note sales and principal pay downs. At December 31, 2015, there were specific reserves of \$208 thousand on TDRs, \$167 thousand on performing TDRs and \$41 thousand on nonperforming TDRs. At December 31, 2014, there were specific reserves of \$223 thousand on TDRS, \$24 thousand on performing TDRs and \$199 thousand on nonperforming TDRs. At December 31, 2015, \$293 thousand of TDRs were in nonaccrual status, compared to \$3.0 million at December 31, 2014. The decrease during the twelve month period was primarily due to the Company taking title of one property, whose loan had a principal amount of \$2.7 million. The remaining TDRs are in accrual status since they continue to perform in accordance with their restructured terms. There are no commitments to lend additional funds on these loans.

There were no loans modified as a TDR during the years ended December 31, 2015 or 2014. To date, the Company's TDRs consisted of interest rate reductions, interest only periods, and maturity extensions. There has been no principal forgiveness.

During 2014, there was one SBA loan with an outstanding principal balance of \$131 thousand modified as a TDR within the previous 12 months where a concession was made and the loan subsequently defaulted during the year ended December 31, 2014. In this case, subsequent default is defined as 90 days past due or transferred to nonaccrual status. There were no additional defaults during the previous year to date period.

## **Other Loan Information**

#### Servicing Assets:

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 \$102.9 million and \$113.2 million at December 31, 2015 and 2014, respectively. At December 31, 2015 and 2014, the carrying value, which approximates fair value, of servicing assets was \$1.4 million and \$753 thousand, respectively, and is included in Other Assets. The fair value of SBA 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. The fair value of mortgage servicing assets was determined using a discount rate of 12 percent and the present value of excess servicing over seven years. A summary of the changes in the related servicing assets for the past two years follows:

	For the years ended December 31,								
(In thousands)		2015		2014					
Balance, beginning of year	<del></del>	753	\$	437					
Servicing assets capitalized		927		483					
Amortization of expense		(291)		(167)					
Provision for loss in fair value		-		-					
Balance, end of year	<del></del> \$	1,389	\$	753					

In addition, the Company had an \$854 thousand and \$657 thousand discount related to the retained portion of the unsold SBA loans at December 31, 2015 and 2014, respectively.

#### Officer and Director Loans:

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)	Decembe	er 31, 2015	Γ	December 31, 2014
Balance, beginning of year	<u> </u>	26,452	\$	18,327
New loans and advances		15,809		9,254
Loan repayments		(4,867)		(1,129)
Balance, end of year	\$	37,394	\$	26,452

### Loan Portfolio Collateral:

The majority of the Company's loans are secured by real estate. 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. At both December 31, 2015 and 2014, approximately 96 percent of the Company's loan portfolio was secured by real estate.

## 5. Allowance for Loan Losses and Reserve for Unfunded Loan Commitments

## **Allowance for Loan Losses**

The Company has an established methodology to determine the adequacy of the allowance for loan losses that assesses the risks and losses inherent in the loan portfolio. At a minimum, the adequacy of the allowance for loan losses is reviewed by management on a quarterly basis. For purposes of determining the allowance for loan losses, the Company has segmented the loans in its portfolio by loan type. Loans are segmented into the following pools: SBA 7(a), SBA 504, commercial, residential mortgages, and consumer loans. Certain portfolio segments are further broken down into classes based on the associated risks within those segments and the type of collateral underlying each loan. Commercial loans are divided into the following three classes: commercial real estate, commercial real estate construction and commercial other. Consumer loans are divided into two classes as follows: Home equity and other.

The standardized methodology used to assess the adequacy of the allowance includes the allocation of specific and general reserves. The same standard methodology is used, regardless of loan type. Specific reserves are made to individual impaired loans and troubled debt restructurings (see Note 1 for additional information on this term). The general reserve is set based upon a representative average historical net charge-off rate adjusted for the following environmental factors: delinquency and impairment trends, charge-off and recovery trends, changes in the volume of restructured loans, volume and loan term trends, changes in risk and underwriting policy trends, staffing and experience changes, national and local economic trends, industry conditions and credit concentration changes. Within the five-year historical net charge-off rate, the Company weights the past three years more because it believes they are more indicative of future losses. 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. Each environmental factor is evaluated separately for each class of loans and risk weighted based on its individual characteristics.

- For SBA 7(a), SBA 504 and commercial loans, the estimate of loss based on pools of loans with similar characteristics is made through the use of a standardized loan grading system that is applied on an individual loan level and updated on a continuous basis. The loan grading system incorporates reviews of the financial performance of the borrower, including cash flow, debt-service coverage ratio, earnings power, debt level and equity position, in conjunction with an assessment of the borrower's industry and future prospects. It also incorporates analysis of the type of collateral and the relative loan to value ratio.
- · For residential mortgage and consumer loans, the estimate of loss is based on pools of loans with similar characteristics. Factors such as credit score, delinquency status and type of collateral are evaluated. Factors are updated frequently to capture the recent behavioral characteristics of the subject portfolios, as well as any changes in loss mitigation or credit origination strategies, and adjustments to the reserve factors are made as needed.

According to the Company's policy, a loss ("charge-off") is to be recognized and charged to the allowance for loan losses as soon as a loan is recognized as uncollectable. All credits which are 90 days past due must be analyzed for the Company's ability to collect on the credit. Once a loss is known to exist, the charge-off approval process is immediately expedited. This charge-off policy is followed for all loan types.

The allocated allowance is the total of identified specific and general reserves by loan category. The allocation 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. An unallocated component is maintained to cover uncertainties that could affect management's estimate of probable losses.

The following tables detail the activity in the allowance for loan losses by portfolio segment for the past two years:

	For the yea	r ended Decem	ber 31, 2015		
4	Commercial	Residential	Consumer	Unallocated	Tota
37	\$ 6.270	\$ 2.289	\$ 667	\$ 105	\$ 12

(In thousands)	 held for estment	SBA 504	Co	ommercial	F	Residential	(	Consumer_	Uı	nallocated	Total
Balance, beginning of period	\$ 1,883	\$ 1,337	\$	6,270	\$	2,289	\$	667	\$	105	\$ 12,551
Charge-offs	(370)	(589)		(309)		(50)		(130)		-	(1,448)
Recoveries	 54	-		1,052		49		1		-	 1,156
Net charge-offs	(316)	(589)		743		(1)		(129)		-	(292)
Provision for loan losses charged to											
expense	 394	 (7)		(704)		481		279		57	 500
Balance, end of period	\$ 1,961	\$ 741	\$	6,309	\$	2,769	\$	817	\$	162	\$ 12,759

For the year ended December 31, 2014

(In thousands)	~	A held for vestment	SBA 504	C	ommercial	Residential	_(	Consumer	Uı	nallocated	Total
Balance, beginning of period	\$	2,587	\$ 957	\$	6,840	\$ 2,132	\$	573	\$	52	\$ 13,141
Charge-offs		(1,053)	(92)		(1,037)	(740)		(593)		-	(3,515)
Recoveries		140	 		166	60		9		-	 375
Net charge-offs		(913)	(92)		(871)	(680)		(584)		-	(3,140)
Provision for loan losses charged											
to expense		209	 472		301	837		678		53	 2,550
Balance, end of period	\$	1,883	\$ 1,337	\$	6,270	\$ 2,289	\$	667	\$	105	\$ 12,551

The following tables present loans and their related allowance for loan losses, by portfolio segment, as of December 31st for the past two years:

	December 31, 2015													
(In thousands) Allowance for loan losses ending balance:		A held for vestment		SBA 504	<u>C</u>	ommercial	<u> </u>	Residential		Consumer	<u></u>	<u>Jnallocated</u>	_	Total
Individually evaluated for impairment	\$	705	\$	-	\$	137	\$	-	\$	-	\$	-	\$	842
Collectively evaluated for impairment		1,256		741		6,172		2,769		817		162		11,917
Total	\$	1,961	\$	741	\$	6,309	\$	2,769	\$	817	\$	162	\$	12,759
Loan ending balances:														
Individually evaluated for impairment	\$	1,907	\$	2,226	\$	3,040	\$		\$	-	\$	-	\$	7,173
Collectively evaluated for impairment		37,486		27,127		462,478		264,523		77,057		-		868,671
Total	\$	39,393	\$	29,353	\$	465,518	\$	264,523	\$	77,057	\$	-	\$	875,844

	December 31, 2014													
(In thousands)		SBA held for investment		SBA 504		Commercial		Residential		Consumer		Unallocated		Total
Allowance for loan losses ending balance:														
Individually evaluated for impairment	\$	502	\$	510	\$	149	\$	-	\$	-	\$	-	\$	1,161
Collectively evaluated for impairment		1,381		827		6,121		2,289		667		105		11,390
Total	\$	1,883	\$	1,337	\$	6,270	\$	2,289	\$	667	\$	105	\$	12,551
Loan ending balances:														
Individually evaluated for impairment	\$	2,220	\$	3,878	\$	6,059	\$	-	\$	-	\$	-	\$	12,157
Collectively evaluated for impairment		38,181		30,444		395,890		220,878		59,096		-		744,489
Total	\$	40.401	Φ	34 322	Φ	401 040	Φ	220 878	Φ	50.006	Φ		Φ	756 646

Changes in Methodology:

The Company did not make any changes to its allowance for loan losses methodology in the current period.

## **Reserve for Unfunded Loan Commitments**

In addition to the allowance for loan losses, the Company maintains a reserve for unfunded loan commitments at a level that management believes is adequate to absorb estimated probable losses. Adjustments to the reserve are made through other expense and applied to the reserve which is classified as other liabilities. At December 31, 2015, a \$138 thousand commitment reserve was reported on the balance sheet as an "other liability", compared to a \$151 thousand commitment reserve at December 31, 2015. There were no losses on unfunded loan commitments during 2015 or 2014.

## 6. Premises and Equipment

The detail of premises and equipment as of December 31st for the past two years is as follows:

(In thousands)	Dec	ember 31, 2015	 December 31, 2014
Land and buildings	\$	17,286	\$ 17,136
Furniture, fixtures and equipment		7,510	7,032
Leasehold improvements		1,825	 1,709
Gross premises and equipment		26,621	25,877
Less: Accumulated depreciation		(11,450)	(10,646)
Net premises and equipment	\$	15,171	\$ 15,231

Amounts charged to noninterest expense for depreciation of premises and equipment amounted to \$990 thousand and \$1.0 million in 2015 and 2014, respectively.

## 7. Other Assets

The detail of other assets as of December 31<sup>st</sup> for the past two years is as follows:

(In thousands)	Decemb	er 31, 2015	<b>December 31, 2014</b>			
Prepaid expenses	<del></del>	516 \$	399			
Servicing assets:						
SBA servicing asset		515	404			
Mortgage servicing asset		874	349			
Net receivable due from SBA		226	318			
Other		932	1,821			
Total other assets	<del></del>	3,063 \$	3,291			

## 8. Deposits

The following table details the maturity distribution of time deposits as of December 31<sup>st</sup> for the past two years:

(In thousands)	Three months or less		More than three months through six months	More than six months through twelve months			More than twelve months	Total
At December 31, 2015:								
Less than \$100,000	\$ 9,948	\$	10,091	\$	30,650	\$	83,779	\$ 134,468
\$100,000 or more	15,919		31,377		31,854		63,556	142,706
At December 31, 2014:								
Less than \$100,000	\$ 10,988	\$	7,837	\$	14,512	\$	79,782	\$ 113,119
\$100,000 or more	 11,444		8,290		19,570		59,910	99,214

The following table presents the expected maturities of time deposits over the next five years:

(In thousands)	2016	2017	2018			2019	2020		Thereafter		Total	
Balance maturing	\$ 129,839	\$ 16,729	\$	45,860	\$	58,404	\$ 26,286	\$	56	\$	277,174	

Time deposits with balances of \$250 thousand or more totaled \$38.6 million and \$17.7 million at December 31, 2015 and 2014, respectively.

## 9. Borrowed Funds and Subordinated Debentures

The following table presents the period-end and average balances of borrowed funds and subordinated debentures for the past three years with resultant rates:

		2015	<u> </u>		2014		2013			
(In thousands)	Amount		Rate		Amount	Rate		Amount	Rate	
FHLB borrowings and repurchase										
agreements:										
At December 31,	\$	77,000	2.66 %	\$	110,000	2.31 %	\$	92,000	2.58 %	
Year-to-date average		57,187	3.72		60,765	3.96		61,010	3.88	
Maximum outstanding		140,000			110,000			95,000		
Repurchase agreements:										
At December 31,	\$	15,000	3.67 %	\$	15,000	3.67 %	\$	15,000	3.67 %	
Year-to-date average		15,000	3.67		15,000	3.67		15,000	3.67	
Maximum outstanding		15,000			15,000			15,000		
Subordinated debentures:										
At December 31,	\$	15,465	1.98 %	\$	15,465	1.82 %	\$	15,465	1.80 %	
Year-to-date average		15,465	1.87		15,465	1.81		15,465	1.83	
Maximum outstanding		15,465			15,465		_	15,465		

The following table presents the expected maturities of borrowed funds and subordinated debentures over the next five years:

(In thousands)	2016	2017	2018	2019		2020	Tl	hereafter	Total
FHLB borrowings and repurchase		_			-				•
agreements	\$ 27,000	\$ 30,000	\$ -	\$ - 3	\$	20,000	\$	- \$	77,000
Other repurchase agreements	-	-	15,000	-		-		-	15,000
Subordinated debentures	-	-	-	-		-		15,465	15,465
Total borrowings	\$ 27,000	\$ 30,000	\$ 15,000	\$ - 3	\$	20,000	\$	15,465 \$	107,465

#### **FHLB Borrowings**

FHLB borrowings at December 31, 2015 included a \$7.0 million overnight line of credit advance, versus \$50.0 million at December 31, 2014. FHLB borrowings at December 31, 2015 also consisted of five \$10.0 million advances, one of which is callable quarterly, and one \$20.0 million advance. Comparatively, FHLB borrowings at December 31, 2014 consisted of six \$10.0 million advances. The terms of these transactions at year end 2015 are as follows:

- The \$7.0 million FHLB overnight line of credit advance issued on December 31, 2015 was at a rate of 0.52 percent and was repaid on January 4, 2016.
- The \$10.0 million FHLB advance that was issued on August 10, 2007 has a fixed rate of 4.23 percent, matures on August 10, 2017 and is callable quarterly on the 10th of November, February, May and August.
- The \$10.0 million FHLB advance that was issued on July 17, 2014 has a fixed rate of 4.27 percent, matures on April 5, 2017.
- The \$10.0 million FHLB advance that was issued on July 17, 2014 has a fixed rate of 3.40 percent, matures on December 20, 2017.
- The \$10.0 million FHLB advance that was modified on October 27, 2015 has a fixed rate of 2.02 percent, matures on October 27, 2020. This advance previously had a fixed rate of 4.03% and was set to mature on November 2, 2016.
- The \$10.0 million FHLB advance that was modified on October 27, 2015 has a fixed rate of 2.15 percent, matures on October 27, 2020. This advance previously had a fixed rate of 4.19% and was set to mature on December 15, 2016.
- The \$20.0 million FHLB advance that was issued on December 7, 2015, has an adjustable interest rate equal to 3 months LIBOR plus 29.5 basis points, matures on June 7, 2016.

