ANNUAL REPORT TO SHAREHOLDERS 2006


## THE MISSION STATEMENT OF

## SALISBURY BANK AND TRUST COMPANY

Salisbury Bank and Trust Company strives to be the leading community bank in the Tri-State Area. We are committed to providing professional financial services in a friendly and responsive manner. We are dedicated to being an active corporate citizen in the communities we serve. We will inspire our staff to grow personally and professionally. Our achievement of these goals will continue to assure customer satisfaction, profitability, and enhanced shareholder value.

SALISBURY BANCORP, INC.AND SALISBURY BANK AND TRUST COMPANY BOARD OF DIRECTORS

Louis E. Allyn II<br>President, Allyndale Corporation

John R.H. Blum
Attorney (retired), Presiding Director, Salisbury Bancorp, Inc. and Salisbury Bank and Trust Company

Louise F. Brown
Attorney, Partner, Ackerly Brown LLP

Richard J. Cantele, Jr.
President and Chief Operating Officer, Salisbury Bancorp, Inc. and Salisbury Bank and Trust Company

Robert S. Drucker
Proprietor, Bob's Clothing and Barrington Outfitters

Nancy F. Humphreys
Citigroup New York, Citibank, as Managing Director and Treasurer of Global Corporate Investment Bank North America (retired)

Holly J. Nelson
Tour Operator, Horses North LLC, member in Oblong Property Management, LLC

John F. Perotti
Chairman and Chief Executive Officer, Salisbury Bancorp, Inc. and Salisbury Bank and Trust Company

Michael A. Varet
Attorney, Partner, DLA Piper US LLP

SALISBURY BANK AND TRUST COMPANY ADVISORY BOARD
Mary Cooper, Edward O. Heacox, Mary T. Kirby, Eileen M. Mulligan,
Jean R. Perotti, Barclay Prindle, Richard Rennia, John P. Tuke

Wednesday, May 16, 2007 at 4:00 p.m.
The Interlaken Inn 74 Interlaken Road
Lakeville, Connecticut 06039

## PROFILE OF THE CORPORATION

Salisbury Bancorp, Inc. is an independent, publicly-owned banking and financial services company that became the bank holding company for Salisbury Bank and Trust Company on August 24, 1998. The Company's sole subsidiary is Salisbury Bank and Trust Company (Salisbury Bank and Trust), which is chartered as a state bank and trust company by the State of Connecticut. Salisbury Bank and Trust Company was formed in 1925 by the merger of the Salishury Savings Socicry, founded in 1848, and the Robbins Burrall Truss, founded in 1874.

A commercial bank with assets of $\$ 450,339,670$ at December 31, 2006, Salisbury Bank and 'Irust's broad range of services includes an extensive array of deposit services, multiple mortgage products, and various other types of loans designed
to meet the financial needs of its customers. The Bank also has a full-service Trust and Investment Services division which offers financial planning, trust and cstate administration, and investment management services. Salisbury Bank and Trust has six full-service banking offices located in Lakeville, Salisbury, Sharon, and Canaan, Connecticut, and South Egremont and Shefficld, Massachusctts, serving customers primarily from Litchfield County in Connecticut, Dutchess and Columbia Counties in New York, and Berkshire County in Massachusetts.

Salisbury Bancorp's shares are traded on the American Stock Exchange under the symbol "SAL."

For more information, call us at 860-435-9801 or visit

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Stiles Meadow on a summer evening. It is named for Francis Stiles, an early settler who built a home in 1772 on the western edge of the meadow, in the heart of Salisbury. Today the land is owned by the Salisbury Association.

EMPLOYEES OF THE QUARTER


James Silvernail


Erin Kinsella


Spring Bagnall


Betsy Devino

MESSAGETO SHAREHOLDERS

2006 was a rewarding ycar for your Company. I am pleased to report continuing progress in our core business initiatives during the ycar. Spccifically, one initiative focused on new business development strategies to increase commercial loan growth. At year end our commercial loan portfolio totaled nearly $\$ 90$ million. This is an increase of $\$ 13,435,000$ or $17.90 \%$. Overall ner loans totalcd $\$ 252,464,430$ at December 31, 2006 compared to $\$ 215,989,149$ at year end last year. Credit quality is constantly monitored to ensure that loan quality is not sacrificed for growth. As a result of these efforts, non-performing loans at ycar end totaled $\$ 963,902$, which represents only $0.38 \%$ of total loans outstanding.

During 2006, the Trust and Investment Services division teamed with Bradley, Foster and Sargent, Inc., a Hartford based independent investment advisory firm. Their overriding investment philosophy is preservation of wealth by actively managing investment objectives that are established by their clients. This relationship allows us to offer a broader scope of highly personalized professional investment services and complements our new business development efforts. It also produced an increase in the number of client accounts as well as assets under management during 2006. This has resulted in an increase in trust and investment services revenues to $\$ 1,980,500$, an increase of $\$ 409,189$ or $26.04 \%$.

