

CODORUS VALLEY BANCORP INC  
Form 10-Q  
August 06, 2018

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

**Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

**For the quarterly period ended June 30, 2018**

**or**

Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

**Commission file number: 0-15536**

**CODORUS VALLEY BANCORP, INC.**

(Exact name of registrant as specified in its charter)

**Pennsylvania**                      **23-2428543**  
(State or other jurisdiction of (I.R.S. Employer  
incorporation or organization) Identification No.)

**105 Leader Heights Road, P.O. Box 2887, York, Pennsylvania 17405**

(Address of principal executive offices) (Zip code)

**717-747-1519**

(Registrant's telephone number, including area code)

**Not Applicable**

(Former name, former address and former fiscal year,

if changed since the last report.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See definitions of "large accelerated filer", "accelerated filer", "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer Accelerated filer  
Non-accelerated filer Smaller reporting company  
Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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

APPLICABLE ONLY TO CORPORATE ISSUERS

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date. On July 27, 2018, 8,946,062 shares of common stock, par value \$2.50, were outstanding.

- 1 -

Codorus Valley Bancorp, Inc.

Form 10-Q Index

<b><u>PART I – FINANCIAL INFORMATION</u></b>		Page #
<u>Item 1.</u>	<u>Financial statements (unaudited):</u>	3
	<u>Consolidated balance sheets</u>	3
	<u>Consolidated statements of income</u>	4
	<u>Consolidated statements of comprehensive income</u>	5
	<u>Consolidated statements of cash flows</u>	6
	<u>Consolidated statements of changes in shareholders' equity</u>	7
	<u>Notes to consolidated financial statements</u>	8
<u>Item 2.</u>	<u>Management's discussion and analysis of financial condition and results of operations</u>	40
<u>Item 3.</u>	<u>Quantitative and qualitative disclosures about market risk</u>	65
<u>Item 4.</u>	<u>Controls and procedures</u>	66
<b><u>PART II – OTHER INFORMATION</u></b>		
<u>Item 1.</u>	<u>Legal proceedings</u>	66
<u>Item 1A.</u>	<u>Risk factors</u>	66
<u>Item 2.</u>	<u>Unregistered sales of equity securities and use of proceeds</u>	66
<u>Item 3.</u>	<u>Defaults upon senior securities</u>	66
<u>Item 4.</u>	<u>Mine safety disclosures</u>	66
<u>Item 5.</u>	<u>Other information</u>	67
<u>Item 6.</u>	<u>Exhibits</u>	68
<b><u>SIGNATURES</u></b>		69

**PART I - FINANCIAL INFORMATION****Item 1. Financial Statements**

Codorus Valley Bancorp, Inc.

Consolidated Balance Sheets

	<b>(Unaudited)</b>	
	<b>June 30,</b>	<b>December</b>
<b>(dollars in thousands, except per share data)</b>	<b>2018</b>	<b>31,</b>
		<b>2017</b>
<b>Assets</b>		
Interest bearing deposits with banks	\$ 65,181	\$55,566
Cash and due from banks	20,840	23,958
Total cash and cash equivalents	86,021	79,524
Securities, available-for-sale	154,467	158,591
Restricted investment in bank stocks, at cost	6,522	6,311
Loans held for sale	2,794	1,715
Loans (net of deferred fees of \$3,907 - 2018 and \$4,039 - 2017)	1,465,896	1,399,764
Less-allowance for loan losses	(17,147 )	(16,689 )
Net loans	1,448,749	1,383,075
Premises and equipment, net	24,285	24,382
Goodwill	2,301	2,301
Other assets	53,993	53,306
Total assets	\$ 1,779,132	\$ 1,709,205
<b>Liabilities</b>		
<b>Deposits</b>		
Noninterest bearing	\$ 259,745	\$246,866
Interest bearing	1,183,079	1,137,641
Total deposits	1,442,824	1,384,507
Short-term borrowings	12,964	20,495
Long-term debt	135,310	130,310
Other liabilities	17,661	9,674
Total liabilities	1,608,759	1,544,986
<b>Shareholders' equity</b>		
Preferred stock, par value \$2.50 per share; 1,000,000 shares authorized; 0 shares issued and outstanding	0	0
Common stock, par value \$2.50 per share; 30,000,000 shares authorized at June 30, 2018 and 15,000,000 at December 31, 2017; shares issued and outstanding: 8,943,966 at June	22,360	22,265

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30, 2018 and 8,906,052 at December 31, 2017

Additional paid-in capital	120,938	120,052
Retained earnings	30,233	22,860
Accumulated other comprehensive loss	(3,158 )	(958 )
Total shareholders' equity	170,373	164,219
Total liabilities and shareholders' equity	\$ 1,779,132	\$ 1,709,205

See accompanying notes.

- 3 -

Codorus Valley Bancorp, Inc.

## Consolidated Statements of Income

Unaudited

(dollars in thousands, except per share data)	Three months ended		Six months ended	
	June 30, 2018	2017	June 30, 2018	2017
Interest income				
Loans, including fees	\$18,646	\$16,102	\$36,143	\$31,496
Investment securities:				
Taxable	568	653	1,134	1,302
Tax-exempt	275	316	556	649
Dividends	95	82	218	158
Other	250	142	376	195
Total interest income	19,834	17,295	38,427	33,800
Interest expense				
Deposits	3,070	1,948	5,702	3,755
Federal funds purchased and other short-term borrowings	18	100	33	192
Long-term debt	667	619	1,268	1,165
Total interest expense	3,755	2,667	7,003	5,112
Net interest income	16,079	14,628	31,424	28,688
Provision for loan losses	300	825	500	1,475
Net interest income after provision for loan losses	15,779	13,803	30,924	27,213
Noninterest income				
Trust and investment services fees	781	741	1,571	1,400
Income from mutual fund, annuity and insurance sales	237	195	551	406
Service charges on deposit accounts	1,195	1,051	2,298	2,021
Income from bank owned life insurance	241	250	482	522
Other income	531	261	857	541
Gain on sales of loans held for sale	558	282	1,001	571
Gain on sales of securities	0	63	0	63
Total noninterest income	3,543	2,843	6,760	5,524
Noninterest expense				
Personnel	6,884	6,399	14,696	13,135
Occupancy of premises, net	825	807	1,696	1,678
Furniture and equipment	747	696	1,561	1,391
Postage, stationery and supplies	192	226	364	391
Professional and legal	143	173	323	322
Marketing	419	361	827	697
FDIC insurance	136	221	304	374

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Debit card processing	296	271	584	486
Charitable donations	164	168	1,673	834
Telecommunications	144	200	381	404
External data processing	537	452	984	847
Foreclosed real estate including provision for (recovery of) losses	11	1	20	(28 )
Other	1,125	1,192	1,467	1,699
Total noninterest expense	11,623	11,167	24,880	22,230
Income before income taxes	7,699	5,479	12,804	10,507
Provision for income taxes	1,645	1,794	2,667	3,403
Net income	\$6,054	\$3,685	\$10,137	\$7,104
Net income per share, basic	\$0.68	\$0.41	\$1.14	\$0.80
Net income per share, diluted	\$0.67	\$0.41	\$1.12	\$0.79

See accompanying notes.



Codorus Valley Bancorp, Inc.

## Consolidated Statements of Comprehensive Income

Unaudited

	<b>Three months ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
<b>(dollars in thousands)</b>		
Net income	\$6,054	\$3,685
Other comprehensive income (loss):		
Securities available for sale:		
Net unrealized holding (losses) gains arising during the period (net of tax (benefit) expense of (\$110) and \$226, respectively)	(412 )	419
Reclassification adjustment for (gains) included in net income (net of tax expense of \$0 and \$22, respectively) (a) (b)	0	(41 )
Net unrealized (losses) gains	(412 )	378
Comprehensive income	\$5,642	\$4,063

	<b>Six months ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
<b>(dollars in thousands)</b>		
Net income	\$10,137	\$7,104
Other comprehensive income (loss):		
Securities available for sale:		
Net unrealized holding (losses) gains arising during the period (net of tax (benefit) expense of (\$585) and \$468, respectively)	(2,200 )	869
Reclassification adjustment for (gains) included in net income (net of tax expense of \$0 and \$22, respectively) (a) (b)	0	(41 )
Net unrealized (losses) gains	(2,200 )	828
Comprehensive income	\$7,937	\$7,932

(a) Amounts are included in net gain on sales of securities on the Consolidated Statements of Income within noninterest income.

(b) Income tax amounts are included in the provision for income taxes on the Consolidated Statements of Income.

See accompanying notes.

Codorus Valley Bancorp, Inc.

## Consolidated Statements of Cash Flows

Unaudited

(dollars in thousands)	Six months ended	
	June 30, 2018	2017
Cash flows from operating activities		
Net income	\$10,137	\$7,104
Adjustments to reconcile net income to net cash provided by operations:		
Depreciation/amortization	1,183	1,155
Net amortization of premiums on securities	234	376
Amortization of deferred loan origination fees and costs	(916 )	(754 )
Provision for loan losses	500	1,475
Recovery of foreclosed real estate	0	(47 )
Increase in bank owned life insurance	(482 )	(522 )
Originations of mortgage loans held for sale	(20,064)	(19,491)
Originations of SBA loans held for sale	(8,546 )	(1,677 )
Proceeds from sales of mortgage loans held for sale	20,390	19,204
Proceeds from sales of SBA loans held for sale	7,948	1,620
Gain on sales of mortgage loans held for sale	(485 )	(485 )
Gain on sales of SBA loans held for sale	(516 )	(86 )
Gain on disposal of premises and equipment	(11 )	(7 )
Gain on sales of securities, available-for-sale	0	(63 )
Loss (gain) on sales of foreclosed real estate	1	(11 )
Stock-based compensation	332	371
Decrease in interest receivable	96	113
Decrease (increase) in other assets	441	(1,106 )
Increase (decrease) in interest payable	125	(5 )
Increase in other liabilities	3,506	907
Net cash provided by operating activities	13,873	8,071
Cash flows from investing activities		
Purchases of securities, available-for-sale	(6,578 )	(9,532 )
Maturities, repayments and calls of securities, available-for-sale	12,053	21,258
Sales of securities, available-for-sale	0	2,051
Net (increase) decrease in restricted investment in bank stock	(211 )	60
Net increase in loans made to customers	(65,350)	(79,637)
Purchases of premises and equipment	(1,075 )	(911 )
Investment in bank owned life insurance	0	(4,000 )
Proceeds from sales of foreclosed real estate	114	386
Net cash used in investing activities	(61,047)	(70,325)
Cash flows from financing activities		
Net increase in demand and savings deposits	50,277	60,369

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Net increase in time deposits	8,040	1,119
Net decrease in short-term borrowings	(7,531 )	(20,113)
Proceeds from issuance of long-term debt	30,000	10,000
Repayment of long-term debt	(25,000)	0
Cash dividends paid to shareholders	(2,764 )	(2,276 )
Issuance of stock	649	452
Net cash provided by financing activities	53,671	49,551
Net increase (decrease) in cash and cash equivalents	6,497	(12,703)
Cash and cash equivalents at beginning of year	79,524	74,032
Cash and cash equivalents at end of period	\$86,021	\$61,329

See accompanying notes.

Codorus Valley Bancorp, Inc.

## Consolidated Statements of Changes in Shareholders' Equity

Unaudited

(dollars in thousands, except per share data)			Additional	Retained	Accumulated Other	Treasury	Total
	Preferred Stock	Common Stock	Paid-in Capital	Earnings	Comprehensive Loss	Stock	
Balance, January 1, 2018	\$ 0	\$ 22,265	\$ 120,052	\$ 22,860	\$ (958 )	\$ 0	\$ 164,219
Net income				10,137			10,137
Other comprehensive loss, net of tax					(2,200 )		(2,200 )
Cash dividends (\$0.31 per share)				(2,764 )			(2,764 )
Stock-based compensation			332				332
Forfeiture of restricted stock and withheld shares			5			(70 )	(65 )
Issuance and reissuance of stock:							
10,103 shares under the dividend reinvestment and stock purchase plan		20	198			57	275
25,360 shares under the stock option plan		62	250			9	321
1,816 shares of stock-based compensation awards		4	(4 )				0
5,125 shares under employee stock purchase plan		9	105			4	118
Balance, June 30, 2018	\$ 0	\$ 22,360	\$ 120,938	\$ 30,233	\$ (3,158 )	\$ 0	\$ 170,373
Balance, January 1, 2017	\$ 0	\$ 21,067	\$ 106,102	\$ 28,909	\$ (1,121 )	\$ 0	\$ 154,957
Net income				7,104			7,104
Other comprehensive income, net of tax					828		828
Cash dividends (\$0.258 per share, adjusted)				(2,276 )			(2,276 )
Stock-based compensation			371				371
Forfeiture of restricted stock			4			(4 )	0
Issuance and reissuance of stock:							
8,557 shares under the dividend reinvestment and stock purchase plan		21	215				236
5,976 shares under the stock option plan		15	86				101
		18	(18 )				0

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7,037 shares of stock-based compensation awards							
4,844 shares under employee stock purchase plan	8	103				4	115
Balance, June 30, 2017	\$ 0	\$ 21,129	\$ 106,863	\$ 33,737	\$ (293	) \$ 0	\$ 161,436

See accompanying notes.

Note 1—Summary of Significant Accounting Policies

Nature of Operations and Basis of Presentation

The accompanying consolidated balance sheet at December 31, 2017 has been derived from audited financial statements, and the unaudited interim consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information, the instructions to Form 10-Q, and FASB Accounting Standards Codification (ASC) 270. Accordingly, the interim financial statements do not include all of the financial information and notes required by generally accepted accounting principles for complete financial statements. In the opinion of management, the interim consolidated financial statements include all adjustments necessary to present fairly the financial condition and results of operations for the reported periods, and all such adjustments are of a normal and recurring nature.

Codorus Valley Bancorp, Inc. (“Corporation” or “Codorus Valley”) is a one-bank holding company headquartered in York, Pennsylvania that provides a full range of banking services through its subsidiary, PeoplesBank, A Codorus Valley Company (“PeoplesBank” or “Bank”). PeoplesBank operates three wholly-owned subsidiaries as of June 30, 2018. Codorus Valley Financial Advisors, Inc. d/b/a PeoplesWealth Advisors, which sells nondeposit investment products in Pennsylvania; SYC Settlement Services, Inc., which provides real estate settlement services and Codorus Valley Financial Advisors, Inc. d/b/a PeoplesWealth Advisors, which sells nondeposit investment products in Maryland. In addition, PeoplesBank may periodically create nonbank subsidiaries for the purpose of temporarily holding foreclosed properties pending the liquidation of these properties. PeoplesBank operates under a state charter and is subject to regulation by the Pennsylvania Department of Banking and Securities, and the Federal Deposit Insurance Corporation. The Corporation is subject to regulation by the Federal Reserve Board and the Pennsylvania Department of Banking and Securities.

The consolidated financial statements include the accounts of Codorus Valley and its wholly-owned bank subsidiary, PeoplesBank, and a wholly-owned nonbank subsidiary, SYC Realty Company, Inc. SYC Realty was inactive during the period ended June 30, 2018. The accounts of CVB Statutory Trust No. 1 and No. 2 are not included in the consolidated financial statements as discussed in Note 7—Short-Term Borrowings and Long-Term Debt. All significant intercompany account balances and transactions have been eliminated in consolidation. The accounting and reporting policies of Codorus Valley and subsidiaries conform to accounting principles generally accepted in the United States of America and have been followed on a consistent basis.

These consolidated statements should be read in conjunction with the notes to the audited consolidated financial statements contained in the Corporation’s Annual Report on Form 10-K for the year ended December 31, 2017.