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

## **Repurchase Agreements**

At December 31, 2015 and 2014, the Company was a party to 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 was callable by the issuer on the repurchase date of May 29, 2008 and quarterly thereafter.

Due to the call provisions of this advance, the expected maturity could differ from the contractual maturity.

#### **Subordinated Debentures**

At December 31, 2015 and 2014, 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 was 2.18 percent at December 31, 2015 and 1.84 percent at December 31, 2014.
- 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 was 2.06 percent at December 31, 2015 and 1.89 percent at December 31, 2014.
- · 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 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. Under the terms of the Dodd-Frank Wall Street Reform and Consumer Protection Act, these securities will continue to qualify as Tier 1 capital as the Company has less than \$10 billion in assets. 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 because it is not the primary beneficiary. 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 the Bank.

The Company has the ability to defer interest payments on the subordinated debentures for up to five years without being in default. Due to the redemption provisions of these securities, the expected maturity could differ from the contractual maturity.

On September 1, 2006, Unity Bank issued an \$8.5 million unsecured, subordinated Capital Note in favor of the Company in exchange for \$8.5 million in cash. The Capital Note is held by the Company for its own account until maturity on August 17, 2031. The interest rate on the Capital Note is 8.75% per annum on the unpaid principal amount until the principal amount of the Capital Note has been satisfied in full.

Subsequent to December 31, 2015, Unity (NJ) Statutory Trust III, repurchased the \$5.0 million of floating rate securities, which had been issued on December 19, 2006, and redeemed \$155 thousand of the related common equity securities described above. The subordinated debentures were repurchased at a price of \$0.5475 per dollar, which resulted in a gain of approximately \$2.25 million. These securities qualified as Tier I capital under the terms of the Dodd-Frank Wall Street Reform and Consumer Protection Act. The Company remains well capitalized after this transaction.

### **Derivative Financial Instruments and Hedging Activities**

#### Derivative Financial Instruments

The Company has a stand alone derivative financial instrument in the form of an interest rate swap agreement, which derives its value from underlying interest rates. This transaction involves both credit and market risk. The notional amounts are amounts on which calculations, payments, and the value of the derivative is 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 instrument, 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 this agreement. 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 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 FHLB Adjustable Rate Credit ("ARC") 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 hedges its variable-rate interest payments. To meet this objective, management enters into interest rate swap agreements whereby the Company receives variable interest rate payments and makes fixed interest rate payments during the contract period.

During the twelve months ended December 31, 2015, the Company received variable rate Libor payments from and paid fixed rates in accordance with its interest rate swap agreements. A summary of the Company's outstanding interest rate swap agreements used to hedge variable rate debt at December 31, 2015 is as follows:

(In thousands, except percentages and years)	20	015
Notional amount	\$	20,000
Weighted average pay rate		1.90 %
Weighted average receive rate		0.41 %
Weighted average maturity in years		4.90
Unrealized loss relating to interest rate swaps	\$	28

At December 31, 2015, the unrealized loss relating to interest rate swaps was recorded as a derivative liability. Changes in the fair value of interest rate swap designated as hedging instruments of the variability of cash flows associated with long-term debt are reported in other comprehensive income.

## 10. Commitments and Contingencies

## **Facility Lease Obligations**

The Company operates fifteen branches, four branches are under operating leases, including its headquarters, and eleven branches are owned. The contractual expiration range on the remaining four leases is between the years 2017 and 2018.

The following table summarizes the contractual rent payments expected in future years:

(In thousands)	2016	2017	2018	2019	Tł	nereafter	Total
Operating lease rental payments	\$ 691	\$ 635	\$ 437	\$ -	\$	-	\$ 1,763

Rent expense totaled \$732 thousand for 2015 and \$718 thousand for 2014. 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 Company paid aggregate rental payments of \$400 thousand in 2015 and 2014, respectively. Rental payments reflect market rents and the lease reflects terms that are comparable to those which could have been obtained in a lease with an unaffiliated third party. When this lease expired at the end of 2014, it was renewed for another five-year term expiring at the end of 2018. The annual rent is increased each year beginning January 1, 2016 by the increase in the Consumer Price Index ("CPI") for the New York Metropolitan area (not to exceed 1.5 percent). In March 2016, the Company purchased its headquarters for \$4.1 million. This will reduce the operating lease obligations shown above by \$355 thousand in the one year or less period and \$830 thousand in the one to three years period.

#### 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 \$138.3 million to its borrowers as of December 31, 2015, compared to \$150.9 million at December 31, 2014. At December 31, 2015, \$51.3 million of these commitments expire within one year, compared to \$74.1 million a year earlier. At December 31, 2015, the Company had \$1.8 million in standby letters of credit compared to \$1.5 million at December 31, 2014. The estimated fair value of these guarantees is not significant. The Company believes it has the necessary liquidity to honor all commitments.

## 11. Accumulated Other Comprehensive Income (Loss) (a)

The following table shows the changes in other comprehensive income (loss) for the past two years:

	For the years ended December 31,													
				2		2014								
(In thousands)		Net unrealized gains (losses) on securities		ted to ined	Net unrealized gains(losses) from cash flow hedges:		comp		Net unrealized (losses) gains on securities		Accumulated other comprehensive (loss) income			
Balance, beginning of period	\$	143	\$	-	\$	-	\$	143	\$	(476)	\$	(476)		
Other comprehensive (loss) income before reclassifications		(127)		(498)		(17)		(642)		909		909		
Less amounts reclassified from accumulated other comprehensive loss		18		(50)		-		(32)		290		290		
Period change		(145)		(448)		<b>(17)</b>		(610)		619		619		
Balance, end of period	\$	(2)	\$	(448)	\$	(17)	\$	(467)	\$	143	\$	143		

(a) All amounts are net of tax.

## 12. Shareholders' Equity

Shareholders' equity increased \$8.3 million to \$78.4 million at December 31, 2015 compared to \$70.1 million at December 31, 2014, due primarily to net income of \$9.6 million. Other items impacting shareholders' equity included \$1.1 million in dividends paid on common stock, \$509 thousand from the issuance of common stock under employee benefit plans and \$610 thousand in accumulated other comprehensive loss related to a decrease in the fair value of AFS securities and prior service costs, net of tax, recorded in conjunction with a net unrealized loss on cash flow hedge derivatives, along with a defined benefit plan discussed in Note 1. 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.

## Repurchase Plan

On October 21, 2002, the Company authorized the repurchase of up to 10 percent of its outstanding common stock. The amount and timing of purchases is dependent upon 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 31, 2015, 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 repurchased under the plan. There were no shares repurchased during 2015 or 2014.

## 13. Other Income

The components of other income for the past two years are as follows:

	 For the years en	ded December 31,
(In thousands)	2015	2014
ATM and check card fees	\$ 569	\$ 534
Wire transfer fees	90	95
Safe deposit box fees	89	68
Other	179	147
Total other income	\$ 927	\$ 844

## 14. Other Expenses

The components of other expenses for the past two years are as follows:

	For the years ended December 31,									
(In thousands)		2015		2014						
Travel, entertainment, training and recruiting	<u> </u>	698	\$	584						
Director fees		437		359						
Insurance		333		335						
Stationery and supplies		256		250						
Retail losses		143		56						
Other		289		217						
Total other expenses	\$	2,156	\$	1,801						

## 15. Income Taxes

The components of the provision for income taxes for the past two years are as follows:

		For the years er	ided Decen	nber 31,
(In thousands)		2015		2014
Federal - current provision	<u> </u>	4,067	\$	2,380
Federal - deferred provision		280		381
Total federal provision		4,347		2,761
State - current provision		377		267
State - deferred provision		87		117
Total state provision		464		384
Total provision for income taxes	\$	4,811	\$	3,145

Reconciliation between the reported income tax provision and the amount computed by multiplying income before taxes by the statutory Federal income tax rate for the past two years is as follows:

		For the years end	ed December	• 31,
(In thousands, except percentages)		2015		2014
Federal income tax provision at statutory rate	<del>\$</del>	5,028	\$	3,248
35% rate in 2015 and 34% in 2014				
Increases (decreases) resulting from:				
Bank owned life insurance		(133)		(190)
Tax-exempt interest		(99)		(121)
Meals and entertainment		18		18
State income taxes, net of federal income tax effect		302		253
Other, net		(305)		(63)
Provision for income taxes	\$	4,811	\$	3,145
Effective tax rate		33.5 %		32.9 %

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, 2015 and 2014 are as follows:

(In thousands)	1	December 31, 2015	Decei	mber 31, 2014
Deferred tax assets:				
Allowance for loan losses	\$	5,212	\$	5,013
Depreciation		519		489
Stock-based compensation		515		463
SERP		369		-
Deferred compensation		262		231
Lost interest on nonaccrual loans		173		354
State net operating loss		139		132
Commitment reserve		56		60
Other		96		63
Gross deferred tax assets		7,341		6,805
Valuation allowance		(139)		(132)
Total deferred tax assets		7,202		6,673
Deferred tax liabilities:				
Deferred loan costs		495		216
Goodwill		416		367
Deferred servicing fees		219		38
Bond accretion		104		100
Net unrealized security gains		-		92
Total deferred tax liabilities		1,234		813
Net deferred tax asset	\$	5,968	\$	5,860

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.

The Company had a \$139 thousand and \$132 thousand valuation allowance for deferred tax assets related to its state net operating loss carry-forward deferred tax asset, the balance of which was \$139 thousand and \$132 thousand at December 31, 2015 and 2014, respectively. The Company's state net operating loss carry-forwards totaled approximately \$2.4 million at December 31, 2015 and expire between 2030 and 2035.

Included as a component of deferred tax assets is an income tax expense (benefit) related to unrealized gains (losses) on securities available for sale, a supplemental retirement plan (SERP) and an interest rate swap. The after-tax component of each of these is included in other comprehensive income (loss) in shareholders' equity. The after-tax component related to securities available for sale was an unrealized loss of \$2 thousand for 2015 and an unrealized gain of \$143 thousand for 2014. The after-tax component related to the SERP was an unrealized loss of \$448 thousand for 2015. The after-tax component related to the interest rate swap was an unrealized loss of \$17 thousand for 2015.

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 31, 2015 and 2014. The Company does not have an accrual for uncertain tax positions as of December 31, 2015 or 2014, 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 2011 and thereafter are subject to future examination by tax authorities.

## 16. Net Income per Share

The following is a reconciliation of the calculation of basic and diluted net income per share for the past two years:

	For the years ended December 31,					
(In thousands, except per share amounts)		2015		2014		
Net income	\$	9,557	\$	6,408		
Weighted average common shares outstanding - Basic		8,425		7,856		
Plus: Potential dilutive common stock equivalents		104		89		
Weighted average common shares outstanding - Diluted		8,529		7,945		
Net income per common share - Basic	\$	1.13	\$	0.82		
Net income per common share - Diluted		1.12		0.81		
Stock options and common stock excluded from the income per						
share calculation as their effect would have been anti-dilutive		81		114		

## 17. 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: (1) tier 1 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 1 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 1 capital as a percentage of tangible assets), tier 1 risk-based capital ratio (tier 1 capital as a percent of risk-weighted assets), total risk-based capital ratio (total risk-based capital as a percent of total risk-weighted assets), and common equity tier 1 capital ratio.

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 applicable to banks, the Company and the Bank must meet specific capital guidelines. Prompt corrective action provisions are not applicable to bank holding companies.

In September 2010, the Group of Governors and Heads of Supervision, the oversight body of the Basel Committee on Banking Supervision, adopted Basel III, which constitutes a set of capital reform measures designed to strengthen the regulation, supervision and risk management of banking organizations worldwide. In order to implement Basel III and certain additional capital changes required by the Dodd-Frank Act, the FDIC approved, as an interim final rule in July 2014, the regulatory capital requirements substantially similar to final rules issued by the Board of Governors of the Federal Reserve System ("Federal Reserve") for U.S. state nonmember banks and the Office of the Comptroller of the Currency for national banks.

The interim final rule includes new risk-based capital and leverage ratios that will be phased-in from 2015 to 2019 for most state nonmember banks. The rule includes a new common equity Tier 1 capital ("CET1") to risk-weighted assets ratio of 4.5% and a common equity Tier 1 capital conservation buffer of 2.5% of risk-weighted assets, which is in addition to the Tier 1 and Total risk-based capital requirements. The interim final rule also raises the minimum ratio of Tier 1 capital to risk-weighted assets from 4.0% to 6.0% and requires a minimum leverage ratio of 4.0%. The required minimum ratio of total capital to risk-weighted assets will remain 8.0%. The new risk-based capital requirements (except for the capital conservation buffer) became effective for the Company and the Bank on January 1, 2015.

The new rules also include a one-time opportunity to opt-out of the changes to treatment of accumulated other comprehensive income ("AOCI") components. By making the election to opt-out, the institution may continue treating AOCI items in a manner consistent with risk-based capital rules in place prior to January 2015. The permanent opt-out election must be made on the Call Report, FR Y-9C or FR Y-9SP, as applicable, for the first reporting period after January 1, 2015 and a parent holding company must make the same election as its subsidiary bank. If the institution does not elect to opt-out, then the institution will not have an opportunity to change its methodology in future periods. The Bank and the Company have made the election to opt out of the treatment of AOCI on the appropriate March 31, 2015 fillings.

In addition to the risk-based guidelines, regulators require that a bank or holding company, which meets the regulator's highest performance and operation standards, maintain a minimum leverage ratio of 4 percent. For those institutions with higher levels of risk or that are experiencing or anticipating significant growth, the minimum leverage ratio will be proportionately increased. Minimum leverage ratios for each institution are evaluated through the ongoing regulatory examination process.

The Company's capital amounts and ratios are presented in the following table:

				For ca	-	To be well-capitalized under prompt corrective		
		Act		adequacy j		action provision		
(In thousands)	<i>P</i>	mount	Ratio A	Amount	Ratio	Amount	Ratio	
As of December 31, 2015								
Leverage ratio	\$	92,442	<b>8.82</b> % ≥ \$	41,934	4.00 %	N/A	N/A	
CET1		77,442	9.37	37,210	4.50	N/A	N/A	
Tier I risk-based capital ratio		92,442	11.18	49,613	6.00	N/A	N/A	
Total risk-based capital ratio		102,809	12.43	66,151	8.00	N/A	N/A	
As of December 31, 2014								
Leverage ratio	\$	83,615	8.71 % ≥\$	38,405	4.00 %	N/A	N/A	
Tier I risk-based capital ratio		83,615	11.57	28,900	4.00	N/A	N/A	
Total risk-based capital ratio	_	92,691	12.83	57,779	8.00	N/A	N/A	

The Bank's capital amounts and ratios are presented in the following table:

	A et	nol	For ca	pital u	To be well-capitalized under prompt corrective action provisions		
(In thousands)	 Actual Amount Ratio		Amount	· · · · · · · · · · · · · · · · · · ·	action pro Amount	Ratio	
As of December 31, 2015							
Leverage ratio	\$ 83,316	<b>7.95</b> % ≥ 9	41,908	4.00 % ≥ \$	52,385	5.00 %	
CET1	83,316	10.08	37,193	4.50	53,723	6.50	
Tier I risk-based capital ratio	83,316	10.08	49,590	6.00	66,120	8.00	
Total risk-based capital ratio	102,179	12.36	66,120	8.00	82,650	10.00	
As of December 31, 2014							
Leverage ratio	\$ 74,819	$7.80 \% \geq 9$	38,381	$4.00 \% \ge \$$	47,976	5.00 %	
Tier I risk-based capital ratio	74,819	10.37	28,874	4.00	43,310	6.00	
Total risk-based capital ratio	 92,388	12.80	57,747	8.00	72,184	10.00	