Our commitment to ncw product development and delivery remains a very important piece of our core business initiatives as we continue our efforts to enhance customer convenience with products and services that meet their financial needs. During the year we introduced Online Business Banking, which provides cash management capabilities to our commercial customers. Escalating health insurance costs continue to challenge the business world today. In an effort to assist commercial customers in their ability to offer employee health insurance at a more reasonable cost, we now offer Health Savings Accounts, special tax-advantaged accounts designed to cover current and future medical expenscs, for those covered by High Deductible Hcalth Plans. This new account has become a very popular product in a short time.

Net income for the year totaled $\$ 4,253,618$ or $\$ 2.53$ per average share outstanding. This is a decrease of $\$ 307,723$ when compared to total income of $\$ 4,561,341$ or $\$ 2.71$ per average share outstanding for the year 2005. A flat yield curve in early 2006 followed by an inverted yicld curve during the sccond half of the year provided for a challenging carnings environment all year long. Income before taxes, excluding income from net gains on sales of available-for-sale securities and writedowns however, improved by $\$ 712,197$ or $15.95 \%$ in 2006 when compared to the corresponding period in 2005. Movement in the markets limited the number of opportunities to generate gains on sales of securities during the year. Dividends declared for the year totaled $\$ 1.04$ per common share
and represented an increase of $4 \%$ over the 2005 dividends of $\$ 1.00$ per common share. This marks the 24th consecutive year that the dividend has increased over the previous year. Historically, it's interesting to note that the Bank has paid a dividend every quarter since 1967.

As the banking market continues to consolidate, I see this as an opportunity to strengthen and grow our own market position which will enhance shareholder value. We announced in early October that the Bank had entered into a purchase and assumption
 agreement to acquire certain assets and
liabilities of a small branch of New York Community Bank in New York State. The necessary state and federal regulatory approvals have been received, and we have recently filed an application to open a retail branch in nearby Dover Plains, New York. This is part of an overall strategy to allow us to serve the long term best interest of all of our current and future customers in the tri-state area, by operating as an independent community bank committed to providing quality service.

The creativity, talent and determination of our management team as well as our loyal employees, lead me to feel very good about our future as an independent community bank. Our people arc committed to serving our customers, our communities, and each other and understand that establishing relationships built on trust is essential to creating value today and into the future.

I am sincerely grateful to the employees, officers, Advisory Board, and Board of Directors. You all continue to contribute at an extraordinary level, and are a major force in our success. Thank you for your support in 2006. Together we can continue to enhance shareholder value and fulfill our mission.

Cordially,

THELEADERSHIPTEAM
Pictured from left:
John F. Foley
Chief Financial Officer and Treasurer,
Salisbury Bancorp, Inc. and Salisbury Bank and Trust Company

John F. Perotti
Chairman and Chief Executive Officer, Salisbury Bancorp, Inc. and Salisbury Bank and Trust Company

Richard J. Cantele, Jr. President and Chief Operating Officer, Salisbury Bancorp, Inc. and Salisbury Bank and Trust Company
 all know and depend on each other. The relationships we form with neighbors and friends and with the natural wonders of our magnificent landscape itself are the very warp and weft of life here.

A strong local bank is the thread that helps build a community, and Salisbury Bank and Trust's role as a critical element in the continued vitality of the communities it serves is at the core of our mission. With all of the banking choices available today, everyone at Salisbury Bank and Trust is committed to establishing those personal connections with customers that make them want to do business here and nowhere else. That personal touch, coupled with a range of innovative financial products and services, is a powerful combination.

Salisbury Bank and Trust is where full-time and part-time residents look for a home mortgage, where business owners come for the financial services that can help them succeed, and where people of all ages turn for professional assistance in building financial security, now and for the future. The solid relationships that Salisbury Bank and Trust has established with our customers and the community are the keys to our continued growth and to building shareholder value.

People choose to bank at Salisbury Bank and Trust for many reasons and at many stages of life. Local children learn the importance of saving through Salisbury Bank and Trus's School Savings Program. Their parents need a bank that takes the time to get to know them as individuals and has solutions for the many financial issues that arise over the years, and their grandparents need a bank that can help make their retirement evcrything they want it to bc.

At Salisbury Bank and Trust the development of ncw banking products to serve the changing needs of both our retail and busincss customers is an ongoing process. Our expert management staff works to design individualized financial solutions for our customers.

The popularity of online banking continues to grow at our Bank. Every week more cusromers choose the convenience of paying bills, verifying account balances and transferring funds at whatever time suits their schedules, 24-hours a day. Salisbury Bank and Trust VISA customers also appreciatc bcing able to view their account histories and pay thcir bills online.