The results of operations for the three and six months ended June 30, 2018 are not necessarily indicative of the results to be expected for the full year.

In accordance with FASB ASC 855, the Corporation evaluated the events and transactions that occurred after the balance sheet date of June 30, 2018 and through the date these consolidated financial statements were issued, for items of potential recognition or disclosure.

- 8 -

## Loans

Loans receivable that management has the intent and ability to hold for the foreseeable future or until maturity or payoff are stated at their outstanding unpaid principal balances less amounts charged off, net of an allowance for loan losses and any deferred fees or costs. Interest income is accrued on the unpaid principal balance. Generally, loan origination fees, net of certain direct origination costs, are deferred and recognized as an adjustment of the yield (interest income) over the contractual life of the loan. The loans receivable portfolio is segmented into commercial and consumer loans. Commercial loans consist of the following industry classes: builder & developer, commercial real estate investor, residential real estate investor, hotel/motel, wholesale & retail, agriculture, manufacturing and all other. Consumer loans consist of the following classes: residential mortgage, home equity and all other.

Generally, for all classes of loans receivable, the accrual of interest is discontinued when the contractual payment of principal or interest has become 90 days past due or management has serious doubts about further collectability of principal or interest, even though the loan may be currently performing. A past due loan may remain on accrual status if it is in the process of collection and well secured. When a loan is placed on nonaccrual status, unpaid interest credited to income in the current year is reversed and unpaid interest accrued in prior years is charged against the allowance for loan losses. Interest received on nonaccrual loans, including impaired loans, generally is either applied against principal or reported as interest income, according to the Corporation's judgment as to the collectability of principal. Generally, nonaccrual loans are restored to accrual status when the obligation is brought current, has performed in accordance with the contractual terms for a reasonable period of time, generally six months, and the ultimate collectability of the total contractual principal and interest is no longer in doubt. The past due status of all classes of loans receivable is determined based on contractual due dates for loan payments.

## Acquired Loans

Acquired loans are initially recorded at their acquisition date fair values. The carryover of allowance for loan losses is prohibited as any credit losses in the loans are included in the determination of the fair value of the loans at the acquisition date. Fair values for acquired loans are based on a discounted cash flow methodology that involves assumptions and judgments as to credit risk, prepayment risk, liquidity risk, default rates, loss severity, payment speeds, collateral values and discount rate.

For acquired loans that are not deemed impaired at acquisition, credit discounts representing principal losses expected over the life of the loan are a component of the initial fair value and amortized over the life of the asset. Subsequent to the acquisition date, the methods used to estimate the required allowance for loan losses on these loans is similar to originated loans. However, the Corporation records a provision for loan losses only when the required allowance for loan losses exceeds any remaining credit discount. The remaining differences between the acquisition date fair value and the unpaid principal balance at the date of acquisition are recorded in interest income over the life of the loan.

Acquired loans that have evidence of deterioration in credit quality since origination and for which it is probable, at acquisition, that the Corporation will be unable to collect all contractually required payments are accounted for as impaired loans under FASB ASC 310-30. The excess of cash flows expected at acquisition over the estimated fair



value is referred to as the accretable discount and is recognized into interest income over the remaining life of the loans. The difference between contractually required payments at acquisition and the cash flows expected to be collected at acquisition is referred to as the non-accretable discount. The non-accretable discount represents estimated future credit losses expected to be incurred over the life of the loan. Subsequent decreases to the expected cash flows require the Corporation to evaluate the need for an allowance for loan losses on these loans. Subsequent improvements in expected cash flows result in the reversal of a corresponding amount of the non-accretable discount which the Corporation then reclassifies as an accretable discount that is recognized into interest income over the remaining life of the loans using the interest method.

## Allowance for Loan Losses

The allowance for loan losses represents the Corporation's estimate of losses inherent in the loan portfolio as of the balance sheet date and is recorded as a reduction to loans. The allowance for loan losses is increased by the provision for loan losses, and decreased by charge-offs, net of recoveries. Loans deemed to be uncollectable are charged against the allowance for loan losses, and subsequent recoveries, if any, are credited to the allowance. All, or part, of the principal balance of loans receivable are charged off to the allowance as soon as it is determined that the repayment of all, or part, of the principal balance is highly unlikely. While the Corporation attributes a portion of the allowance to individual loans and groups of loans that it evaluates and determines to be impaired, the allowance is available to cover all charge-offs that arise from the loan portfolio.

The allowance for loan losses is maintained at a level considered by management to be adequate to provide for losses that can be reasonably anticipated. The Corporation performs a quarterly evaluation of the adequacy of the allowance. The allowance is based on the Corporation's past loan loss experience, known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay, the estimated value of any underlying collateral, composition of the loan portfolio, current economic conditions and other relevant factors. This evaluation is inherently subjective as it requires material estimates that may be susceptible to significant revision as more information becomes available.

The allowance consists of specific, general and unallocated components. The specific component relates to loans that are classified as impaired, generally substandard and nonaccrual loans. For loans that are classified as impaired, an allowance is established when the collateral value (or discounted cash flows or observable market price) of the impaired loan is lower than the carrying value of that loan. The general component covers pools of loans by loan class, including commercial loans not considered impaired, as well as smaller balance homogeneous loans such as residential real estate, home equity and other consumer loans. These pools of loans are evaluated for loss exposure based upon historical loss rates for each of these classes of loans, adjusted for qualitative (environmental) risk factors. Historical loss rates are based on a two year rolling average of net charge-offs. Qualitative risk factors that supplement historical losses in the evaluation of loan pools are shown below. Each factor is assigned a value to reflect improving, stable or declining conditions based on the Corporation's best judgment using relevant information available at the time of the evaluation.

Changes in national and local economies and business conditions

Changes in the value of collateral for collateral dependent loans

Changes in the level of concentrations of credit

Changes in the volume and severity of classified and past due loans

Changes in the nature and volume of the portfolio

Changes in collection, charge-off, and recovery procedures

Changes in underwriting standards and loan terms

Changes in the quality of the loan review system

Changes in the experience/ability of lending management and key lending staff

Regulatory and legal regulations that could affect the level of credit losses

Other pertinent environmental factors

The unallocated component is maintained to cover uncertainties that could affect the Corporation's estimate of probable losses. For example, increasing credit risks and uncertainties, not yet reflected in current leading indicators, associated with prolonged low economic growth, or recessionary business conditions for certain industries or the broad economy, or the erosion of real estate values, represent risk factors, the occurrence of any or all of which can adversely affect a borrowers' ability to service their loans. The unallocated component of the allowance also reflects the margin of imprecision inherent in the underlying assumptions used in the methodologies for estimating specific and general losses in the loan portfolio, including the unpredictable timing and amounts of charge-offs and related historical loss averages, and specific-credit or broader portfolio future cash flow value and collateral valuation uncertainties which could negatively impact unimpaired portfolio loss factors.

- 10 -

As disclosed in Note 4—Loans, the Corporation engages in commercial and consumer lending. Loans are made within the Corporation's primary market area and surrounding areas, and include the purchase of whole loan or participation interests in loans from other financial institutions or private equity companies. Commercial loans, which pose the greatest risk of loss to the Corporation, whether originated or purchased, are generally secured by real estate. Within the broad commercial loan segment, the builder & developer and commercial real estate investor loan classes generally present a higher level of risk than other commercial loan classifications. This greater risk is due to several factors, including the concentration of principal in a limited number of loans and borrowers, the effect of general economic conditions on income producing properties, unstable real estate prices and the dependency upon successful construction and sale or operation of the real estate project. Within the consumer loan segment, junior (i.e., second) liens present a higher risk to the Corporation because economic and housing market conditions can adversely affect the underlying value of the collateral, which could render the Corporation under-secured or unsecured. In addition, economic and housing market conditions can adversely affect the ability of some borrowers to service their debt.

A loan is considered impaired when, based on current information and events, it is probable that the Corporation will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered in determining impairment include payment status and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. The Corporation determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record and the amount of the shortfall in relation to the principal and interest owed. Loans that are deemed impaired are evaluated for impairment loss based on the net realizable value of the collateral, as applicable. Loans that are not collateral dependent will rely on the present value of expected future cash flows discounted at the loan's effective interest rate to determine impairment loss. Large groups of smaller balance homogeneous loans such as residential mortgage loans, home equity loans and other consumer loans are collectively evaluated for impairment, unless they are classified as impaired.

An allowance for loan losses is established for an impaired commercial loan if its carrying value exceeds its estimated fair value. For commercial loans secured by real estate, estimated fair values are determined primarily through third-party appraisals of the underlying collateral. When a real estate secured loan becomes impaired, a decision is made regarding whether an updated certified appraisal of the real estate is necessary. This decision is based on various considerations, including the age of the most recent appraisal, the loan-to-value ratio based on the most recent appraisal and the condition of the property. Appraisals are generally discounted to provide for selling costs and other factors to determine an estimate of the net realizable value of the property. For commercial loans secured by non-real estate collateral, such as accounts receivable, inventory and equipment, estimated fair values are determined based on the borrower's financial statements, inventory reports, accounts receivable aging or equipment appraisals or invoices. Indications of value from these sources are generally discounted based on the age of the financial information or the quality of the assets. In instances when specific consumer related loans become impaired, they may be partially or fully charged off, which obviates the need for a specific allowance.

Loans whose terms are modified are classified as troubled debt restructurings if the Corporation grants borrowers experiencing financial difficulties concessions that it would not otherwise consider. Concessions granted under a troubled debt restructuring may involve an interest rate that is below the market rate given the associated credit risk of the loan or an extension of a loan's stated maturity date. Loans classified as troubled debt restructurings are designated as impaired. Non-accrual troubled debt restructurings are restored to accrual status if principal and interest payments, under the modified terms, are current for a reasonable period of time, generally six consecutive months after modification and future payments are reasonably assured.

Banking regulatory agencies, as an integral part of their examination process, periodically review the Corporation's allowance for loan losses and may require the Corporation to recognize additions to the allowance based on their judgments about information available to them at the time of their examination, which may not be currently available to the Corporation. Based on an analysis of the loan portfolio, the Corporation believes that the level of the allowance for loan losses at June 30, 2018 is adequate.

#### Foreclosed Real Estate

Foreclosed real estate, included in other assets, is comprised of property acquired through a foreclosure proceeding or property that is acquired through in-substance foreclosure. Foreclosed real estate is initially recorded at fair value minus estimated costs to sell at the date of foreclosure, establishing a new cost basis. Any difference between the carrying value and the new cost basis is charged against the allowance for loan losses. Appraisals, obtained from an independent third party, are generally used to determine fair value. After foreclosure, management reviews valuations at least quarterly and adjusts the asset to the lower of cost or fair value minus estimated costs to sell through a valuation allowance or a write-down. Costs related to the improvement of foreclosed real estate are generally capitalized until the real estate reaches a saleable condition subject to fair value limitations. Revenue and expense from operations and changes in the valuation allowance are included in noninterest expense. When a foreclosed real estate asset is ultimately sold, any gain or loss on the sale is included in the income statement as a component of noninterest expense. At June 30, 2018, there was \$193,000 of foreclosed real estate, which included \$74,000 of residential real estate, compared to \$216,000, which included \$96,000 of residential real estate, at December 31, 2017. Included within loans receivable as of June 30, 2018 was a recorded investment of \$245,000 of consumer mortgage loans secured by residential real estate properties, for which formal foreclosure proceedings were in process according to local requirements of the applicable jurisdiction.

#### Mortgage Servicing Rights

The mortgage servicing rights (MSRs) associated with the sold loans are included in other assets on the consolidated balance sheets at an amount equal to the estimated fair value of the contractual rights to service the mortgage loans. The MSR asset is amortized as a reduction to servicing income. The MSR asset is evaluated periodically for impairment and carried at the lower of amortized cost or fair value. A third party calculates fair value by discounting the estimated cash flows from servicing income using a rate consistent with the risk associated with these assets and an expected life commensurate with the expected life of the underlying loans. In the event that the amortized cost of the MSR asset exceeds the fair value of the asset, a valuation allowance would be established through a charge against servicing income. Subsequent fair value evaluations may determine that impairment has been reduced or eliminated, in which case the valuation allowance would be reduced through a credit to earnings. At June 30, 2018, the balance of residential mortgage loans serviced for third parties was \$86,854,000 compared to \$70,780,000 at December 31, 2017.

<b>Three months ended June 30,</b>	<b>Six months ended June 30,</b>
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<b>(dollars in thousands)</b>	<b>2018</b>	<b>2017</b>	<b>2018</b>	<b>2017</b>
Amortized cost:				
Balance at beginning of period	\$715	\$416	\$672	\$324
Originations of mortgage servicing rights	125	94	193	201
Amortization expense	(32 )	(17 )	(57 )	(32 )
Balance at end of period	\$808	\$493	\$808	\$493

- 12 -

## Goodwill and Core Deposit Intangible Assets

Goodwill arising from acquisitions is not amortized, but is subject to an annual impairment test. This test consists of a qualitative analysis. If the Corporation determines events or circumstances indicate that it is more likely than not that goodwill is impaired, a quantitative analysis must be completed. Analyses may also be performed between annual tests. Significant judgment is applied when goodwill is assessed for impairment. This judgment includes developing cash flow projections, selecting appropriate discount rates, identifying relevant market comparables, incorporating general economic and market conditions, and selecting an appropriate control premium. The Corporation completes its annual goodwill impairment test on October 1<sup>st</sup> of each year. Based upon a qualitative analysis of goodwill, the Corporation concluded that the amount of recorded goodwill was not impaired as of October 1, 2017.

Core deposit intangibles represent the value assigned to demand, interest checking, money market, and savings accounts acquired as part of an acquisition. The core deposit intangible value represents the future economic benefit of potential cost savings from acquiring core deposits as part of an acquisition compared to the cost of alternative funding sources and the alternative cost to grow a similar core deposit base. The core deposit intangible asset resulting from the merger with Madison Bancorp, Inc. was determined to have a definite life and is being amortized using the sum of the years' digits method over ten years. All intangible assets must be evaluated for impairment if certain events or changes in circumstances occur. Any impairment write-downs would be recognized as expense on the consolidated statements of income.

At June 30, 2018, the Corporation does not have any indicators of potential impairment of either goodwill or core deposit intangibles.

## Revenue from Contracts with Customers

Revenue from contracts with customers that are required to be recognized under FASB ASC Topic 606 - Revenue from Contracts with Customers (ASC 606) is measured based on consideration specified in a contract with a customer, and excludes any sales incentives and amounts collected on behalf of third parties. The Corporation recognizes revenue when it satisfies a performance obligation by transferring control over a product or service to a customer.

The majority of the Corporation's revenue-generating transactions are not within the scope of ASC 606, including revenue generated from financial instruments, such as our loans, letters of credit, derivatives and investment securities, as well as revenue related to our mortgage servicing activities, as these activities are subject to other U.S. Generally Accepted Accounting Principles (GAAP) discussed elsewhere within our disclosures. Descriptions of our revenue-generating activities that are within the scope of ASC 606, which are presented in our consolidated statements of income as components of non-interest income are as follows:



Trust and investment service fees - The Corporation provides trust, investment management custody and irrevocable life insurance trust services to customers. Such services are rendered in accordance with the underlying contracts for which fees are earned. Performance obligations are typically fulfilled on a monthly basis which is when revenue is recognized.

Income from mutual fund, annuity and insurance sales – The Corporation sells mutual funds, annuity and insurance products to its customers. The Corporation’s performance obligation is met upon the signing of the product agreement and, in certain cases, a time component may exist when the customer has the right to rescind the agreement with or without penalty. The Corporation recognizes revenues upon delivery of the product or service unless there is a time component and revenues are recognized utilizing the expected value method.