The following chart compares the risk-based capital required under existing rules to those prescribed under the interim final rule under the phase-in period described above:

	Treatment at				
	<b>December 31, 2014</b>	December 31, 2015			
Leverage ratio	4.00 %	4.00 %			
CET1	N/A	4.50 %			
Additional tier 1	N/A	1.50 %			
Tier 1 capital ratio	4.00 %	6.00 %			
Tier 2	4.00 %	2.00 %			
Total capital ratio	8.00 %	8.00 %			
Capital conservation buffer	N/A	2.50 %			

The interim final rule also implements revisions and clarifications consistent with Basel III regarding the various components of Tier 1 capital, including common equity, unrealized gains and losses and instruments that will no longer qualify as Tier 1 capital. The interim final rule also sets forth certain changes for the calculation of risk-weighted assets that the Bank implemented as of January 1, 2015. The new capital rules will require the Company and the Bank to meet a capital conservation buffer requirement. To meet the requirement when it is fully phased in, common equity Tier 1 capital must be maintained at an amount that exceeds the buffer level of 2.5% above each of the minimum risk-weighted asset ratios. The requirement will be phased in over a four year period, starting January 1, 2016.

At December 31, 2015 and 2014, Unity Bank is "well-capitalized" under the applicable regulatory capital adequacy guidelines.

## 18. Employee Benefit Plans

#### **Stock Transactions**

Stock Option Plans

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. Transactions under the Company's stock option plans for 2015 and 2014 are summarized in the following table:

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			Weighted average remaining	
		Weighted average	ge contractual life in	Aggregate intrinsic
	Shares	exercise price	years	value
Outstanding at December 31, 2013	448,975	\$ 6	.70 5.6	\$ 739,951
Options granted	46,000	8	.16	
Options exercised	(36,950)	4.	.33	
Options forfeited	(9,119)	9.	.73	
Options expired	(29,985)	10	.16	
Outstanding at December 31, 2014	418,921	\$ 6	.76 5.5	\$ 1,257,968
Options granted	57,000	9	.56	
Options exercised	(525)	7.	31	
Options forfeited	-		-	
Options expired	-		-	
Outstanding at December 31, 2015	475,396	\$ 7.	5.1	\$ 2,562,175
Exercisable at December 31, 2015	375,233	\$ 6	4.1	\$ 2,190,220

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 31, 2015, 1,920,529 shares have been reserved for issuance upon the exercise of options, 475,396 option grants are outstanding, and 1,252,548 option grants have been exercised, forfeited or expired, leaving 192,585 shares available for grant.

The fair values of the options granted during 2015 and 2014 were estimated on the date of grant using the Black-Scholes option-pricing model with the following weighted average assumptions:

For the record anded December 21

	 For the years ended December 31,					
Number of options granted	2015	2014				
	 57,000	46,000				
Weighted average exercise price	\$ <b>9.56</b> \$	8.16				
Weighted average fair value of options	\$ 3.61 \$	3.21				
Expected life in years (1)	6.69	5.54				
Expected volatility (2)	42.20 %	45.32 %				
Risk-free interest rate (3)	1.89 %	1.57 %				
Dividend yield (4)	1.39 %	1.01 %				

- (1) 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.
- (2) The 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.
- (3) The risk-free interest rate is the U.S Treasury rate commensurate with the expected life of the options on the date of grant.
- (4) The expected dividend yield is the projected annual yield based on the grant date stock price.

Upon exercise, the Company issues shares from its authorized but unissued common stock to satisfy the options. The following table presents information about options exercised during 2015 and 2014:

	For the twelve months ended December 31,				
	2015			2014	
Number of options exercised		525		36,950	
Total intrinsic value of options exercised	\$	1,302	\$	157,406	
Cash received from options exercised		-		70,405	
Tax deduction realized from options exercised		520		62,868	

The following table summarizes information about stock options outstanding and exercisable at December 31, 2015:

Options outstanding					Options	exercisable
Rar	nge of exercise prices	Options outstanding	Weighted average remaining contractual life (in years)	Weighted average exercise price	Options exercisable	Weighted average exercise price
\$	0.00 - 4.00	89,000	3.2	\$ 3.85	89,000	\$ 3.85
	4.01 - 8.00	281,950	5.4	6.73	242,120	6.61
	8.01 - 12.00	62,551	9.3	9.63	2,218	10.53
	12.01 - 16.00	41,895	1.1	12.62	41,895	12.62
	Total	475,396	5.1	\$ 7.09	375,233	\$ 6.65

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 and the related income tax benefit for the years ended December 31, 2015 and 2014 are detailed in the following table:

	For the years ended December 31,				
	2015			2014	
Compensation expense	\$	147,905	\$	152,349	
Income tax benefit		59,073		60,848	

As of December 31, 2015, unrecognized compensation costs related to nonvested share-based compensation arrangements granted under the Company's stock option plans totaled approximately \$247 thousand. That cost is expected to be recognized over a weighted average period of 2.0 years.

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. The following table summarizes nonvested restricted stock activity for the year ended December 31, 2015:

	Shares	Average grant date fair value
Nonvested restricted stock at December 31, 2014	77,750	\$ 7.24
Granted	41,800	9.45
Cancelled	(2,000)	9.81
Vested	(36,750)	6.88
Nonvested restricted stock at December 31, 2015	80,800	\$ 8.50

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. Unless the recipient makes an election to recognize all compensation on the grant date, the awards are recorded at fair market value at the time of grant and amortized into salary expense on a straight line basis over the vesting period. As of December 31, 2015, 471,551 shares of restricted stock were reserved for issuance, of which 174,700 shares are available for grant.

Restricted stock awards granted during the years ended December 31, 2015 and 2014 were as follows:

	For the years ended December 31,			
		2015		2014
Number of shares granted	· <del></del> -	41,800		17,500
Average grant date fair value	\$	9.45	\$	8.88

Compensation expense related to the restricted stock for the years ended December 31, 2015 and 2014 is detailed in the following table:

	For the years ended December 31,				
		2015		2014	
Compensation expense	<del></del>	302,425	\$	245,428	
Income tax benefit		120,788		98,024	

As of December 31, 2015, there was approximately \$582 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 2.6 years.

## 401(k) Savings Plan

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 \$312 thousand and \$258 thousand to the Plan in 2015 and 2014, respectively.

### **Deferred Fee Plan**

The Company has a deferred fee plan for Directors and executive management. Directors of the Company have the option to elect to defer up to 100 percent of their respective retainer and Board of Director fees, and each member of executive management has the option to elect to defer 100 percent of their year end cash bonuses. Director and executive deferred fees totaled \$38 thousand in 2015 and \$79 thousand in 2014, and the interest paid on deferred balances totaled \$26 thousand in 2015 and \$23 thousand in 2014. No fees were distributed in 2015 and 2014, respectively.

### **Benefit Plans**

In addition to the 401(k) savings plan which covers substantially all employees, the Company established in 2015 an unfunded supplemental defined benefit plan to provide additional retirement benefits for the President and Chief Executive Officer ("CEO") and an unfunded, nonqualified deferred compensation plan to provide additional retirement benefits for key executives.

On June 4, 2015, the Company approved the Supplemental Executive Retirement Plan (the "SERP") pursuant to which the President and CEO is entitled to receive certain supplemental nonqualified retirement benefits. Upon separation from service after age 66, the President and CEO will be entitled to an annual benefit in the amount of \$156,000 payable in fifteen annual installments subject to annual 2% increases. The future payments are estimated to total \$2.7 million. A discount rate of 3.84% was used to calculate the present value of the benefit obligation.