- 13 -

Service charges on deposits accounts - These represent general service fees for monthly account maintenance and activity- or transaction based fees and consist of transaction-based revenue, time-based revenue (service period), item-based revenue or some other individual attribute-based revenue. Revenue is recognized when the performance obligation is completed which is generally monthly for account maintenance services or when a transaction has been completed.

#### Per Share Data

All per share computations include the effect of stock dividends distributed. The computation of net income per share is provided in the table below.

(in thousands, except per share data)	Three months ended		Six months ended	
	June 30, 2018	2017	June 30, 2018	2017
Net income	\$6,054	\$3,685	\$10,137	\$7,104
Weighted average shares outstanding (basic)	8,932	8,862	8,923	8,857
Effect of dilutive stock options	103	101	92	100
Weighted average shares outstanding (diluted)	9,035	8,963	9,015	8,957
Basic earnings per share	\$0.68	\$0.41	\$1.14	\$0.80
Diluted earnings per share	\$0.67	\$0.41	\$1.12	\$0.79
Anti-dilutive stock options excluded from the computation of earnings per share	14	0	14	0

#### Comprehensive Income

Accounting principles generally accepted in the United States require that recognized revenue, expenses, gains and losses be included in net income. Although certain changes in assets and liabilities, such as unrealized gains and losses on available-for-sale securities, are reported as a separate component of the shareholders' equity section of the balance sheet, such items, along with net income, are components of comprehensive income.

#### Cash Flow Information

For purposes of the statements of cash flows, the Corporation considers interest bearing deposits with banks, cash and due from banks, and federal funds sold to be cash and cash equivalents.

Supplemental cash flow information is provided in the table below.

<b>(dollars in thousands)</b>	<b>Six months ended June 30, 2018    2017</b>	
Cash paid during the period for:		
Income taxes	\$900	\$4,450
Interest	\$6,878	\$5,117
Noncash investing activities:		
Transfer of loans to foreclosed real estate	\$92	\$0
Transfer of loans held for sale to the held-to-maturity portfolio	\$0	\$228
Sale of foreclosed real estate through loans	\$0	\$2,311
Increase in other liabilities for purchase of securities settling after quarter end	\$4,369	\$0

- 14 -

## Recent Accounting Pronouncements

### *Pronouncements Adopted in 2018*

In August 2016, the FASB issued ASU 2016-15, Classification of Certain Cash Receipts and Cash Payments. This standard clarifies how certain cash receipts and cash payments are presented and classified in the statement of cash flows to reduce diversity in practice. This standard contains guidance clarifying when an entity should separate cash receipts and cash payments and classify them into more than one class of cash flows (including when reasonable judgment is required to estimate and allocate cash flows) versus when an entity should classify the aggregate amount into one class of cash flows on the basis of predominance. The new standard is effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. The Corporation adopted this standard effective with its March 31, 2018 quarterly report on Form 10-Q. The adoption of the new standard did not have a material impact on its consolidated financial statements.

In May 2014, the FASB issued ASU 2014-09, Revenue from Contracts with Customers (Topic 606).

This standards update provides a framework that replaces most existing revenue recognition guidance. The guidance requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services. In December 2016, the FASB issued ASU 2016-20, Technical Corrections and Improvements to Topic 606, Revenue from Contracts with Customers. This ASU amends the new revenue standard to make minor technical corrections that affect narrow aspects of the guidance, including contract cost accounting, disclosures, and other matters. ASU 2014-09 and ASU 2016-20 are effective for interim and annual reporting periods beginning after December 15, 2017. The Corporation has determined that certain noninterest income financial statement line items, including trust and investment services fees, income from mutual fund, annuity and insurance sales, service charges on deposit accounts, and other noninterest income, contain revenue streams that are in scope of these updates. The Corporation adopted this standard on January 1, 2018 utilizing the modified retrospective method and the adoption of the new standard did not have a material impact on the recognition of revenue.

In January 2016, the FASB issued ASU No. 2016-01, Financial Instruments – Overall (Subtopic 825-10) - Recognition and Measurement of Financial Assets and Financial Liabilities. ASU 2016-01 is intended to improve the recognition and measurement of financial instruments by requiring equity investments to be measured at fair value with changes in fair value recognized in net income requiring public business entities to use the exit price notion when measuring the fair value of financial instruments for disclosure purposes requiring separate presentation of financial assets and financial liabilities by measurement category and form of financial asset on the balance sheet or the accompanying notes to the financial statements eliminating the requirement for public business entities to disclose the method(s) and significant assumptions used to estimate the fair value that is required to be disclosed for financial instruments measured and amortized at cost on the balance sheet and requiring a reporting organization to present separately in other comprehensive income the portion of the total change in the fair value of a liability resulting from a change in

the instrument-specific credit risk when the organization has elected to measure the liability at fair value in accordance with the fair value option for financial instruments. ASU 2016-01 is effective for annual periods and interim periods within those annual periods, beginning after December 15, 2017. The amendments should be applied by means of a cumulative effect adjustment to the balance sheet as of the beginning of the fiscal year of adoption. The amendments related to equity securities without readily determinable fair values (including disclosure requirements) should be applied prospectively to equity investments that exist as of the date of adoption. In February 2018, the FASB issued ASU No. 2018-03 which includes technical corrections and improvements to clarify the guidance in ASU No. 2016-01. The Corporation adopted ASU 2016-01 on January 1, 2018 and it did not have a material effect on its accounting for fair value disclosures and other disclosure requirements.

- 15 -

*Pronouncements Not Yet Effective*

In January 2017, the FASB issued ASU 2017-04, Intangibles – Goodwill and Other (Topic 350). This standard simplifies the test for goodwill impairment by eliminating the requirement to calculate the implied fair value of goodwill, which currently is Step 2 of the goodwill impairment test. Instead, the goodwill impairment test will consist of a single quantitative step comparing the fair value of the reporting unit with its carrying amount. An entity should recognize a goodwill impairment charge for the amount by which the carrying amount exceeds the reporting unit's fair value. The new standard is effective for annual and any interim goodwill impairment tests in reporting periods beginning after December 15, 2019. Early adoption is permitted. The Corporation intends to adopt this standard effective with its October 1, 2020 goodwill impairment test and the adoption of this standard is not expected to have a material impact on its consolidated financial statements based on current circumstances.

In June 2016, the FASB issued ASU 2016-13, Financial Instruments – Credit Losses (Topic 326). This standard adds a new Topic 326 which requires companies to measure and record impairment on financial instruments at the time of origination using the expected credit loss (CECL) model. The CECL model calculates impairment based on historical experience, current conditions, and reasonable and supportable forecasts, and reflects the organization's current estimate of all expected credit losses over the contractual term of its financial assets. The new standard is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. Early adoption is permitted for fiscal years beginning after December 15, 2018. The Corporation is currently evaluating the impact of the adoption of this guidance on its consolidated financial statements and is in the initial stages of assessing and gathering the necessary data to implement the new standard.

In February 2016, the FASB issued ASU 2016-02, Leases and in July 2018 issued ASU 2018-10, Codification Improvements to Topic 842, Leases. From the lessee's perspective, the new standard establishes a right-of-use (ROU) model that requires a lessee to record a ROU asset and a lease liability on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement for a lessees. From the lessor's perspective, the new standard requires a lessor to classify leases as either sales-type, finance or operating. A lease will be treated as a sale if it transfers all of the risks and rewards, as well as control of the underlying asset, to the lessee. If risks and rewards are conveyed without the transfer of control, the lease is treated as a financing lease. If the lessor doesn't convey risks and rewards or control, an operating lease results. The new standard is effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. A modified retrospective transition approach is required for lessors for sales-type, direct financing, and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Corporation is currently evaluating the impact of the adoption of this guidance on its consolidated financial statements and has determined that the provisions of ASU 2016-02 will result in an increase in assets to recognize the present value of the lease obligations (right-of-use assets) with a corresponding increase in liabilities. The initial measurement of the right-of-use asset and the corresponding liability will be affected by certain key assumptions such as expectations of renewals or extensions and the interest rate to be used to discount the future lease

obligations. The Corporation is currently assessing its lease portfolio to determine the key assumptions and financial statement impact; however, the total impact of the new standard will be affected by any new leases that are executed, leases that are terminated prior to the effective date, and any leases with changes to key assumptions or expectations such as renewals and extensions, and discount rates.

- 16 -

In July 2018, the FASB issued ASU 2018-07, Improvements to Nonemployee Share-Based Payment Accounting. This standard expands the scope of Topic 718, Compensation – Stock Compensation to include share-based payment transactions for acquiring goods and services from nonemployees. This standard requires application of Topic 718 to nonemployee awards for specific guidance on inputs to an option pricing model and the attribution of costs (that is, the period of time over which share-based payment awards vest and the pattern of cost recognition over that period). The amendments in the Update are effective for fiscal years beginning after December 15, 2018, including interim periods within that fiscal year. The adoption of this standard is not expected to have a material impact on the Corporation's consolidated financial statements based on current circumstances.

## Note 2-Securities

A summary of securities available-for-sale at June 30, 2018 and December 31, 2017 is provided below. The securities available-for-sale portfolio is generally comprised of high quality debt instruments, principally obligations of the United States government or agencies thereof and investments in the obligations of states and municipalities. The majority of municipal bonds in the portfolio are general obligation bonds, which can draw upon multiple sources of revenue, including taxes, for payment. Only a few bonds are revenue bonds, which are dependent upon a single revenue stream for payment, but they are for critical services such as water and sewer. In many cases, municipal debt issues are insured or, in the case of school districts of selected states, backed by specific loss reserves. At June 30, 2018, 83 percent of the fair value of the municipal bond portfolio was concentrated in the Commonwealth of Pennsylvania.

<b>(dollars in thousands)</b>	<b>Amortized Cost</b>	<b>Gross Unrealized</b>		<b>Fair Value</b>
		<b>Gains</b>	<b>Losses</b>	
June 30, 2018				
Debt securities:				
U.S. Treasury notes	\$ 14,772	\$0	\$(1,068)	\$13,704
U.S. agency	18,004	0	(1,160)	16,844
U.S. agency mortgage-backed, residential	76,659	62	(1,378)	75,343
State and municipal	49,029	88	(541)	48,576
Total debt securities	\$ 158,464	\$150	\$(4,147)	\$154,467
December 31, 2017				
Debt securities:				
U.S. Treasury notes	\$ 14,758	\$0	\$(687)	\$14,071
U.S. agency	18,015	0	(712)	17,303
U.S. agency mortgage-backed, residential	75,204	327	(356)	75,175
State and municipal	51,827	304	(89)	52,042
Total debt securities	\$ 159,804	\$631	\$(1,844)	\$158,591



The amortized cost and estimated fair value of debt securities at June 30, 2018 by contractual maturity are shown below. Actual maturities may differ from contractual maturities if call options on select debt issues are exercised in the future. Mortgage-backed securities are included in the maturity categories based on average expected life.

(dollars in thousands)	Available-for-sale	
	Amortized Cost	Fair Value
Due in one year or less	\$ 13,073	\$ 13,098
Due after one year through five years	80,072	78,702
Due after five years through ten years	57,935	55,268
Due after ten years	7,384	7,399
Total debt securities	\$ 158,464	\$ 154,467

Gross realized gains and losses on sales of securities available-for-sale are shown below. Realized gains and losses are computed on the basis of specific identification of the adjusted cost of each security and are shown net as a separate line item in the income statement.

(dollars in thousands)	Three months ended		Six months ended	
	June 30, 2018	June 30, 2017	June 30, 2018	June 30, 2017
Realized gains	\$ 0	\$ 63	\$ 0	\$ 63
Realized losses	0	0	0	0
Net gains	\$ 0	\$ 63	\$ 0	\$ 63

Securities, issued by agencies of the federal government, with a carrying value of \$114,175,000 and \$105,603,000 on June 30, 2018 and December 31, 2017, respectively, were pledged to secure public and trust deposits, repurchase agreements and other short-term borrowings.

The table below shows gross unrealized losses and fair value, aggregated by investment category and length of time, for securities that have been in a continuous unrealized loss position, at June 30, 2018 and December 31, 2017.

(dollars in thousands)	Less than 12 months		12 months or more		Total	
	Number of Securities	Unrealized Losses	Number of Securities	Unrealized Losses	Number of Securities	Unrealized Losses
	Fair Value		Fair Value		Fair Value	

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June 30, 2018

Debt securities:

U.S. Treasury notes	0	\$0	\$ 0	3	\$13,704	\$ (1,068 )	3	\$13,704	\$ (1,068 )
U.S. agency	0	0	0	5	16,844	(1,160 )	5	16,844	(1,160 )
U.S. agency mortgage-backed, residential	41	57,952	(1,127 )	3	6,131	(251 )	44	64,083	(1,378 )
State and municipal	54	27,819	(391 )	6	3,634	(150 )	60	31,453	(541 )
Total temporarily impaired debt securities, available-for-sale	95	\$85,771	\$ (1,518 )	17	\$40,313	\$ (2,629 )	112	\$126,084	\$ (4,147 )

December 31, 2017

Debt securities:

U.S. Treasury notes	0	\$0	\$ 0	3	\$14,071	\$ (687 )	3	\$14,071	\$ (687 )
U.S. agency	1	989	(12 )	4	16,314	(700 )	5	17,303	(712 )
U.S. agency mortgage-backed, residential	25	43,329	(261 )	2	5,051	(95 )	27	48,380	(356 )
State and municipal	27	12,171	(60 )	5	3,277	(29 )	32	15,448	(89 )
Total temporarily impaired debt securities, available-for-sale	53	\$56,489	\$ (333 )	14	\$38,713	\$ (1,511 )	67	\$95,202	\$ (1,844 )

- 18 -

Securities available-for-sale are analyzed quarterly for possible other-than-temporary impairment. The analysis considers, among other factors: 1) whether the Corporation has the intent to sell its securities prior to market recovery or maturity; 2) whether it is more likely than not that the Corporation will be required to sell its securities prior to market recovery or maturity; 3) default rates/history by security type; 4) third-party securities ratings; 5) third-party guarantees; 6) subordination; 7) payment delinquencies; 8) nature of the issuer; and 9) current financial news.

The Corporation believes that unrealized losses at June 30, 2018 were primarily the result of changes in market interest rates and that the Corporation has the ability to hold these investments for a time necessary to recover the amortized cost. Through June 30, 2018 the Corporation has collected all interest and principal on its investment securities as scheduled. The Corporation believes that collection of the contractual principal and interest is probable and, therefore, all impairment is considered to be temporary.

#### Note 3—Restricted Investment in Bank Stocks

Restricted stock, which represents required investments in the common stock of correspondent banks, is carried at cost and, as of June 30, 2018 and December 31, 2017, consisted primarily of the common stock of the Federal Home Loan Bank of Pittsburgh (“FHLBP”) and, to a lesser degree, Atlantic Community Bancshares, Inc. (“ACBI”), the parent company of Atlantic Community Bankers Bank (“ACBB”). Under the FHLBP’s Capital Plan member banks, including PeoplesBank, are required to maintain a minimum stock investment. The FHLBP uses a formula to determine the minimum stock investment, which is based on the volume of loans outstanding, unused borrowing capacity and other factors.

The FHLBP paid dividends during the periods ended June 30, 2018 and 2017. The FHLBP restricts the repurchase of the excess capital stock of member banks. The amount of excess capital stock that can be repurchased from any member is currently the lesser of five percent of the member’s total capital stock outstanding or its excess capital stock outstanding.