The President and CEO commenced vesting to this retirement benefit on January 1, 2014, and shall vest an additional 3% each year until fully vested on January 1, 2024. In the event that the President and CEO's separation from service from the Registrant were to occur prior to full vesting, the President and CEO would be entitled to and shall be paid the vested portion of the retirement benefit calculated as of the date of separation from service. Notwithstanding the foregoing, upon a Change in Control, and provided that within 6 months following the Change in Control the President and CEO is involuntary terminated for reasons other than "cause" or the President and CEO resigns for "good reason", as such is defined in the SERP, or the President and CEO voluntarily terminates his employment after being offered continued employment in a positions that is not a "Comparable Position", as such is also defined in the SERP, the President and CEO shall become 100% vested in the full retirement benefit.

No contributions or payments have been made for the year 2015. The following table summarizes the components of the net periodic pension cost of the defined benefit plan recognized during the year ended December 31, 2015:

(In thousands)	For the year ended December 31, 2015	
Service cost	\$	59
Interest cost		34
Amortization of prior service cost		83
Net periodic benefit cost	\$	176

The following table summarizes the changes in benefit obligations of the defined benefit plan recognized during the year ended December 31, 2015:

(In thousands)	For the year ended December 31, 2015
Benefit obligation, beginning of year	-
Initial recognition of prior service cost	830
Service cost	59
Interest cost	34
Actuarial gain (loss)	_
Benefit obligation, end of year	\$ 923

On October 22, 2015, the Company entered into an Executive Incentive Retirement Plan (the "Plan") with key executive officers. The Plan has an effective date of January 1, 2015.

The Plan is an unfunded, nonqualified deferred compensation plan. For any Plan Year, a guaranteed annual Deferral Award percentage of seven and one half percent (7.5%) of the participant's annual base salary shall be credited to each Participant's Deferred Benefit Account. A discretionary annual Deferral Award equal to seven and one half percent (7.5%) of the participant's annual base salary may be credited to the Participant's account in addition to the guaranteed Deferral Award, if the Bank exceeds the benchmarks set forth in the Annual Executive Bonus Matrix. The total Deferral Award shall never exceed fifteen percent (15%) for any given Plan Year. Each Participant shall be immediately one hundred percent (100%) vested in all Deferral Awards as of the date they are awarded.

As of December 31, 2015, the company had total expenses of \$150 thousand. The Plan is reflected on the Company's balance sheet as accrued expenses.

Certain members of management are also enrolled in a split-dollar life insurance plan with a post retirement death benefit of \$250 thousand. Total expenses related to this plan were \$5 thousand in 2015 and 2014, respectively.

## 19. Fair Value

#### 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. 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 1 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 sponsored entity agency mortgage-backed securities that are highly liquid and are actively traded in over-the-counter 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 sponsored entity mortgage-backed securities, corporate debt securities and derivative contracts.

## 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 on a recurring basis:

## Securities Available for Sale

As of December 31, 2015, the fair value of the Company's AFS securities portfolio was \$52.9 million. Approximately 50 percent of the portfolio was made up of residential mortgage-backed securities, which had a fair value of \$26.4 million at December 31, 2015. Approximately \$25.6 million of the residential mortgage-backed securities are guaranteed by the Government National Mortgage Association ("GNMA"), the Federal National Mortgage Association ("FNMA") or the Federal Home Loan Mortgage Corporation ("FHLMC"). The underlying loans for these securities are residential mortgages that are geographically dispersed throughout the United States.

All of the Company's AFS securities were classified as Level 2 assets at December 31, 2015. The valuation of AFS securities using Level 2 inputs was primarily determined using the market approach, which uses quoted prices for similar assets or liabilities in active markets and all other relevant information. It includes model pricing, defined as valuing securities based upon their relationship with other benchmark securities.

There were no changes in the inputs or methodologies used to determine fair value during the year ended December 31, 2015, as compared to the year ended December 31, 2014.

The tables below present the balances of assets measured at fair value on a recurring basis as of December 31st for the past two years:

(In thousands)	December 31, 2015							
	Leve	el 1	Level 2	Level 3	Total			
Securities available for sale:								
U.S. Government sponsored entities	\$	- \$	6,581 \$	- \$	6,581			
State and political subdivisions		-	10,782	-	10,782			
Residential mortgage-backed securities		-	26,439	-	26,439			
Corporate and other securities		-	9,063	-	9,063			
Total securities available for sale	\$	- \$	52,865 \$	- \$	52,865			

(In thousands)	<b>December 31, 2014</b>							
	Level	1	Level 2	Level 3	Total			
Securities available for sale:								
U.S. Government sponsored entities	\$	- \$	4,618 \$	- \$	4,618			
State and political subdivisions		-	11,132	-	11,132			
Residential mortgage-backed securities		-	34,383	-	34,383			
Corporate and other securities		-	9,940	-	9,940			
Total securities available for sale	\$	- \$	60,073 \$	- \$	60,073			

## 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 is a description of the valuation methodologies used for instruments measured at fair value on a nonrecurring basis:

### Appraisal Policy

All appraisals must be performed in accordance with the Uniform Standards of Professional Appraisal Practice ("USPAP"). Appraisals are certified to the Company and performed by appraisers on the Company's approved list of appraisers. Evaluations are completed by a person independent of Company management. The content of the appraisal depends on the complexity of the property. Appraisals are completed on a "retail value" and an "as is value".

The Company requires current real estate appraisals on all loans that become OREO or in-substance foreclosure, loans that are classified substandard, doubtful or loss, or loans that are over \$100,000 and nonperforming. Prior to each balance sheet date, the Company values impaired collateral-dependent loans and OREO based upon a third party appraisal, broker's price opinion, drive by appraisal, automated valuation model, updated market evaluation, or a combination of these methods. The amount is discounted for the decline in market real estate values (for original appraisals), for any known damage or repair costs, and for selling and closing costs. The amount of the discount ranges from 10 to 15 percent and is dependent upon the method used to determine the original value. The original appraisal is generally used when a loan is first determined to be impaired. When applying the discount, the Company takes into consideration when the appraisal was performed, the collateral's location, the type of collateral, any known damage to the property and the type of business. Subsequent to entering impaired status and the Company determining that there is a collateral shortfall, the Company will generally, depending on the type of collateral, order a third party appraisal, broker's price opinion, automated valuation model or updated market evaluation. Subsequent to receiving the third party results, the Company will discount the value 8 to 10 percent for selling and closing costs.

#### 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 Collateral-Dependent 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. Partially charged-off loans are measured for impairment based upon an appraisal for collateral-dependent loans. When an updated appraisal is received for a nonperforming loan, the value on the appraisal is discounted in the manner discussed above. If there is a deficiency in the value after the Company applies these discounts, management applies a specific reserve and the loan remains in nonaccrual status. The receipt of an updated appraisal would not qualify as a reason to put a loan back into accruing status. The Company removes loans from nonaccrual status when the borrower makes six months of contractual payments and demonstrates the ability to service the debt going forward. Charge-offs are determined based upon the loss that management believes the Company will incur after evaluating collateral for impairment based upon the valuation methods described above and the ability of the borrower to pay any deficiency.

The valuation allowance for impaired loans is included in the allowance for loan losses in the consolidated balance sheets. At December 31, 2015, the valuation allowance for impaired loans was \$842 thousand, a decrease of \$319 thousand from \$1.2 million at December 31, 2014.