Management evaluates the restricted stock for impairment in accordance with FASB ASC Topic 942. Management’s determination of whether these investments are impaired is based on their assessment of the ultimate recoverability of their cost rather than by recognizing temporary declines in value. Using the FHLBP as an example, the determination of whether a decline affects the ultimate recoverability of cost is influenced by criteria such as: (1) the significance of the decline in net assets of the FHLBP as compared to the capital stock amount for the FHLBP and the length of time this situation has persisted; (2) commitments by the FHLBP to make payments required by law or regulation and the level of such payments in relation to the operating performance of the FHLBP; and (3) the impact of legislative and regulatory changes on institutions and, accordingly, on the customer base of the FHLBP. Management believes no impairment charge was necessary related to the restricted stock during the periods ended June 30, 2018 and 2017.



## Note 4—Loans

*Loan Portfolio Composition*

The table below provides the composition of the loan portfolio at June 30, 2018 and December 31, 2017. The portfolio is comprised of two segments, commercial and consumer loans. The commercial loan segment is disaggregated by industry class which allows the Corporation to monitor risk and performance. Those industries representing the largest dollar investment and most risk are listed separately. The “Other” commercial loans category is comprised of various industries. The consumer related segment is comprised of residential mortgages, home equity and other consumer loans. The Corporation has not engaged in sub-prime residential mortgage originations.

	<b>June 30,</b>	<b>%</b>	<b>December</b>	<b>%</b>
<b>(dollars in thousands)</b>	<b>2018</b>	<b>Total</b>	<b>31,</b>	<b>Total</b>
		<b>Loans</b>	<b>2017</b>	<b>Loans</b>
Builder & developer	\$ 160,530	11.0	\$ 184,402	13.2
Commercial real estate investor	226,218	15.4	230,827	16.5
Residential real estate investor	232,041	15.8	209,414	15.0
Hotel/Motel	75,531	5.2	63,195	4.5
Wholesale & retail	104,823	7.1	103,040	7.3
Manufacturing	79,450	5.4	62,510	4.5
Agriculture	65,476	4.5	59,931	4.3
Other	321,276	21.9	284,511	20.3
Total commercial related loans	1,265,345	86.3	1,197,830	85.6
Residential mortgages	80,393	5.5	79,325	5.6
Home equity	96,934	6.6	97,950	7.0
Other	23,224	1.6	24,659	1.8
Total consumer related loans	200,551	13.7	201,934	14.4
Total loans	\$ 1,465,896	100.0	\$ 1,399,764	100.0

*Loan Risk Ratings*

The Corporation’s internal risk rating system follows regulatory guidance as to risk classifications and definitions. Every approved loan is assigned a risk rating. Generally, risk ratings for commercial related loans and residential mortgages held for investment are determined by a formal evaluation of risk factors performed by the Corporation’s underwriting staff. For consumer loans, and commercial loans up to \$500,000, the Corporation uses third-party credit scoring software models for risk rating purposes. The loan portfolio is monitored on a continuous basis by loan officers, loan review personnel and senior management. Adjustments of loan risk ratings are generally performed by the Special Asset Committee, which includes senior management. The Committee, which meets at a minimum

quarterly, makes changes, as appropriate, to risk ratings when it becomes aware of credit events such as payment delinquency, cessation of a business or project, bankruptcy or death of the borrower, or changes in collateral value.

- 20 -

The Corporation uses ten risk ratings to grade loans. The first seven ratings, representing the lowest risk, are combined and given a “pass” rating. A pass rating is a satisfactory credit rating, which applies to a loan that is expected to perform in accordance with the loan agreement and has a low probability of loss. A loan rated “special mention” has a potential weakness which may, if not corrected, weaken the loan or inadequately protect the Corporation’s position at some future date. A loan rated “substandard” is inadequately protected by the current net worth or paying capacity of the borrower or of the collateral pledged. A substandard loan has a well-defined weakness or weaknesses that could jeopardize liquidation of the loan, which exposes the Corporation to loss if the deficiencies are not corrected. A loan classified “doubtful” has all the weaknesses inherent in one classified substandard, with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, conditions and value highly improbable and the possibility of loss extremely high. When circumstances indicate that collection of the loan is doubtful, the loan is risk rated “nonaccrual,” the accrual of interest income is discontinued, and any unpaid interest previously credited to income is reversed. The table below does not include the regulatory classification of “doubtful,” which is subsumed within the nonaccrual risk rating category, nor does it include the regulatory classification of “loss” because the Corporation promptly charges off known loan losses.

The table below presents a summary of loan risk ratings by loan class at June 30, 2018 and December 31, 2017.

(dollars in thousands)	Pass	Special Mention	Substandard	Nonaccrual	Total
June 30, 2018					
Builder & developer	\$157,711	\$ 536	\$ 195	\$ 2,088	\$160,530
Commercial real estate investor	218,742	362	6,059	1,055	226,218
Residential real estate investor	225,538	4,862	521	1,120	232,041
Hotel/Motel	75,531	0	0	0	75,531
Wholesale & retail	95,969	2,374	6,362	118	104,823
Manufacturing	75,426	574	3,450	0	79,450
Agriculture	61,996	3,186	0	294	65,476
Other	318,469	1,847	960	0	321,276
Total commercial related loans	1,229,382	13,741	17,547	4,675	1,265,345
Residential mortgage	80,147	8	84	154	80,393
Home equity	96,369	0	0	565	96,934
Other	22,974	25	9	216	23,224
Total consumer related loans	199,490	33	93	935	200,551
Total loans	\$1,428,872	\$ 13,774	\$ 17,640	\$ 5,610	\$1,465,896
December 31, 2017					
Builder & developer	\$179,897	\$ 1,832	\$ 581	\$ 2,092	\$184,402
Commercial real estate investor	224,822	360	4,339	1,306	230,827
Residential real estate investor	204,139	4,065	711	499	209,414
Hotel/Motel	63,195	0	0	0	63,195
Wholesale & retail	95,128	254	7,658	0	103,040
Manufacturing	58,082	588	3,840	0	62,510
Agriculture	57,140	2,476	0	315	59,931

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Other	283,086	507	918	0	284,511
Total commercial related loans	1,165,489	10,082	18,047	4,212	1,197,830
Residential mortgage	79,068	10	85	162	79,325
Home equity	97,498	0	0	452	97,950
Other	24,394	30	9	226	24,659
Total consumer related loans	200,960	40	94	840	201,934
Total loans	\$1,366,449	\$ 10,122	\$ 18,141	\$ 5,052	\$1,399,764

- 21 -



*Impaired Loans*

The table below presents a summary of impaired loans at June 30, 2018 and December 31, 2017. Generally, impaired loans are certain loans risk rated substandard and all loans risk rated nonaccrual or classified as troubled debt restructurings. An allowance is established for individual loans that are commercial related where the Corporation has doubt as to full recovery of the outstanding principal balance. Typically, impaired consumer related loans are partially or fully charged-off eliminating the need for a specific allowance. The recorded investment represents outstanding unpaid principal loan balances adjusted for charge-offs.

(dollars in thousands)	With No Allowance		With A Related Allowance			Total	
	Recorded Investment	Unpaid Principal	Recorded Investment	Unpaid Principal	Related Allowance	Recorded Investment	Unpaid Principal
June 30, 2018							
Builder & developer	\$2,283	\$ 2,618	\$0	\$ 0	\$ 0	\$2,283	\$ 2,618
Commercial real estate investor	7,114	7,129	0	0	0	7,114	7,129
Residential real estate investor	1,641	1,911	0	0	0	1,641	1,911
Hotel/Motel	0	0	0	0	0	0	0
Wholesale & retail	6,730	6,730	0	0	0	6,730	6,730
Manufacturing	3,450	3,450	0	0	0	3,450	3,450
Agriculture	294	294	0	0	0	294	294
Other commercial	960	960	0	0	0	960	960
Total impaired commercial related loans	22,472	23,092	0	0	0	22,472	23,092
Residential mortgage	238	262	0	0	0	238	262
Home equity	565	565	0	0	0	565	565
Other consumer	225	229	0	0	0	225	229
Total impaired consumer related loans	1,028	1,056	0	0	0	1,028	1,056
Total impaired loans	\$23,500	\$ 24,148	\$0	\$ 0	\$ 0	\$23,500	\$ 24,148
December 31, 2017							
Builder & developer	\$2,673	\$3,008	\$0	\$0	\$0	\$2,673	\$3,008
Commercial real estate investor	4,585	4,601	1,060	1,060	243	5,645	5,661
Residential real estate investor	1,210	1,510	0	0	0	1,210	1,510
Hotel/Motel	0	0	0	0	0	0	0
Wholesale & retail	7,912	7,912	0	0	0	7,912	7,912
Manufacturing	3,840	3,840	0	0	0	3,840	3,840
Agriculture	315	315	0	0	0	315	315
Other commercial	918	918	0	0	0	918	918
Total impaired commercial related loans	21,453	22,104	1,060	1,060	243	22,513	23,164
Residential mortgage	247	276	0	0	0	247	276
Home equity	452	452	0	0	0	452	452
Other consumer	235	235	0	0	0	235	235
Total impaired consumer related loans	934	963	0	0	0	934	963

Total impaired loans	\$22,387	\$23,067	\$1,060	\$1,060	\$243	\$23,447	\$24,127
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- 22 -

The table below presents a summary of average impaired loans and related interest income that was included in net income for the three and six months ended June 30, 2018 and 2017.

	With No Related Allowance			With A Related Allowance			Total		
	Average	Total	Cash Basis	Average	Total	Cash Basis	Average	Total	Cash Basis
(dollars in thousands)	Recorded Investment	Interest Income	Interest Income	Recorded Investment	Interest Income	Interest Income	Recorded Investment	Interest Income	Interest Income
Three months ended June 30, 2018									
Builder & developer	\$2,291	\$ 5	\$ 0	\$0	\$ 0	\$ 0	\$2,291	\$ 5	\$ 0
Commercial real estate investor	5,817	75	3	0	0	0	5,817	75	3
Residential real estate investor	1,582	8	2	0	0	0	1,582	8	2
Hotel/Motel	0	0	0	0	0	0	0	0	0
Wholesale & retail	6,501	90	0	0	0	0	6,501	90	0
Manufacturing	3,557	92	0	0	0	0	3,557	92	0
Agriculture	367	0	0	0	0	0	367	0	0
Other commercial	1,045	16	0	0	0	0	1,045	16	0
Total impaired commercial related loans	21,160	286	5	0	0	0	21,160	286	5
Residential mortgage	257	1	0	0	0	0	257	1	0
Home equity	511	9	9	0	0	0	511	9	9
Other consumer	229	4	4	0	0	0	229	4	4
Total impaired consumer related loans	997	14	13	0	0	0	997	14	13
Total impaired loans	\$22,157	\$ 300	\$ 18	\$0	\$ 0	\$ 0	\$22,157	\$ 300	\$ 18
Three months ended June 30, 2017									
Builder & developer	\$3,029	\$ 48	\$ 0	\$2,336	\$ 0	\$ 0	\$5,365	\$ 48	\$ 0
Commercial real estate investor	5,292	60	4	0	0	0	5,292	60	4
Residential real estate investor	1,411	12	2	460	0	0	1,871	12	2
Hotel/Motel	0	0	0	18	0	0	18	0	0
Wholesale & retail	6,743	80	0	0	0	0	6,743	80	0
Manufacturing	2,869	76	0	1,250	18	0	4,119	94	0
Agriculture	0	0	0	344	0	0	344	0	0
Other commercial	1,160	14	0	183	0	0	1,343	14	0
Total impaired commercial related loans	20,504	290	6	4,591	18	0	25,095	308	6
Residential mortgage	93	0	0	0	0	0	93	0	0
Home equity	393	4	4	0	0	0	393	4	4
Other consumer	290	4	4	0	0	0	290	4	4
Total impaired consumer related loans	776	8	8	0	0	0	776	8	8

Total impaired loans	\$21,280	\$ 298	\$ 14	\$4,591	\$ 18	\$ 0	\$25,871	\$ 316	\$ 14
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- 23 -

	With No Related Allowance			With A Related Allowance			Total		
	Average	Total	Cash Basis	Average	Total	Cash Basis	Average	Total	Cash Basis
	Recorded Investment	Interest Income	Interest Income	Recorded Investment	Interest Income	Interest Income	Recorded Investment	Interest Income	Interest Income
<b>(dollars in thousands)</b>									
Six months ended June 30, 2018									
Builder & developer	\$2,418	\$ 11	\$ 0	\$0	\$ 0	\$ 0	\$2,418	\$ 11	\$ 0
Commercial real estate investor	5,406	135	7	0	0	0	5,406	135	7
Residential real estate investor	1,458	20	5	0	0	0	1,458	20	5
Hotel/Motel	0	0	0	0	0	0	0	0	0
Wholesale & retail	6,972	190	0	0	0	0	6,972	190	0
Manufacturing	3,652	183	0	0	0	0	3,652	183	0
Agriculture	350	1	0	0	0	0	350	1	0
Other commercial	1,002	31	0	0	0	0	1,002	31	0
Total impaired commercial related loans	21,258	571	12	0	0	0	21,258	571	12
Residential mortgage	253	1	0	0	0	0	253	1	0
Home equity	491	11	11	0	0	0	491	11	11
Other consumer	231	9	9	0	0	0	231	9	9
Total impaired consumer related loans	975	21	20	0	0	0	975	21	20
Total impaired loans	\$22,233	\$ 592	\$ 32	\$0	\$ 0	\$ 0	\$22,233	\$ 592	\$ 32
Six months ended June 30, 2017									
Builder & developer	\$3,189	\$ 101	\$ 0	\$1,685	\$ 0	\$ 0	\$4,874	\$ 101	\$ 0
Commercial real estate investor	5,492	123	11	0	0	0	5,492	123	11
Residential real estate investor	1,409	27	7	406	0	0	1,815	27	7
Hotel/Motel	120	0	0	12	0	0	132	0	0
Wholesale & retail	4,582	83	0	0	0	0	4,582	83	0
Manufacturing	2,117	86	0	833	18	0	2,950	104	0
Agriculture	189	0	0	350	0	0	539	0	0
Other commercial	1,094	27	0	183	0	0	1,277	27	0
Total impaired commercial related loans	18,192	447	18	3,469	18	0	21,661	465	18
Residential mortgage	109	0	0	0	0	0	109	0	0
Home equity	343	4	4	0	0	0	343	4	4
Other consumer	251	6	6	0	0	0	251	6	6
Total impaired consumer related loans	703	10	10	0	0	0	703	10	10
Total impaired loans	\$18,895	\$ 457	\$ 28	\$3,469	\$ 18	\$ 0	\$22,364	\$ 475	\$ 28

*Past Due and Nonaccrual*

The performance and credit quality of the loan portfolio is also monitored by using an aging schedule that shows the length of time a loan is past due. The table below presents a summary of past due loans, nonaccrual loans and current loans by loan segment and class at June 30, 2018 and December 31, 2017.

(dollars in thousands)	30-59 Days Past Due	60-89 Days Past Due	≥ 90 Days Past Due and		Total Past Due and		Total Loans
			Accruing	Nonaccrual	Nonaccrual	Current	
June 30, 2018							
Builder & developer	\$257	\$0	\$ 0	\$ 2,088	\$ 2,345	\$158,185	\$160,530
Commercial real estate investor	600	362	0	1,055	2,017	224,201	226,218
Residential real estate investor	212	501	0	1,120	1,833	230,208	232,041
Hotel/Motel	0	0	0	0	0	75,531	75,531
Wholesale & retail	0	0	0	118	118	104,705	104,823
Manufacturing	0	0	0	0	0	79,450	79,450
Agriculture	324	70	0	294	688	64,788	65,476
Other	3,688	0	0	0	3,688	317,588	321,276
Total commercial related loans	5,081	933	0	4,675	10,689	1,254,656	1,265,345
Residential mortgage	477	321	68	154	1,020	79,373	80,393
Home equity	163	56	0	565	784	96,150	96,934
Other	107	6	8	216	337	22,887	23,224
Total consumer related loans	747	383	76	935	2,141	198,410	200,551
Total loans	\$5,828	\$1,316	\$ 76	\$ 5,610	\$ 12,830	\$1,453,066	\$1,465,896
December 31, 2017							
Builder & developer	\$615	\$26	\$ 0	\$ 2,092	\$ 2,733	\$181,669	\$184,402
Commercial real estate investor	0	0	0	1,306	1,306	229,521	230,827
Residential real estate investor	347	0	0	499	846	208,568	209,414
Hotel/Motel	0	0	0	0	0	63,195	63,195
Wholesale & retail	0	0	0	0	0	103,040	103,040
Manufacturing	0	0	0	0	0	62,510	62,510
Agriculture	0	137	0	315	452	59,479	59,931
Other	203	117	0	0	320	284,191	284,511
Total commercial related loans	1,165	280	0	4,212	5,657	1,192,173	1,197,830
Residential mortgage	392	72	67	162	693	78,632	79,325
Home equity	264	5	0	452	721	97,229	97,950
Other	123	5	9	226	363	24,296	24,659
Total consumer related loans	779	82	76	840	1,777	200,157	201,934
Total loans	\$1,944	\$362	\$ 76	\$ 5,052	\$ 7,434	\$1,392,330	\$1,399,764



*Troubled Debt Restructurings*

Loans classified as troubled debt restructurings (TDRs) are designated impaired and arise when the Corporation grants borrowers experiencing financial difficulties concessions that it would not otherwise consider. Concessions granted with respect to these loans generally involve an extension of the maturity date or a below market interest rate relative to new debt with similar credit risk. Generally, these loans are secured by real estate. If repayment of the loan is determined to be collateral dependent, the loan is evaluated for impairment loss based on the fair value of the collateral. For loans that are not collateral dependent, the present value of expected future cash flows, discounted at the loan's original effective interest rate, is used to determine any impairment loss. A nonaccrual TDR represents a nonaccrual loan, as previously defined, which includes an economic concession. Nonaccrual TDRs are restored to accrual status if principal and interest payments, under the modified terms, are current for six consecutive payments after the modification and future principal and interest payments are reasonably assured. In contrast, an accruing TDR represents a loan that, at the time of the modification, has a demonstrated history of payments and management believes that future loan payments are reasonably assured under the modified terms.

The table below shows loans whose terms have been modified under TDRs during the three and six months ended June 30, 2018 and 2017. There were no impairment losses recognized on any of these TDRs, and they are all performing under their modified terms. There were no defaults during the three and six months ended June 30, 2018 for TDRs entered into during the previous 12 month period.

(dollars in thousands)	Modifications		
	Pre-Modification Number of Recorded Contracts	Post-Modification Outstanding Recorded Investments	Recorded Investment at Period End
<u>Three months ended:</u>			
June 30, 2018			
Commercial related loans accruing	1 \$ 150	\$ 150	\$ 139
June 30, 2017			
None			
Six months ended:			
June 30, 2018			
Commercial related loans accruing	1 \$ 150	\$ 150	\$ 139
June 30, 2017			
None			





**NOTE 5 – Allowance for Loan Losses**

The table below shows the activity in and the composition of the allowance for loan losses by loan segment and class detail as of and for the three and six months ended June 30, 2018 and 2017.

<b>Allowance for Loan Losses</b>					
<b>April 1, 2018</b>					<b>June 30, 2018</b>
<b>(dollars in thousands)</b>	<b>Balance</b>	<b>Charge-offs</b>	<b>Recoveries</b>	<b>Provision</b>	<b>Balance</b>
Builder & developer	\$ 2,977	\$ 0	\$ 0	\$ (78 )	\$ 2,899
Commercial real estate investor	2,788	0	0	(93 )	2,695
Residential real estate investor	2,539	(1 )	71	(185 )	2,424
Hotel/Motel	759	0	0	5	764
Wholesale & retail	925	0	1	12	938
Manufacturing	542	0	0	103	645
Agriculture	449	0	0	22	471
Other commercial	2,715	0	0	240	2,955
Total commercial related loans	13,694	(1 )	72	26	13,791
Residential mortgage	114	(10 )	1	9	114
Home equity	204	0	0	(1 )	203
Other consumer	152	(88 )	7	121	192
Total consumer related loans	470	(98 )	8	129	509
Unallocated	2,702	0	0	145	2,847
Total	\$ 16,866	\$ (99 )	\$ 80	\$ 300	\$ 17,147

<b>Allowance for Loan Losses</b>					
<b>April 1, 2017</b>					<b>June 30, 2017</b>
<b>(dollars in thousands)</b>	<b>Balance</b>	<b>Charge-offs</b>	<b>Recoveries</b>	<b>Provision</b>	<b>Balance</b>
Builder & developer	\$ 2,658	\$ 0	\$ 2	\$ 851	\$ 3,511
Commercial real estate investor	3,007	0	0	66	3,073
Residential real estate investor	2,509	(110 )	3	56	2,458
Hotel/Motel	747	(36 )	36	(85 )	662
Wholesale & retail	829	0	0	16	845
Manufacturing	789	0	0	117	906
Agriculture	663	0	0	10	673
Other commercial	2,526	0	0	(92 )	2,434
Total commercial related loans	13,728	(146 )	41	939	14,562
Residential mortgage	88	0	0	6	94
Home equity	182	0	0	0	182
Other consumer	76	(10 )	1	6	73
Total consumer related loans	346	(10 )	1	12	349
Unallocated	1,630	0	0	(126 )	1,504

Total	\$ 15,704	\$ (156	) \$ 42	\$ 825	\$ 16,415
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- 27 -

(dollars in thousands)	Allowance for Loan Losses				June 30, 2018
	January 1, 2018				
	Balance	Charge-offs	Recoveries	Provision	Balance
Builder & developer	\$3,388	\$0	\$18	\$(507)	\$2,899
Commercial real estate investor	3,013	0	0	(318)	2,695
Residential real estate investor	2,505	(1)	74	(154)	2,424
Hotel/Motel	637	0	0	127	764
Wholesale & retail	909	0	2	27	938
Manufacturing	592	0	0	53	645
Agriculture	431	0	0	40	471
Other commercial	2,643	0	0	312	2,955
Total commercial related loans	14,118	(1)	94	(420)	13,791
Residential mortgage	108	(10)	1	15	114
Home equity	217	0	0	(14)	203
Other consumer	66	(136)	10	252	192
Total consumer related loans	391	(146)	11	253	509
Unallocated	2,180	0	0	667	2,847
Total	\$16,689	\$(147)	\$105	\$500	\$17,147

(dollars in thousands)	Allowance for Loan Losses				June 30, 2017
	January 1, 2017				
	Balance	Charge-offs	Recoveries	Provision	Balance
Builder & developer	\$2,384	\$0	\$2	\$1,125	\$3,511
Commercial real estate investor	2,870	0	0	203	3,073
Residential real estate investor	2,517	(110)	56	(5)	2,458
Hotel/Motel	807	(36)	36	(145)	662
Wholesale & retail	803	0	0	42	845
Manufacturing	307	0	0	599	906
Agriculture	619	0	0	54	673
Other commercial	2,467	0	0	(33)	2,434
Total commercial related loans	12,774	(146)	94	1,840	14,562
Residential mortgage	85	0	5	4	94
Home equity	179	0	0	3	182
Other consumer	193	(10)	5	(115)	73
Total consumer related loans	457	(10)	10	(108)	349
Unallocated	1,761	0	0	(257)	1,504
Total	\$14,992	\$(156)	\$104	\$1,475	\$16,415

The table below shows the allowance amount required for loans individually evaluated for impairment and the amount required for loans collectively evaluated for impairment at June 30, 2018, December 31, 2017, and June 30, 2017.

(dollars in thousands)	Allowance for Loan Losses			Loans		
	Individually Evaluated For Impairment	Collectively Evaluated For Impairment	Balance	Individually Evaluated For Impairment	Collectively Evaluated For Impairment	Balance
June 30, 2018						
Builder & developer	\$0	\$ 2,899	\$2,899	\$2,283	\$ 158,247	\$ 160,530
Commercial real estate investor	0	2,695	2,695	7,114	219,104	226,218
Residential real estate investor	0	2,424	2,424	1,641	230,400	232,041
Hotel/Motel	0	764	764	0	75,531	75,531
Wholesale & retail	0	938	938	6,730	98,093	104,823
Manufacturing	0	645	645	3,450	76,000	79,450
Agriculture	0	471	471	294	65,182	65,476
Other commercial	0	2,955	2,955	960	320,316	321,276
Total commercial related	0	13,791	13,791	22,472	1,242,873	1,265,345
Residential mortgage	0	114	114	238	80,155	80,393
Home equity	0	203	203	565	96,369	96,934
Other consumer	0	192	192	225	22,999	23,224
Total consumer related	0	509	509	1,028	199,523	200,551
Unallocated	0	2,847	2,847	—	—	—
Total	\$0	\$ 17,147	\$17,147	\$23,500	\$ 1,442,396	\$ 1,465,896
December 31, 2017						
Builder & developer	\$0	\$3,388	\$3,388	\$2,673	\$ 181,729	\$ 184,402
Commercial real estate investor	243	2,770	3,013	5,645	225,182	230,827
Residential real estate investor	0	2,505	2,505	1,210	208,204	209,414
Hotel/Motel	0	637	637	0	63,195	63,195
Wholesale & retail	0	909	909	7,912	95,128	103,040
Manufacturing	0	592	592	3,840	58,670	62,510
Agriculture	0	431	431	315	59,616	59,931
Other commercial	0	2,643	2,643	918	283,593	284,511
Total commercial related	243	13,875	14,118	22,513	1,175,317	1,197,830
Residential mortgage	0	108	108	247	79,078	79,325
Home equity	0	217	217	452	97,498	97,950
Other consumer	0	66	66	235	24,424	24,659
Total consumer related	0	391	391	934	201,000	201,934
Unallocated	0	2,180	2,180	—	—	—
Total	\$243	\$16,446	\$16,689	\$23,447	\$ 1,376,317	\$ 1,399,764
June 30, 2017						
Builder & developer	\$1,021	\$2,490	\$3,511	\$7,287	\$ 164,102	\$ 171,389
Commercial real estate investor	0	3,073	3,073	5,820	249,307	255,127

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Residential real estate investor	136	2,322	2,458	1,722	201,593	203,315
Hotel/Motel	0	662	662	0	65,581	65,581
Wholesale & retail	0	845	845	6,211	87,398	93,609
Manufacturing	400	506	906	5,015	48,685	53,700
Agriculture	263	410	673	337	56,687	57,024
Other commercial	82	2,352	2,434	1,411	255,811	257,222
Total commercial related	1,902	12,660	14,562	27,803	1,129,164	1,156,967
Residential mortgage	0	94	94	93	75,011	75,104
Home equity	0	182	182	390	93,739	94,129
Other consumer	0	73	73	282	27,166	27,448
Total consumer related	0	349	349	765	195,916	196,681
Unallocated	0	1,504	1,504	—	—	—
Total	\$1,902	\$14,513	\$16,415	\$28,568	\$1,325,080	\$1,353,648

- 29 -

## Note 6—Deposits

The composition of deposits as of June 30, 2018 and December 31, 2017 is shown below. The aggregate amount of demand deposit overdrafts that were reclassified as loans were \$117,000 at June 30, 2018, compared to \$199,000 at December 31, 2017.

<b>(dollars in thousands)</b>	<b>June 30, 2018</b>	<b>December 31, 2017</b>
Noninterest bearing demand	\$259,745	\$246,866
Interest Bearing Demand	168,971	157,903
Money market	471,181	447,425
Savings	88,866	86,292
Time deposits less than \$100,000	265,216	260,482
Time deposits \$100,000 to \$250,000	139,960	135,242
Time deposits \$250,000 or more	48,885	50,297
Total deposits	\$1,442,824	\$1,384,507

## Note 7—Short-Term Borrowings and Long-Term Debt

Short-term borrowings consist of securities sold under agreements to repurchase, federal funds purchased and other borrowings. At June 30, 2018, the balance of securities sold under agreements to repurchase was \$12,964,000 compared to \$10,295,000 at December 31, 2017. At June 30, 2018, there were no other short-term borrowings compared to \$10,200,000 at December 31, 2017.

The following table presents a summary of long-term debt as of June 30, 2018 and December 31, 2017. PeoplesBank's long-term debt obligations to the FHLBP are fixed rate instruments. Under terms of a blanket collateral agreement with the FHLBP, the obligations are secured by FHLBP stock and PeoplesBank qualifying loan receivables, principally real estate secured loans.

<b>(dollars in thousands)</b>	<b>June 30, 2018</b>	<b>December 31, 2017</b>
PeoplesBank's obligations:		
Federal Home Loan Bank of Pittsburgh (FHLBP)		
Due March 2018, 1.17%	\$0	\$10,000

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Due June 2018, 1.87%	0	5,000
Due June 2018, 1.41%	0	10,000
Due November 2018, 1.62%	5,000	5,000
Due December 2018, 1.60%	15,000	15,000
Due April 2019, 1.64%	10,000	10,000
Due June 2019, 1.64%	5,000	5,000
Due June 2019, 2.10%	5,000	5,000
Due December 2019, 1.89%	15,000	15,000
Due March 2020, 1.86%	10,000	10,000
Due June 2020, 1.87%	15,000	15,000
Due June 2020, 2.70%	10,000	0
Due June 2021, 2.14%	15,000	15,000
Due June 2021, 2.81%	10,000	0
Due May 2022, 2.98%	10,000	0
Total FHLBP	125,000	120,000
Codorus Valley Bancorp, Inc. obligations:		
Junior subordinated debt		
Due 2034, 4.36%, floating rate based on 3 month LIBOR plus 2.02%, callable quarterly	3,093	3,093
Due 2036, 3.89% floating rate based on 3 month LIBOR plus 1.54%, callable quarterly	7,217	7,217
Total long-term debt	\$135,310	\$130,310



At June 30, 2018 and December 31, 2017, municipal deposit letters of credit issued by the FHLBP on behalf of PeoplesBank naming applicable municipalities as beneficiaries were \$42,000,000. The letters of credit took the place of securities pledged to the municipalities for their deposits maintained at PeoplesBank.

In June 2006, Codorus Valley formed CVB Statutory Trust No. 2, a wholly-owned special purpose subsidiary whose sole purpose was to facilitate a pooled trust preferred debt issuance of \$7,217,000. In November 2004, Codorus Valley formed CVB Statutory Trust No. 1 to facilitate a pooled trust preferred debt issuance of \$3,093,000. The Corporation owns all of the common stock of these nonbank subsidiaries, and the debentures are the sole assets of the Trusts. The accounts of both Trusts are not consolidated for financial reporting purposes in accordance with FASB ASC 810. For regulatory capital purposes, all of the Corporation's trust preferred securities qualified as Tier 1 capital for all reported periods. Trust preferred securities are subject to capital limitations under the FDIC's risk-based capital guidelines. The Corporation used the net proceeds from these offerings to fund its operations.