The following tables present the assets and liabilities subject to fair value adjustments (impairment) on a non-recurring basis carried on the balance sheet by caption and by level within the hierarchy (as described above):

	Fair value at December 31, 2015								
(In thousands)	Le	vel 1 Le	evel 2	Level 3	Total				
Financial assets:									
OREO	\$	- \$	- \$	1,591 \$	1,591				
Impaired collateral-dependent loans		-	-	6,331	6,331				

(In thousands)	Fair value at December 31, 2014								
	Leve	el 1 Lev	vel 2	Level 3	Total				
Financial assets:									
OREO	\$	- \$	- \$	1,162 \$	1,162				
Impaired collateral-dependent loans		-	-	10,996	10,996				

#### 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 31, 2015 and December 31, 2014 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 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 Loans Held for Sale

The fair value of SBA loans held for sale is estimated by using a market approach that includes significant other observable inputs.

#### 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. Carrying value approximates fair value based on the redemption provisions of the issues.

#### Servicing Assets

Servicing assets do not trade in an active, open market with readily observable prices. The Company estimates the fair value of servicing assets using discounted cash flow models incorporating numerous assumptions from the perspective of a market participant including market discount rates and prepayment speeds.

## Accrued Interest

The carrying amounts of accrued interest approximate fair value.

## Deposit Liabilities

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

## Borrowed Funds and Subordinated Debentures

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

## Standby Letters of Credit

At December 31, 2015, the Bank had standby letters of credit outstanding of \$1.8 million, as compared to \$1.5 million at December 31, 2014. The fair value of these commitments is nominal.

The table below presents the carrying amount and estimated fair values of the Company's financial instruments not previously presented as of December 31<sup>st</sup> for the past two years:

	<u>-</u>	Decembe	er 31, 2015	<b>December 31, 2014</b>			
(In thousands)	Fair value level	Carrying amount	Estimated fair value	Carrying amount	Estimated fair value		
Financial assets:							
Cash and cash equivalents	Level 1	\$ 88,157	\$ 88,157	\$ 129,821	\$ 129,821		
Securities (1)	Level 2	71,336	71,472	80,082	80,354		
SBA loans held for sale	Level 2	13,114	14,324	5,179	5,655		
Loans, net of allowance for loan losses (2)	Level 2	863,085	864,691	744,095	748,093		
Federal Home Loan Bank stock	Level 2	4,600	4,600	6,032	6,032		
Servicing assets	Level 3	1,389	1,389	753	753		
Accrued interest receivable	Level 2	3,884	3,884	3,518	3,518		
OREO	Level 3	1,591	1,591	1,162	1,162		
Financial liabilities:							
Deposits	Level 2	894,493	893,651	794,341	794,436		
Borrowed funds and subordinated debentures	Level 2	107,465	109,549	140,465	145,333		
Accrued interest payable	Level 2	461	461	474	474		

- (1) Includes held to maturity commercial mortgage-backed securities that are considered Level 3. These securities had book values of \$3.9 million and \$4.0 million at December 31, 2015 and 2014, respectively, and market values of \$3.8 million and \$4.0 million at December 31, 2015 and 2014, respectively.
- (2) Includes impaired loans that are considered Level 3 and reported separately in the tables under the "Fair Value on a Nonrecurring Basis" heading. Collateral-dependent impaired loans, net of specific reserves totaled \$6.3 million and \$11.0 million at December 31, 2015 and 2014, respectively.

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

Balance	Sheets
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(In thousands)	<b>December 31, 2015</b>		Decemb	per 31, 2014
ASSETS		_		
Cash and cash equivalents	\$	466	\$	198
Securities available for sale		216		198
Capital note due from Bank		8,500		8,500
Investment in subsidiaries		84,336		76,323
Other assets		448		446
Total assets	\$	93,966	\$	85,665
LIABILITIES AND SHAREHOLDERS' EQUITY				
Other liabilities	\$	31	\$	77
Subordinated debentures		15,465		15,465
Shareholders' equity		78,470		70,123
Total liabilities and shareholders' equity	\$	93,966	\$	85,665

Statements of Income	For	For the years ended December 31,				
(In thousands)	2	015	2	014		
Total interest income	\$	1,893	\$	983		
Total interest expense		289		281		
Net interest income		1,604		702		
Gains on sales of securities		-		-		
Other expenses		20		32		
Income before provision for income taxes and equity in undistributed net income of subsidiary		1,584		670		
Provision for income taxes		159		209		
Income before equity in undistributed net income of subsidiary		1,425		461		
Equity in undistributed net income of subsidiary		8,132		5,947		
Net income		9,557		6,408		

Statements of Cash Flows	For the years ended December 31,						
(In thousands)	20	015	2014				
OPERATING ACTIVITIES							
Net income	\$	9,557	\$	6,408			
Adjustments to reconcile net income to net cash provided by operating activities:							
Equity in undistributed net income of subsidiary		(8,132)		(5,947)			
Net change in other assets and other liabilities		(54)		53			
Net cash provided by operating activities		1,371		514			
INVESTING ACTIVITIES							
Purchases of securities		-		-			
Proceeds from sales of securities		-		-			
Net cash used in investing activities				-			
FINANCING ACTIVITIES							
Proceeds from exercise of stock options		-		70			
Proceeds from rights offering		-		6,143			
Investment in Bank		-		(6,500)			
Cash dividends paid on common stock		(1,103)		(753)			
Net cash provided used in financing activities		(1,103)		(1,040)			
Increase (decrease) in cash and cash equivalents		268		(526)			
Cash and cash equivalents, beginning of period		198		724			
Cash and cash equivalents, end of period	\$	466	\$	198			
SUPPLEMENTAL DISCLOSURES							
Interest paid	\$	287	\$	281			

## **Quarterly Financial Information (Unaudited)**

The following quarterly financial information for the years ended December 31, 2015 and 2014 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.

	2015							
(In thousands, except per share data)	<u>N</u>	March 31		June 30		September 30		December 31
Total interest income	\$	9,884	\$	10,218	\$	10,554	\$	10,995
Total interest expense		1,864		1,849		1,932		2,015
Net interest income		8,020		8,369		8,622		8,980
Provision for loan losses		200		-		200		100
Net interest income after provision for loan losses		7,820		8,369		8,422		8,880
Total noninterest income		1,641		1,893		2,275		1,920
Total noninterest expense		6,502		6,652		6,852		6,846
Income before provision for income taxes		2,959		3,610		3,845		3,954
Provision for income taxes		1,020		1,182		1,294		1,315
Net income	\$	1,939	\$	2,428	\$	2,551	\$	2,639
Net income per common share - Basic	\$	0.23	\$	0.29	\$	0.30	\$	0.31
Net income per common share - Diluted		0.23		0.28		0.30		0.31

	 2014					
(In thousands, except per share data)	March 31		June 30	September 30	December 31	
Total interest income	\$ 9,023	\$	9,102	\$ 9,491	\$ 9,802	
Total interest expense	1,736		1,797	1,859	1,914	
Net interest income	7,287		7,305	7,632	7,888	
Provision for loan losses	 600		550	550	850	
Net interest income after provision for loan losses	6,687		6,755	7,082	7,038	
Total noninterest income	1,526		1,640	1,853	1,660	
Total noninterest expense	 6,258		6,144	6,241	6,045	
Income before provision for income taxes	1,955		2,251	2,694	2,653	
Provision for income taxes	 662		723	808	952	
Net income	\$ 1,293	\$	1,528	\$ 1,886	\$ 1,701	
Net income per common share - Basic	\$ 0.17	\$	0.20	\$ 0.24	\$ 0.21	
Net income per common share - Diluted	0.17		0.20	0.24	0.20	