#### Note 8—Regulatory Matters

The Corporation and PeoplesBank are subject to various regulatory capital requirements. Failure to meet minimum capital requirements can initiate certain mandatory and possible additional discretionary actions by regulators that, if imposed, could have a material adverse effect on the Corporation's financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Corporation and PeoplesBank must meet specific capital guidelines that involve quantitative measures of assets, liabilities, and certain off-balance sheet items as calculated under regulatory accounting practices. The capital amounts and classifications are also subject to qualitative judgments by the regulators.

On July 2, 2013, the Board of Governors of the Federal Reserve System finalized its rule implementing the Basel III regulatory capital framework, which the FDIC adopted on July 9, 2013. Under the rule, minimum requirements increased both the quantity and quality of capital held by banking organizations. Consistent with the Basel III framework, the rule included a new minimum ratio of common equity Tier 1 capital to risk-weighted assets of 4.5 percent, and a common equity Tier 1 conservation buffer of 2.5 percent of risk-weighted assets, that applies to all supervised financial institutions, which is to be phased in over a four year period beginning January 1, 2016, with the full 2.5 percent required as of January 1, 2019. The rule also raised the minimum ratio of Tier 1 capital to risk-weighted assets from 4 percent to 6 percent, and includes a minimum leverage ratio of 4 percent for all banking organizations. The new rule also increased the risk weights for past-due loans, certain commercial real estate loans, and some equity exposures, and makes selected other changes in risk weights and credit conversion factors. The rule for smaller, less complex institutions, including the Corporation, took effect January 1, 2015.

As of June 30, 2018, the Corporation and PeoplesBank met the minimum requirements of the Basel III framework, and PeoplesBank's capital ratios exceeded the amount to be considered "well capitalized" as defined in the regulations. The table below provides a comparison of the Corporation's and PeoplesBank's risk-based capital ratios and leverage ratios to the minimum regulatory requirement for the periods indicated.

	Actual		Minimum for Capital Adequacy (1)		Well Capitalized Minimum (2)	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
<b>(dollars in thousands)</b>						
<b>Codorus Valley Bancorp, Inc. (consolidated)</b>						
at June 30, 2018						
Capital ratios:						
Common equity Tier 1	\$171,212	11.78%	\$92,666	6.375%	n/a	n/a
Tier 1 risk based	181,212	12.47	114,470	7.875	n/a	n/a
Total risk based	198,359	13.65	143,542	9.875	n/a	n/a
Leverage	181,212	10.37	69,920	4.00	n/a	n/a
at December 31, 2017						
Capital ratios:						
Common equity Tier 1	\$162,860	11.58%	\$80,842	5.750%	n/a	n/a
Tier 1 risk based	172,860	12.29	101,932	7.250	n/a	n/a
Total risk based	189,549	13.48	130,051	9.250	n/a	n/a
Leverage	172,860	10.26	67,382	4.00	n/a	n/a
PeoplesBank, A Codorus Valley Company						
at June 30, 2018						
Capital ratios:						
Common equity Tier 1	\$177,166	12.22%	\$92,452	6.375%	\$94,264	6.50 %
Tier 1 risk based	177,166	12.22	114,205	7.875	116,018	8.00
Total risk based	194,313	13.40	143,209	9.875	145,022	10.00
Leverage	177,166	10.16	69,779	4.00	87,224	5.00
at December 31, 2017						
Capital ratios:						
Common equity Tier 1	\$168,879	12.04%	\$80,630	5.750%	\$91,147	6.50 %
Tier 1 risk based	168,879	12.04	101,664	7.250	112,181	8.00
Total risk based	185,568	13.23	129,709	9.250	140,226	10.00
Leverage	168,879	10.05	67,234	4.00	84,043	5.00

(1) Minimum amounts and ratios as of June 30, 2018 include the third year phase in of the capital conservation buffer of 1.875 percent required by the Basel III framework. At December 31, 2017, the minimum amounts and ratios included the second year phase in of the capital conservation buffer of 1.25 percent required by the Basel III framework. The conservation buffer is to be phased in over a four year period beginning January 1, 2016, with the full 2.5 percent required as of January 1, 2019.

(2) To be “well capitalized” under the prompt corrective action provisions in the Basel III framework. “Well capitalized” applies to PeoplesBank only.

- 32 -

Note 9—Shareholders' Equity

*Authorized Shares*

At the May 15, 2018 annual shareholder meeting, the shareholders of the Corporation approved a change in the Articles of Incorporation to increase the number of authorized shares of common stock from 15,000,000 to 30,000,000.

*Stock Dividend*

Periodically, the Corporation distributes stock dividends on its stock. The Corporation distributed 5 percent stock dividends on December 12, 2017 and December 13, 2016, which resulted in the issuance of 422,439 and 398,541 additional shares, respectively.

Note 10—Contingent Liabilities

There are no legal proceedings pending against Codorus Valley Bancorp, Inc. or any of its subsidiaries which are expected to have a material impact upon the consolidated financial position and/or operating results of the Corporation, other than routine litigation incidental to the business. Management is not aware of any proceedings known or contemplated by government authorities.

**Note 11—Guarantees**

Codorus Valley does not issue any guarantees that would require liability recognition or disclosure, other than its standby letters of credit. Standby letters of credit are written conditional commitments issued by PeoplesBank to guarantee the performance of a client to a third party. Generally, all letters of credit, when issued, have expiration dates within one year. The credit risk involved in issuing letters of credit is essentially the same as those that are involved in extending loan facilities to clients. The Corporation generally holds collateral and/or personal guarantees supporting these commitments. The Corporation had \$28,229,000 of standby letters of credit outstanding on June 30, 2018, compared to \$23,603,000 on December 31, 2017. Management believes that the proceeds obtained through a liquidation of collateral and the enforcement of guarantees would be sufficient to cover the potential amount of future

payments required under the corresponding letters of credit. The amount of the liability as of June 30, 2018 and December 31, 2017, for guarantees under standby letters of credit issued, was not material. Many of the commitments are expected to expire without being drawn upon and, therefore, generally do not present significant liquidity risk to the Corporation or PeoplesBank.

- 33 -

## Note 12—Fair Value of Assets and Liabilities

The Corporation uses its best judgment in estimating the fair value of the Corporation's assets and liabilities; however, there are inherent weaknesses in any estimation technique. Therefore, the fair value estimates herein are not necessarily indicative of the amounts that could be realized in sales transactions on the dates indicated. The estimated fair value amounts have been measured as of their respective period-ends and have not been re-evaluated or updated for purposes of these financial statements subsequent to those respective dates. As such, the estimated fair values subsequent to the respective reporting dates may be different than the amounts reported at each period end.

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in the principal or most advantageous market for an asset or liability in an orderly transaction (that is, not a forced liquidation or distressed sale) between market participants at the measurement date. GAAP establishes a fair value hierarchy that prioritizes the use of inputs used in valuation methodologies into the following three levels:

Level 1: Inputs to the valuation methodology are quoted prices, unadjusted, for identical assets or liabilities in active markets. A quoted price in an active market provides the most reliable evidence of fair value and shall be used to measure fair value whenever available.

Level 2: Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets; inputs to the valuation methodology include quoted prices for identical or similar assets or liabilities in markets that are not active; or inputs to the valuation methodology that utilize model-based techniques for which all significant assumptions are observable in the market.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement; inputs to the valuation methodology that utilize model-based techniques for which significant assumptions are not observable in the market; or inputs to the valuation methodology that require significant management judgment or estimation, some of which may be internally developed.

Since management maximizes the use of observable inputs and minimizes the use of unobservable inputs when determining fair value, an asset's or liability's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement. Management reviews and updates the fair value hierarchy classifications on a quarterly basis.

**Assets Measured at Fair Value on a Recurring Basis****Securities available-for-sale**

The fair values of investment securities were measured using information from a third-party pricing service. The pricing service uses quoted market prices on nationally recognized securities exchanges (Level 1), or matrix pricing (Level 2), which is a mathematical technique, used widely in the industry to value debt securities without relying exclusively on quoted market prices for the specific securities, but rather, by relying on the securities' relationship to other benchmark quoted prices. At least annually, the Corporation reviews a random sample of the pricing information received from the third-party pricing service by comparing it to price quotes from third-party brokers. Historically, price deviations have been immaterial.

		Fair Value Measurements		
		(Level 1)	(Level 2)	(Level 3)
		Quoted Prices in	Significant	Significant Other
		Active Markets	Other	
		for	Observable	Unobservable
(dollars in thousands)	Total	Identical Assets	Inputs	Inputs
June 30, 2018				
Securities available-for-sale:				
U.S. Treasury notes	\$ 13,704	\$ 13,704	\$ 0	\$ 0
U.S. agency	16,844	0	16,844	0
U.S. agency mortgage-backed, residential	75,343	0	75,343	0
State and municipal	48,576	0	48,576	0
December 31, 2017				
Securities available-for-sale:				
U.S. Treasury notes	\$ 14,071	\$ 14,071	\$ 0	\$ 0
U.S. agency	17,303	0	17,303	0
U.S. agency mortgage-backed, residential	75,175	0	75,175	0
State and municipal	52,042	0	52,042	0

**Assets Measured at Fair Value on a Nonrecurring Basis****Impaired loans**

Impaired loans are those that are accounted for under FASB ASC Topic 310, in which the Corporation has measured impairment generally based on the fair value of the loan's collateral. Fair value is generally determined based upon independent third-party appraisals of the properties, or discounted cash flows based upon the expected proceeds. These loans are included as Level 3 fair values, based on the lowest level of input that is significant to the fair value measurements. At June 30, 2018, the fair value of impaired loans with a valuation allowance or charge-off was \$478,000, net of charge-offs of \$475,000. At December 31, 2017 the fair value of impaired loans with a valuation allowance or charge-off was \$1,331,000, net of valuation allowances of \$243,000 and charge-offs of \$506,000.

### **Foreclosed Real Estate**

Other real estate property acquired through foreclosure is initially recorded at fair value of the property at the transfer date less estimated selling cost. Subsequently, other real estate owned is carried at the lower of its carrying value or the fair value less estimated selling cost. Fair value is usually determined based on an independent third-party appraisal of the property or occasionally on a recent sales offer. At June 30, 2018 and December 31, 2017, there were no foreclosed real estate assets with a valuation allowance or write-down.



## Mortgage Servicing Rights

Mortgage servicing rights are initially recorded at fair value upon the sale of residential mortgage loans to secondary market investors. The fair value of servicing rights is based on the present value of estimated future cash flows on pools of mortgages stratified by rate and original time to maturity. Mortgage servicing rights are subsequently evaluated for impairment on a quarterly basis. Significant inputs to the valuation include expected cash flow, expected net servicing income, a cash flow discount rate and the expected life of the underlying loans. At June 30, 2018, the fair value of the mortgage servicing rights asset was \$964,000. At December 31, 2017, the fair value of the mortgage servicing rights asset was \$769,000.

(dollars in thousands)	Total	Fair Value Measurements		
		(Level 1) Quoted Prices in Active Markets for Identical Assets	(Level 2) Significant Other Observable Inputs	(Level 3) Significant Other Unobservable Inputs
June 30, 2018				
Impaired loans	\$478	\$0	\$0	\$478
Mortgage servicing rights	964	0	0	964
December 31, 2017				
Impaired loans	\$1,331	\$0	\$0	\$1,331
Mortgage servicing rights	769	0	0	769

The following table presents additional quantitative information about assets measured at fair value on a nonrecurring basis and for which the Corporation has utilized Level 3 inputs to determine fair value:

(dollars in thousands)	Fair Value	Quantitative Information about Level 3 Fair Value Measurements		
		Valuation Techniques	Unobservable Input	Weighted Range Average
<b>June 30, 2018</b>				
Impaired loans	\$478	Appraisal <sup>(1)</sup>	Appraisal adjustments <sup>(2)</sup>	15% - 60% 46%
Mortgage servicing rights	964	Multiple of annual service fee	Estimated prepayment speed based on rate and term	7.1% - 8.3% 7.4%
<b>December 31, 2017</b>				
Impaired loans	\$ 1,331	Appraisal <sup>(1)</sup>	Appraisal adjustments <sup>(2)</sup>	24% - 52% 38%
Mortgage servicing rights	769	Multiple of annual service fee	Estimated prepayment speed based on rate and term	6.9% - 8.5% 7.6%

(1) Fair value is generally determined through

independent appraisals, which generally include various level 3 inputs that are not identifiable.

(2) Appraisals may be adjusted downward by the Corporation's management for qualitative factors such as economic conditions and estimated liquidation expenses. The range of liquidation expenses and other appraisal adjustments are presented as a percent of the appraisal.

- 36 -

### **Disclosures about Fair Value of Financial Instruments**

The following methods and assumptions were used to estimate the fair value of the Corporation's financial instruments as of June 30, 2018 and December 31, 2017:

#### **Cash and cash equivalents**

The carrying amount is a reasonable estimate of fair value.

#### **Securities available for sale**

The fair value of securities available for sale is determined in accordance with the methods described under FASB ASC Topic 820 as described above.

#### **Restricted investment in bank stocks**

The carrying amount of restricted investment in bank stocks is a reasonable estimate of fair value. The Corporation is required to maintain minimum investment balances in these stocks. These stocks are not actively traded and, therefore, have no readily determinable market value.

#### **Loans held for sale**

The fair value of loans held for sale is determined, when possible, using quoted secondary-market prices. If no such quoted prices exist, the fair value of a loan is determined using quoted prices for a similar loan or loans, adjusted for the specific attributes of that loan.

#### **Loans, net**

The fair value of loans, for June 30, 2018, are estimated on an exit price basis incorporating discounts for such factors as credit, liquidity and marketability factors. This is not comparable with the fair values disclosed for December 31, 2017, which were based on an entrance price basis. For that date, fair values of variable rate loans that reprice frequently and with no significant change in credit risk were based on carrying values. The fair values of other loans as of that date were estimated using discounted cash flow analyses which used interest rates then being offered for loans with similar terms to borrowers of similar credit quality.

### **Interest receivable**

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

### **Deposits**

The fair value of demand deposits, savings accounts and money market deposits is the amount payable on demand at the reporting date. The fair values of time deposits are estimated using a discounted cash flow analyses. The discount rates used are based on rates currently offered for deposits with similar remaining maturities. The fair values of variable rate time deposits that reprice frequently are based on carrying value. The fair values of time deposit liabilities do not take into consideration the value of the Corporation's long-term relationships with depositors, which may have significant value.

### **Short-term borrowings**

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

### **Long-term debt**

Long-term debt includes FHLBP advances (Level 2) and junior subordinated debt (Level 3). The fair value of FHLBP advances is estimated using discounted cash flow analysis, based on quoted prices for new FHLBP advances with similar credit risk characteristics, terms and remaining maturity. These prices are obtained from this active market and represent a market value that is deemed to represent the transfer price if the liability were assumed by a third party. The fair value of junior subordinated debt is estimated using discounted cash flow analysis, based on market rates and spread characteristics of similar debt with similar credit risk characteristics, terms and remaining maturity.

**Interest payable**

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

**Off-balance sheet instruments**

Off-balance sheet instruments consist of lending commitments and letters of credit and are based on fees currently charged in the market to enter into similar arrangements, taking into account the remaining terms of the agreements and counterparties' credit standing. These amounts were not considered material.

The following presents the carrying amounts and estimated fair values of the Corporation's financial instruments as of June 30, 2018 and December 31, 2017.