## **Selected Consolidated Financial Data**

	At or for the years ended December 31,									
(In thousands, except percentages)	_	2015	_	2014	_	2013		2012	_	2011
Selected Results of Operations							_			
Interest income	\$	41,651	\$	37,418	\$	33,954	\$	35,203	\$	39,523
Interest expense		7,660		7,306		6,529		7,774		10,551
Net interest income		33,991		30,112		27,425		27,429		28,972
Provision for loan losses		500		2,550		2,350		4,000		6,800
Noninterest income		7,729		6,679		6,604		7,338		5,661
Noninterest expense		26,852		24,688		23,997		24,297		24,518
Provision for income taxes		4,811		3,145		2,567		2,226		769
Net income		9,557		6,408		5,115		4,244		2,546
Preferred stock dividends and discount accretion				-		988		1,602		1,558
Income available to common shareholders		9,557		6,408		4,127		2,642		988
Per Share Data		7,331		0,408		4,127		2,042		700
	Φ	1 12	\$	0.82	\$	0.55	Φ	0.35	\$	0.13
Net income per common share - Basic	\$	1.13	Ф		Ф		\$	0.33	Ф	
Net income per common share - Diluted		1.12		0.81		0.53				0.13
Book value per common share		9.30		8.36		7.55		7.62		7.24
Market value per common share		12.47		9.43		7.66		6.24		6.40
Cash dividends declared on common shares		0.14		0.10		0.03		-		-
Selected Balance Sheet Data										
Assets	\$	1,084,866	\$	1,008,788	\$	921,118	\$	819,730	\$	810,846
Loans		888,958		761,825		678,701		587,036		592,592
Allowance for loan losses		(12,759)		(12,551)		(13,141)		(14,758)		(16,348)
Securities		71,336		80,082		107,514		111,053		107,536
Deposits		894,493		794,341		738,698		648,760		643,971
Borrowed funds and subordinated debentures		107,465		140,465		122,465		90,465		90,465
Shareholders' equity		78,470		70,123		57,173		77,510		73,558
Common shares outstanding		8,436		8,388		7,577		7,534		7,459
Performance Ratios										
Return on average assets		0.96 %	<b>%</b>	0.70 9	%	0.61	%	0.53	%	0.31 9
Return on average equity		12.92		10.28		7.22		4.80		1.90
Average equity to average assets		7.42		6.80		7.91		9.31		8.72
Efficiency ratio		64.41		67.90		71.34		71.06		71.42
Dividend payout		12.50		12.35		5.66		-		-
Net interest spread		3.42		3.35		3.34		3.38		3.49
Net interest margin		3.63		3.53		3.53		3.62		3.76
Asset Quality Ratios		2132								
Allowance for loan losses to loans		1.44 %	<b>%</b>	1.65 9	%	1.94	%	2.51	%	2.76 9
Allowance for loan losses to nonperforming loans		175.74	•	110.41		85.98		84.49		71.80
Nonperforming loans to total loans		0.82		1.49		2.25		2.98		3.84
Nonperforming assets to total loans and OREO		0.99		1.64		2.34		3.28		4.33
Nonperforming assets to total assets		0.82		1.24		1.73		2.35		3.18
Net charge-offs to average loans		0.04		0.44		0.63		0.94		0.79
Capital Ratios - Company		0.04		0.44		0.03		0.74		0.77
Leverage Ratio		8.82 %	/	8.71	)/.	8.08	)/.	11.14	)/	10.44
-			<b>/</b> 0		/0		70		/O	
Common Equity Tier 1 risk-based capital ratio		9.37		n/a		n/a		n/a		n/a
Tier 1 risk-based capital ratio		11.18		11.57		10.74		14.85		14.33
Total risk-based capital ratio		12.43		12.83		11.99		16.12		15.60
Capital Ratios - Bank				- 05	.,	- 00	.,	0.45	.,	2.2
Leverage Ratio		7.95 %	<b>0</b>	7.80 9	%	7.02	%	8.63	%	9.01
Common Equity Tier 1 risk-based capital ratio		10.08		n/a		n/a		n/a		n/a
Tier 1 risk-based capital ratio		10.08		10.37		9.33		11.51		12.36
Total risk-based capital ratio		12.36		12.80		11.88		14.18		15.05

## **Corporate Information**

## Unity Bancorp, Inc.

## **Company Headquarters**

Unity Bancorp, Inc. 64 Old Highway 22 Clinton, New Jersey 08809

#### Counsel

Windels Marx Lane & Mittendorf, LLP New Brunswick, New Jersey

## **Independent Registered Public Accounting Firm**

RSM US LLP

Blue Bell, Pennsylvania

## **Transfer Agent**

Shareholder address changes or inquiries regarding shareholder accounts and stock transfers should be directed to:

Computershare, Inc

PO Box 30170

College Station, TX 77842-3170

800.368.5948

computershare.com/investor

## **Investor and Media Inquiries**

Analysts, institutional investors, individual shareholders and media representatives should contact:

Alan J. Bedner, CFO

Unity Bancorp, Inc.

64 Old Highway 22

Clinton, New Jersey 08809 alan.bedner@unitybank.com

## Web Information

Information on financial results, products, services, and branch locations is available on the Internet at: unitybank.com or by email at: info@unitybank.com.

### Financial Information

Copies of the Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission without exhibits may be obtained from:

Alan J. Bedner, CFO
Unity Bancorp, Inc.
64 Old Highway 22
Clinton, New Jersey 08809
alan.bedner@unitybank.com

An electronic copy is available through the Unity Bank website at www.unitybank.com.

## **Annual Meeting of Shareholders**

Shareholders are cordially invited to the Annual Meeting of Shareholders. The meeting will convene at 9:30 am, Thursday, April 28, 2016, at The Grand Colonial, Hampton, New Jersey.

## **Stock Listing**

Unity Bancorp, Inc. common stock is traded on the NASDAQ under the symbol "UNTY".

### **Common Stock Prices**

The table below sets forth by quarter the range of high, low and quarter-end closing prices for Unity Bancorp, Inc.'s common stock.

Quarter	High	Low	Close	Cash Dividend Declared	
2015					
Fourth	\$ 13.01	\$ 9.62	\$ 12.47	\$ 0.04	
Third	10.24	9.50	9.77	0.04	
Second	10.00	9.00	9.79	0.03	
First	10.00	8.89	9.08	0.03	
2014					
Fourth	\$ 12.63	\$ 8.21	\$ 9.43	\$ 0.03	
Third	9.81	8.36	9.63	0.03	
Second	9.38	7.91	9.28	0.02	
First	8.26	7.22	7.95	0.02	

As of March 1, 2016 there were 387 holders of record of Unity Bancorp, Inc.'s common stock.

## **Unity Bank Branch Directory**

## NJ Branches

## 1. Clinton

64 Old Highway 22 Clinton, NJ 08809 908.713.4580

## 2. Edison

1746 Oak Tree Road Edison, NJ 08820 732.205.0044

## 3. Flemington

157 Main Street Flemington, NJ 08822 908.782.2000

## 4. Highland Park

104 Raritan Avenue Highland Park, NJ 08904 732.418.0330

## 5. Linden

628 N. Wood Avenue Linden, NJ 07036 908.925.8353

## 6. Middlesex

## 7. North Plainfield

450 Somerset Street North Plainfield, NJ 07060 908.769.0303

## 8. Phillipsburg

1228 Route 22 East Phillipsburg, NJ 08865 908.213.2957

## 9. Scotch Plains

2222 South Avenue Scotch Plains, NJ 07076 908.233.8009

## 10. Somerset

120 Cedar Grove Lane Somerset, NJ 08873 732.356.1480

## 11. South Plainfield

2426 Plainfield Avenue South Plainfield, NJ 07080 908.412.9393

## 12. Union

## 13. Washington

5 East Asbury Anderson Road Washington, NJ 07882 908.537.0150

## 14. Whitehouse

370 Route 22 West Whitehouse Station, NJ 08889 908.823.0555

## PA Branch

## 15. Forks Township

1700 Sullivan Trail Easton, PA 18040 610.252.5885

Customer Service Center 1.800.618.BANK(2265)

## Website

www.unitybank.com



Notes	