(dollars in thousands)	Carrying Amount	Estimated Fair Value	Fair Value Estimates		
			(Level 1) Quoted Prices in Active Markets for Identical Assets	(Level 2) Significant Other Observable Inputs	(Level 3) Significant Other Unobservable Inputs
June 30, 2018					
Financial assets					
Cash and cash equivalents	\$86,021	\$86,021	\$86,021	\$0	\$0
Securities available-for-sale	154,467	154,467	13,704	140,763	0
Restricted investment in bank stocks	6,522	6,522	0	6,522	0
Loans held for sale	2,794	2,918	0	2,918	0
Loans, net	1,448,749	1,426,027	0	0	1,426,027
Interest receivable	4,872	4,872	0	4,872	0
Mortgage servicing rights	808	964	0	0	964
Financial liabilities					
Deposits	\$1,442,824	\$1,425,645	\$0	\$1,425,645	\$0
Short-term borrowings	12,964	12,964	0	12,964	0
Long-term debt	135,310	132,619	0	123,907	8,712
Interest payable	751	751	0	751	0
Off-balance sheet instruments	0	0	0	0	0
December 31, 2017					
Financial assets					

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Cash and cash equivalents	\$79,524	\$79,524	\$79,524	\$0	\$0
Securities available-for-sale	158,591	158,591	14,071	144,520	0
Restricted investment in bank stocks	6,311	6,311	0	6,311	0
Loans held for sale	1,715	1,798	0	1,798	0
Loans, net	1,383,075	1,368,753	0	0	1,368,753
Interest receivable	4,968	4,968	0	4,968	0
Mortgage servicing rights	672	769	0	0	769
Financial liabilities					
Deposits	\$1,384,507	\$1,369,008	\$0	\$1,369,008	\$0
Short-term borrowings	20,495	20,495	0	20,495	0
Long-term debt	130,310	127,586	0	119,474	8,112
Interest payable	626	626	0	626	0
Off-balance sheet instruments	0	0	0	0	0

- 38 -

**Note 13—Assets and Liabilities Subject to Offsetting***Securities Sold Under Agreements to Repurchase*

PeoplesBank enters into agreements with clients in which it sells securities subject to an obligation to repurchase the same securities (“repurchase agreements”). The contractual maturity of the repurchase agreement is overnight and continues until either party terminates the agreement. These repurchase agreements are accounted for as a collateralized financing arrangement (i.e., secured borrowings) and not as a sale and subsequent repurchase of securities. The obligation to repurchase the securities is reflected as a liability (short-term borrowings) in the Corporation’s consolidated financial statements of condition, while the securities underlying the repurchase agreements are appropriately segregated for safekeeping purposes and remain in the respective securities asset accounts. Thus, there is no offsetting or netting of the securities with the repurchase agreement liabilities.

	Gross Amounts of Recognized Liabilities	Gross Amounts Offset in the Statements of Condition	Net Amounts of Liabilities Presented in the Statements of Condition	Gross amounts Not Offset in the Statements of Condition of Financial Instruments		
				U.S. agency mortgage-backed residential agency	Cash Collateral Pledged	Net Amount
<b>June 30, 2018</b>						
Repurchase Agreements	\$ 12,964	\$ 0	\$ 12,964	\$(12,964)	\$ 0	\$ 0
<b>December 31, 2017</b>						
Repurchase Agreements	\$ 10,295	\$ 0	\$ 10,295	\$(10,295)	\$ 0	\$ 0

As of June 30, 2018 and December 31, 2017, the carrying value of securities pledged in connection with repurchase agreements was \$15,089,000 and \$15,545,000, respectively.

## **Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

Management's discussion and analysis of the significant changes in the results of operations, capital resources and liquidity presented in the accompanying consolidated financial statements for Codorus Valley Bancorp, Inc. ("Codorus Valley" or "the Corporation"), a bank holding company, and its wholly-owned subsidiary, PeoplesBank, A Codorus Valley Company ("PeoplesBank"), are provided below. Codorus Valley's consolidated financial condition and results of operations consist almost entirely of PeoplesBank's financial condition and results of operations. Current performance does not guarantee, and may not be indicative of, similar performance in the future.

### **Forward-looking Statements**

Management of the Corporation has made forward-looking statements in this Form 10-Q. These forward-looking statements may be subject to risks and uncertainties. Forward-looking statements include information concerning possible or assumed future results of operations of the Corporation and its subsidiaries. When words such as "believes," "expects," "anticipates" or similar expressions occur in the Form 10-Q, management is making forward-looking statements.

Note that many factors, some of which are discussed elsewhere in this report and in the documents that are incorporated by reference, could affect the future financial results of the Corporation and its subsidiaries, both individually and collectively, and could cause those results to differ materially from those expressed in the forward-looking statements contained or incorporated by reference in this Form 10-Q. These factors include, but are not limited to, the following:

Operating, legal and regulatory risks;

Credit risk, including an increase in nonperforming assets requiring loss provisions and the incurrence of carrying costs related to nonperforming assets;

Interest rate fluctuations which could increase our cost of funds or decrease our yield on earning assets and therefore reduce our net interest income;

Declines in the market value of investment securities considered to be other-than-temporary;

Unavailability of capital when needed, or availability at less than favorable terms;

Unauthorized disclosure of sensitive or confidential client or customer information, whether through a breach of our computer systems or otherwise, which may adversely affect the Corporation's operations, net income or reputation;



Inability to achieve merger-related synergies, and difficulties in integrating the business and operations of acquired institutions;

A prolonged economic downturn;

Political and competitive forces affecting banking, securities, asset management and credit services businesses;

The effects of and changes in the rate of FDIC premiums, including special assessments;

Future legislative or administrative changes to U.S. governmental capital programs;

Future changes in federal or state tax laws or tax rates;

Enacted financial reform legislation, e.g., Dodd-Frank Wall Street Reform and Consumer Protection Act, may have a significant impact on the Corporation's business and results of operations; and

The risk that management's analyses of these risks and forces could be incorrect and/or that the strategies developed to address them could be unsuccessful.

The Corporation undertakes no obligation to publicly revise or update these forward-looking statements to reflect events or circumstances that arise after the date of this report.

## Critical Accounting Policies

The Corporation's critical accounting policies, as summarized in Note 1—Summary of Significant Accounting Policies, include those related to the allowance for loan losses, valuation of foreclosed real estate, evaluation of other-than-temporary impairment of securities, and determination of acquisition-related goodwill and fair value adjustments, which require management to make significant judgments, estimates and assumptions that have a material impact on the carrying value of the respective assets and liabilities. For this Form 10-Q, there were no material changes made to the Corporation's critical accounting policies, which are more fully disclosed in Item 7 of the Corporation's previously filed Annual Report on Form 10-K for the year ended December 31, 2017.

## Three Months Ended June 30, 2018 vs. Three Months Ended June 30, 2017

### Financial Highlights

The Corporation's net income (earnings) was \$6,054,000 for the quarter ended June 30, 2018, as compared to \$3,685,000 for the quarter ended June 30, 2017, an increase of \$2,369,000 or 64 percent.

Net interest income for the second quarter of 2018 increased \$1,451,000 or 10 percent above the same period in 2017, primarily due to increased interest income from a higher volume of commercial loans in the second quarter of 2018 as compared to the second quarter of 2017.

The Corporation's net interest margin (tax-equivalent basis) for the second quarter of 2018 was 3.89 percent, compared to 3.76 percent for the second quarter of 2017. The net interest margin expansion was a result of a change in the mix in interest earning assets and an increase in non-interest bearing demand deposits, which more than offset the increase in the volume and cost of interest-bearing liabilities.

The provision for loan losses was \$300,000 for the second quarter of 2018, a \$525,000 decrease as compared to a provision of \$825,000 for the second quarter of 2017. The change in the provision for the second quarter of 2018 was primarily due to the decrease in reserves required for impaired loans as compared to the second quarter of 2017. The allowance as a percentage of total loans was 1.17 percent at June 30, 2018 as compared to 1.19 percent at December 31, 2017, and 1.21 percent at June 30, 2017.

Noninterest income for the second quarter of 2018 increased \$700,000 or 25 percent compared to the second quarter of 2017. Several sources contributed to the rise in noninterest income, including increased gains on sales of loans, service charges on deposit accounts, trust and investment services fees, income from mutual fund, annuity and insurance sales and other income.

Noninterest expenses in the second quarter of 2018 were \$456,000 or 4 percent higher than the second quarter of 2017. Higher personnel costs, which include compensation and benefit expenses, furniture and equipment expense, marketing, and external data processing accounted for a majority of the increase.

The provision for income taxes for the second quarter of 2018 decreased by \$149,000 or 8 percent as compared to the second quarter of 2017 as a result of the new corporate tax rate of 21 percent enacted as part of the Tax Cuts and Jobs Act that became effective January 1, 2018.

The schedule below presents selected performance metrics for the second quarter of both 2018 and 2017. Per share computations include the effect of stock dividends, including the 5 percent stock dividend distributed in the fourth quarter of 2017.

	<b>Three months ended</b>	
	<b>June 30,</b>	
	<b>2018</b>	<b>2017</b>
Basic earnings per common share	\$0.68	\$0.41
Diluted earnings per common share	\$0.67	\$0.41
Cash dividend payout ratio	22.84%	30.90%
Return on average assets	1.39 %	0.88 %
Return on average equity	14.36%	9.16 %
Net interest margin (tax equivalent basis)	3.89 %	3.76 %
Net overhead ratio	1.85 %	2.01 %
Efficiency ratio	58.73%	62.81%
Average equity to average assets	9.65 %	9.65 %

A more detailed analysis of the factors and trends affecting the Corporation's earnings and financial position follows.

## **Income Statement Analysis**

### **Net Interest Income**

Unless otherwise noted, this section discusses interest income and interest expense amounts as reported in the Consolidated Statements of Income, which are not presented on a tax equivalent basis.

Net interest income for the quarter ended June 30, 2018 was \$16,079,000, an increase of \$1,451,000 or 10 percent compared to net interest income of \$14,628,000 for the second quarter of 2017. The increase was primarily attributable to higher loan interest income. The Corporation's net interest margin, computed as interest income (tax-equivalent basis) annualized as a percentage of average interest earning assets, was 3.89 percent for the second quarter of 2018 compared to the 3.76 percent for the second quarter of 2017.

Total interest income for the second quarter of 2018 totaled \$19,834,000, an increase of \$2,539,000 or 15 percent above the amount of total interest income for the second quarter of 2017. The change was primarily a result of a

significant increase in loan income, partially offset by a decline in investment income.

Interest and dividend income on investments decreased \$113,000 or 11 percent in the second quarter of 2018 compared to the same period in 2017. The average balance of the investment securities portfolio decreased \$34,170,000 or 17 percent when comparing the second quarter of 2018 to the same period in 2017. The tax-equivalent yield on investments for the second quarter of 2018 was 2.49 percent or 1 basis point higher than the 2.48 percent experienced in the second quarter of 2017.

Interest income on loans increased \$2,544,000 or 16 percent in the second quarter of 2018 compared to the same period in 2017. The average balance of outstanding loans, primarily commercial loans, increased approximately \$116,017,000 or 9 percent comparing the second quarter of 2018 to the same period in 2017 which was the primary driver to the increase in interest income on loans. The tax-equivalent yield on loans for the second quarter 2018 was 5.17 percent or 31 basis points more than the 4.86 percent experienced in the second quarter of 2017.

- 42 -

Total interest expense for the second quarter of 2018 was \$3,755,000, an increase of \$1,088,000 or 41 percent as compared to total interest expense of \$2,667,000 for the second quarter of 2017. The change was primarily the result of increases in the average volume and cost of deposits.

Interest expense on deposits increased \$1,122,000 or 58 percent in the second quarter of 2018 compared to the same period in 2017. The average rate paid on interest-bearing deposits was 1.05 percent in the second quarter of 2018 or 34 basis points higher than the average rate paid of 0.71 percent in the second quarter of 2017. The average balance of interest-bearing deposits for the second quarter of 2018 increased by \$79,391,000 or 7 percent compared to the second quarter of 2017. Also, the Corporation experienced favorable growth in noninterest-bearing deposits, with the average volume for the second quarter of 2018 increasing 17 percent to \$250,734,000 as compared to \$214,489,000 for the second quarter of 2017.

For the second quarter of 2018, interest expense on borrowings decreased \$34,000 or 5 percent compared to the second quarter of 2017. Short-term borrowings consisting of repurchase agreements and other short-term borrowings averaged \$11,945,000 for the second quarter of 2018, compared to an average balance of \$49,556,000 for the second quarter of 2017. The rate on average short-term borrowings for the second quarter of 2018 was 0.60 percent, a decrease as compared to a rate of 0.81 percent for the second quarter of 2017. Long-term debt, primarily from the Federal Home Loan Bank of Pittsburgh (FHLBP), averaged \$128,772,000 for the second quarter of 2018, compared to an average balance of \$135,530,000 for the second quarter of 2017. For the second quarter of 2018, the rate on average long-term borrowings was 2.08 percent, an increase as compared to a rate of 1.83 percent for the second quarter of 2017.

Table 1-Average Balances and Interest Rates (tax equivalent basis)

(dollars in thousands)	Three months ended June 30,					
	2018			2017		
	Average Balance	Interest	Yield/ Rate	Average Balance	Interest	Yield/ Rate
<b>Assets</b>						
Interest bearing deposits with banks	\$54,951	\$250	1.82 %	\$54,399	\$142	1.05 %
Investment securities:						
Taxable	113,789	663	2.34	139,355	735	2.12
Tax-exempt	48,093	343	2.86	56,697	477	3.37
Total investment securities	161,882	1,006	2.49	196,052	1,212	2.48
<b>Loans:</b>						
Taxable (1)	1,433,433	18,525	5.18	1,316,505	15,976	4.87
Tax-exempt	16,890	151	3.59	17,801	190	4.28
Total loans	1,450,323	18,676	5.17	1,334,306	16,166	4.86
Total earning assets	1,667,156	19,932	4.80	1,584,757	17,520	4.43
Other assets (2)	80,033			82,478		
Total assets	\$1,747,189			\$1,667,235		
<b>Liabilities and Shareholders' Equity</b>						
<b>Deposits:</b>						
Interest bearing demand	\$632,782	\$1,358	0.86 %	\$582,382	\$659	0.45 %
Savings	89,015	22	0.10	89,581	22	0.10
Time	453,158	1,690	1.50	423,601	1,267	1.20
Total interest bearing deposits	1,174,955	3,070	1.05	1,095,564	1,948	0.71
Short-term borrowings	11,945	18	0.60	49,556	100	0.81
Long-term debt	128,772	667	2.08	135,530	619	1.83
Total interest bearing liabilities	1,315,672	3,755	1.14	1,280,650	2,667	0.84
Noninterest bearing deposits	250,734			214,489		
Other liabilities	12,166			11,211		
Shareholders' equity	168,617			160,885		
Total liabilities and shareholders' equity	\$1,747,189			\$1,667,235		
Net interest income (tax equivalent basis)		\$16,177			\$14,853	
Net interest margin (3)			3.89 %			3.76 %
Tax equivalent adjustment		(98 )			(225 )	
Net interest income		\$16,079			\$14,628	

(1) Average balance includes average nonaccrual loans of \$4,624,000 for 2018 and \$3,429,000 for 2017.

Interest includes net loan fees of \$904,000 for 2018 and \$708,000 for 2017.

- (2) Average balance includes average bank owned life insurance, foreclosed real estate and unrealized holding gains (losses) on investment securities.
- (3) Net interest income (tax equivalent basis) annualized as a percentage of average earning assets.

- 44 -



Table 2-Rate/Volume Analysis of Changes in Net Interest Income  
(tax equivalent basis)

(dollars in thousands)	Three months ended June 30, 2018 vs. 2017		
	Increase (decrease) due to change in*		
	Volume	Rate	Net
Interest Income			
Interest bearing deposits with banks	\$2	\$106	\$108
Investment securities:			
Taxable	(133 )	61	(72 )
Tax-exempt	(73 )	(61 )	(134 )
Loans:			
Taxable	1,554	995	2,549
Tax-exempt	(10 )	(29 )	(39 )
Total interest income	1,340	1,072	2,412
Interest Expense			
Deposits:			
Interest bearing demand	50	649	699
Savings	0	0	0
Time	88	335	423
Short-term borrowings	(83 )	1	(82 )
Long-term debt	(29 )	77	48
Total interest expense	26	1,062	1,088
Net interest income	\$1,314	\$10	\$1,324

\*Changes which are due to both volume and rate are allocated in proportion to their relationship to the amount of change attributed directly to volume or rate.

### Provision for Loan Losses

The provision for loan losses is an expense charged to earnings to cover the estimated losses attributable to uncollected loans. The provision reflects management's judgment of an appropriate level for the allowance for loan losses. The provision for loan losses was \$300,000 for the second quarter of 2018, a \$525,000 decrease as compared to a provision of \$825,000 for the second quarter of 2017. The change in the provision for the second quarter in 2018 was primarily due to the decrease in reserves required for the impaired loans as compared to the second quarter of 2017. The provision for both periods supported adequate allowance for loan loss coverage considering several factors, including the Corporation's continued commercial loan growth. The allowance as a percentage of total loans was 1.17

percent at June 30, 2018, as compared to 1.19 percent at December 31, 2017, and 1.21 percent at June 30, 2017.

More information about the allowance for loan losses can be found in this report under the caption Allowance for Loan Losses on page 63.

- 45 -

**Noninterest Income**

The following table presents the components of total noninterest income for the second quarter of 2018, compared to the second quarter of 2017.

Table 3 - Noninterest income

(dollars in thousands)	Three months ended		Change	
	June 30, 2018	June 30, 2017	Increase (Decrease) \$	%
Trust and investment services fees	\$781	\$741	\$40	5 %
Income from mutual fund, annuity and insurance sales	237	195	42	22
Service charges on deposit accounts	1,195	1,051	144	14
Income from bank owned life insurance	241	250	(9 )	(4 )
Other income	531	261	270	103
Gain on sales of loans held for sale	558	282	276	98
Gain on sales of securities	0	63	(63 )	(100)
Total noninterest income	\$3,543	\$2,843	\$700	25 %

The discussion that follows addresses changes in selected categories of noninterest income.

**Service charges on deposits accounts**—The \$144,000 or 14 percent increase in service charges on deposit accounts was due to the higher volume of demand deposit accounts subject to fees and debit card transactions.

**Other income**—The \$270,000 or 103 percent increase in other income was due to higher loan related income such as mortgage and SBA loan servicing income, letter of credit and referral fees and miscellaneous client based service charges such as wire transfer, gift card and credit card merchant fees.

**Gain on sales of loans held for sale**—The \$276,000 or 98 percent increase in gain on sales of loans was due to the sale of a higher volume of the guaranteed portion of SBA loans to the secondary market.

**Noninterest Expense**

The following table presents the components of total noninterest expense for the second quarter of 2018, compared to the second quarter of 2017.

Table 4 - Noninterest expense

(dollars in thousands)	Three months ended		Change		
	June 30,		Increase (Decrease)		
	2018	2017	\$	%	
Personnel	\$6,884	\$6,399	\$485	8	%
Occupancy of premises, net	825	807	18	2	
Furniture and equipment	747	696	51	7	
Postage, stationery and supplies	192	226	(34)	(15)	)
Professional and legal	143	173	(30)	(17)	)
Marketing	419	361	58	16	
FDIC insurance	136	221	(85)	(38)	)
Debit card processing	296	271	25	9	
Charitable donations	164	168	(4)	(2)	)
Telecommunications	144	200	(56)	(28)	)
External data processing	537	452	85	19	
Foreclosed real estate including provision for losses	11	1	10	*nm	
Other	1,125	1,192	(67)	(6)	)
Total noninterest expense	\$11,623	\$11,167	\$456	4	%

\*nm – not meaningful

The discussion that follows addresses changes in selected categories of noninterest expense.

**Personnel**—The \$485,000 or 8 percent increase in personnel expense was largely due to the addition of new employees to support the Corporation's business and consumer banking services in our Maryland and Pennsylvania markets and higher health insurance costs.

**Furniture and equipment** —The \$51,000 or 7 percent increase was primarily related to higher software licenses and maintenance costs.

**Marketing**—The \$58,000 or 16 percent increase in marketing expenses is attributed to an increase in advertising costs during the quarter as compared to the prior year.

**FDIC insurance**—The \$85,000 or 38 percent decrease was a result of a lower assessment rate used to calculate the quarterly premiums.

**Telecommunications**—The \$56,000 or 28 percent decrease was due to a change in network providers which provide a higher level of service for a lower cost.

**External data processing**—The \$85,000 or 19 percent increase in external data processing expenses reflects increased reliance on outsourcing transaction processing to specialized vendors, which is typically performed on such vendors' hosted and secure websites. Transaction volumes in both accounts and transactions year over year due to business expansion resulted in higher costs. The Corporation continues to expand and enhance electronic banking services provided to our clients which contributed to the increase in the expense.

*Other*—The \$67,000 or 6 percent decrease in other expenses, which is comprised of many underlying expenses, is primarily due to the prior year including the cost of stock awards paid to the Corporation's directors.

### **Provision for Income Taxes**

The provision for income taxes for the second quarter of 2018 was \$1,645,000, a decrease of \$149,000 or 8 percent as compared to the second quarter of 2017. For the second quarter of 2018 the Corporation's statutory federal income tax rate was 21 percent compared to 35 percent for the second quarter of 2017. The effective income tax rate was 21 percent and 33 percent for the quarters ended June 30, 2018 and 2017, respectively. The effective tax rate differs from the statutory tax rate due to the impact of certain elements with specific tax benefits, including tax-exempt income, such as income from tax-exempt investments, tax-exempt loans, and bank-owned life insurance. Decreases in the provision for income taxes and effective tax rate were due to the new 21 percent corporate tax rate enacted as part of the Tax Cuts and Jobs Act that became effective January 1, 2018.

**Six Months Ended June 30, 2018 vs. Six Months Ended June 30, 2017**

**Financial Highlights**

The Corporation's net income (earnings) was \$10,137,000 for the first six months of 2018 compared to \$7,104,000 for the first six months of 2017, an increase of \$3,033,000 or 43 percent.

Net interest income for the first six months of 2018 increased \$2,736,000 or 10 percent above the first six months of 2017, primarily due to increased interest income from a higher volume of commercial loan growth over the previous twelve months.

The Corporation's net interest margin (tax-equivalent basis) for the six months ended June 30, 2018 was 3.89 percent, compared to 3.78 percent for the first six months of 2017. The net interest margin expansion was a result of a change in the mix in interest earning assets and an increase in noninterest bearing demand deposits, which more than offset the increase in the volume and cost of interest bearing liabilities.

The provision for loan losses for the first six months of 2018 was \$500,000 or a \$975,000 decrease as compared to a provision of \$1,475,000 for the first six months of 2017. The change in the provision for the first six months of 2018 was primarily due to a decrease in reserves required for the impaired loans as compared to the same period in 2017. The provision for both periods supported adequate allowance for loan loss coverage considering several factors, including the Corporation's substantial growth in commercial loans. The allowance as a percentage of total loans was 1.17 percent at June 30, 2018, as compared to 1.19 percent at December 31, 2017, and 1.21 percent at June 30, 2017.

Noninterest income for the first six months of 2018 increased \$1,236,000 or 22 percent (\$1,299,000 or 24 percent excluding gain on sales of securities) compared to the first six months of 2017. Contributing to the rise in noninterest income were trust and investment services fees, income from mutual fund, annuity and insurance sales, service charges on deposits, gain on sales of loans and other income. Offsetting some of the increases was a decline in gain on sales of securities.

Noninterest expenses for the first six months of 2018 were \$24,880,000 or 12 percent higher than the first six months of 2017. The increase was primarily attributable to higher personnel costs, furniture and equipment, marketing, debit card processing, charitable donations and external data processing costs. Offsetting some of the increases were declines in FDIC insurance fees and other expenses.

The provision for income taxes for the first six months of 2018 decreased \$736,000 or 22 percent as compared to the first six months of 2017 as a result of the new corporate tax rate of 21 percent enacted as part of the Tax Cuts and Jobs Act that became effective January 1, 2018.

On June 30, 2018, the Corporation's total assets were over \$1.78 billion, an increase of 4 percent since December 31, 2017. The increase was attributed to loan growth, primarily in commercial loans.

The Corporation's capital level remained sound as evidenced by regulatory capital ratios that exceed current regulatory requirements for well capitalized institutions. As of June 30, 2018, the Corporation's capital calculations and ratios reflect full compliance with the Basel III regulatory capital framework, which became effective on January 1, 2015.



The schedule below presents selected performance metrics for the first six months of both 2018 and 2017. Per share computations include the effect of stock dividends, including the 5 percent common stock dividend distributed in the fourth quarter of 2017.

	<b>Six months ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
Basic earnings per common share	\$1.14	\$0.80
Diluted earnings per common share	\$1.12	\$0.79
Cash dividend payout ratio	27.26%	32.04%
Return on average assets	1.18 %	0.87 %
Return on average equity	12.13%	8.94 %
Net interest margin (tax equivalent basis)	3.89 %	3.78 %
Net overhead ratio	2.11 %	2.05 %
Efficiency ratio	64.58%	63.67%
Average equity to average assets	9.73 %	9.73 %

A more detailed analysis of the factors and trends affecting the Corporation's earnings and financial position follows.

## **Income Statement Analysis**

### **Net Interest Income**

Net interest income for the six months ending June 30, 2018 was \$31,424,000, an increase of \$2,736,000 or 10 percent compared to net interest income of \$28,688,000 for the first six months of 2017. The increase was primarily attributable to higher loan interest income. The Corporation's net interest margin, computed as interest income (tax-equivalent basis) annualized as a percentage of average interest earning assets, was 3.89 percent for the first six months of 2018, representing an increase compared to the 3.78 percent net interest margin for the first six months of 2017.

Total interest income for the first six months of 2018 totaled \$38,427,000, an increase of \$4,627,000 or 14 percent above the amount of total interest income for the first six months of 2017. The change was primarily a result of a significant increase in loan income, partially offset by a decline in investment income.

Interest income on loans increased \$4,647,000 or 15 percent in the first six months of 2018 compared to the same period in 2017. The average balance of outstanding loans increased approximately \$116,664,000 or 9 percent in the

first six months of 2018 compared to the first six months of 2017, reflecting commercial loan growth over the past year.

Investment income for the first six months of 2018 decreased \$201,000 or 10 percent compared to the first six months of 2017. The tax-equivalent yield on investments for the first six months of 2018 was 2.53 percent or 5 basis points higher than the 2.48 percent experienced during the first six months of 2017, as the yields on maturing investments were generally higher than those on investments purchased in the current lower interest rate environment.

- 50 -

Total interest expense for the first six months of 2018 was \$7,003,000, an increase of \$1,891,000 or 37 percent as compared to total interest expense of \$5,112,000 for the first six months of 2017. The change in interest expense was primarily a result of an increase in the average volume and cost of deposits and long-term borrowings.

Interest expense on deposits increased \$1,947,000 or 52 percent in the first six months of 2018 compared to the same period in 2017. The increase was due to both an increase in the costs of and growth in deposits. The average balance of interest-bearing deposits for the first six months of 2018, primarily in lower cost core deposits, increased by \$80,460,000 or 7 percent compared to the average for the first six months of 2017. The average rate paid on interest-bearing deposits in the first six months of 2018 was 0.99 percent, an increase from the average rate of 0.70 percent paid on interest-bearing deposits during the first six months of 2017. Also, the Corporation experienced favorable growth in noninterest-bearing deposits, with the average volume for the first six months of 2018 increasing to \$242,265,000, as compared to \$206,554,000 for the first six months of 2017.

Interest expense on borrowings for the first six months of 2018 decreased \$56,000 or 4 percent compared to the first six months of 2017, due to a decrease in volume of short-term borrowings and long-term debt which was partially offset by a higher cost of long-term debt. Outstanding long-term debt, consisting primarily of Federal Home Loan Bank of Pittsburgh (FHLBP) advances, averaged \$127,824,000 for the first six months of 2018, compared to an average balance of approximately \$130,669,000 for the same period of 2017. The rate on average long-term debt for the first six months of 2018 was 2.00 percent, an increase as compared to the rate of 1.80 percent for the same period of 2017.

Table 5-Average Balances and Interest Rates (tax equivalent basis)

(dollars in thousands)	Six months ended June 30,			2017		
	Average Balance	Interest	Yield/Rate	Average Balance	Interest	Yield/Rate
<b>Assets</b>						
Interest bearing deposits with banks	\$44,027	\$376	1.72 %	\$40,109	\$195	0.98 %
Investment securities:						
Taxable	114,097	1,352	2.39	139,633	1,460	2.11
Tax-exempt	48,761	694	2.87	58,772	980	3.36
Total investment securities	162,858	2,046	2.53	198,405	2,440	2.48
<b>Loans:</b>						
Taxable (1)	1,414,192	35,899	5.12	1,296,586	31,243	4.86
Tax-exempt	17,059	305	3.61	18,001	383	4.29
Total loans	1,431,251	36,204	5.10	1,314,587	31,626	4.85
Total earning assets	1,638,136	38,626	4.75	1,553,101	34,261	4.45
Other assets (2)	79,770			80,854		
Total assets	\$1,717,906			\$1,633,955		
<b>Liabilities and Shareholders' Equity</b>						
<b>Deposits:</b>						
Interest bearing demand	\$620,983	\$2,445	0.79 %	\$569,392	\$1,234	0.44 %
Savings	88,408	44	0.10	85,686	42	0.10
Time	449,338	3,213	1.44	423,191	2,479	1.18
Total interest bearing deposits	1,158,729	5,702	0.99	1,078,269	3,755	0.70
Short-term borrowings	11,005	33	0.60	47,935	192	0.81
Long-term debt	127,824	1,268	2.00	130,669	1,165	1.80
Total interest bearing liabilities	1,297,558	7,003	1.09	1,256,873	5,112	0.82
Noninterest bearing deposits	242,265			206,554		
Other liabilities	10,993			11,586		
Shareholders' equity	167,090			158,942		
Total liabilities and shareholders' equity	\$1,717,906			\$1,633,955		
Net interest income (tax equivalent basis)		\$31,623			\$29,149	
Net interest margin (3)			3.89 %			3.78 %
Tax equivalent adjustment		(199 )			(461 )	
Net interest income		\$31,424			\$28,688	

(1) Average balance includes average nonaccrual loans of \$4,468,000 for 2018 and \$3,500,000 for 2017.

Interest includes net loan fees of \$1,687,000 for 2018 and \$1,378,000 for 2017.

- (2) Average balance includes average bank owned life insurance, foreclosed real estate and unrealized holding gains (losses) on investment securities.
- (3) Net interest income (tax equivalent basis) annualized as a percentage of average interest earning assets.

- 52 -

Table 6-Rate/Volume Analysis of Changes in Net Interest  
Income (tax equivalent basis)

(dollars in thousands)	Six months ended June 30, 2018 vs. 2017		
	Increase (decrease) due to change in*		
	Volume	Rate	Net
Interest Income			
Interest bearing deposits with banks	\$19	\$162	\$181
Investment securities:			
Taxable	(261 )	153	(108)
Tax-exempt	(167 )	(119 )	(286)
Loans:			