Business customers have a number of new products from which to choose, including sophisticated cash management solutions. Onlinc Business Banking offers business owners the option of designating which employees are authorized to vicw accounts and make cransfers and payments. Businesses can also sct up automatic payment for recurring expenses, such as a cleaning service or landscape maintenance. Automated Clearing House ( ACH ) services allow employers to handle payroll through electronic direct deposit into employees' accounts in any bank, even if a business has only a few workers. Our





business debit card can be issued in the name of any authorized employee, with set dollar or daily limits for each.

One particularly successful new product is our Health Savings Account (HSA), which enables individuals and busincsses to exert some control over the escalating cost of health insurance. Individuals and cmployers who opt for lower cost, high-deductible insurance plans can set money aside in an HSA to pay for future medical expenses and gain a tax advantage as well. All contributions to an HSA are tax deductible and interest earned and withdrawals made to pay for qualified health expenses are tax frec. While HSAs have proven very popular with the self-employed and others who pay for their own health coverage, it is employers who have embraced the concept of HSAs with real enthusiasm.

Whatever our customers have in mind, whether it's buying a home or starting or growing a business, Salisbury Bank and Trust's lending officers can offer sound advice and an extraordinary range of lending options to answer their nceds.

Salisbury Bank and Trust is one of the area's leaders in originating
Geoffrey A. Talcott
Senior Vice President and Chief Lending Officer residential mortgages through our SBT' Mortgage Division. Our experienced SBT Mortgage Makers have forged strong working relationships with leading realtors and attorneys in the tri-state region, equaled only by the close connections they form with their customers as they make it possible for them to purchase the home they want. With a wealth of mortgage options at their fingertips, our Mortgage Makers can custom design a mortgage to meet each customer's situation, whether they're buying a starter home, building a new home or have their eyc on a large estate.

Whether the Bank holds the morrgage for its own portfolio or sells it on the secondary market, the SBT Mortgage Makers walk the customer through the process from start to finish and beyond. It's the little things that the Mortgage Makers do, such as arranging an appointment for evenings or weekends and to getring customers an answer quickly, that sct them apart.

Our business lenders' unusual breadth of experience enables them to quickly assess and respond to a variety of situations. Their first order of business is to get to know their customers, to understand their busincss, and show them what Salisbury Bank and Trust can do to make their plans a reality. Out seasoncd business lending professionals have the flexibility to get the job donc and get it done fast.

It's a high touch busincss, and the one-to-one relationships that our commercial lenders form with their customers frequently continue over the course of years as the business evolves, even extending into the next




generation. We care what our customers think of us, and the fact that many of them consider Salisbury Bank and Trust a key player in their business success shows how highly thcy value their relationships with us.

In addition to commercial real estate mortgages, business lines of credit, and term and installment loans, Salisbury Bank and Trust offers business owners a wealth of other lending products, including construction mortgages, equipment leasing and check loan overdraft protection.

Relationships are the hallmark of SBT Trust and Investment Services. Our guiding principle is long-term growth achieved on an individual basis for every client in accordance with each client's goals, needs, and investment philosophy. It's a way of doing business that has proved to be good business, with SBT Trust and Investment Scrviccs having grown to more than $\$ 325$ million in assets under management.

Trust services are gencrational in nature, with grandparents or parents making arrangements to provide for the ongoing financial security of their dependents and heirs.

It is also inherently personal as our trust officers are duty bound to sec that the terms of the trust are carried out. Part of that is seeing to purcly financial concerns, but at SBT Irust and Investment Services an important part of our work is being a reliable friend. It can mean paying regular personal visits to clients at their homes or in long-term care facilities. It can mean helping to sort mail or seeing that home repairs are taken care of or simply being there to listen to any concern our client has. In our increasingly mobile society, with family members often thousands of miles away, it is often a trust officer who answers a call for assistance or reassurance. 'That's what sets SBT Trust and Investment Services apart from the rest.

During 2006, SBT Invcstment Services entered into a unique arrangement with a leading Hartford investment management firm, Bradlcy, Foster \& Sargent, Inc. (BFS), to offer our clients access to extraordinary investment experience and resources. Firms of BFS's caliber, with assets under management in excess of $\$ 1$ billion, typically concentrate on large institutional clients. Thcir focus, however, has always been personal investment management for individuals, familics, entrepreneurs, professionals, non-profics, and smaller institurions.

With a similar investment philosophy, our relationship with BFS is of incstimable benefit to our smaller clients as well as those with large portfolios. While BFS typically works exclusively with clients having a minimum of $\$ 1$ million to invest, Salisbury Bank and Trust clients with a minimum of $\$ 200,000$ can have the same access to the skill, experience and research capabilities thar has made BFS a leader in irs field.






SELECTED FINANCIAL DATA
SELECTED CONSOLIDATED FINANCIAL AND OTHER DATA OF THE COMPANY
At or For the Years Ended December 31
$\underline{2006} \frac{2005}{\text { (dollars in thousands except per share data) }}-\frac{2004}{2002}$

Statement of Condition Data:

Loans, Net
Allowance For Loan Losses
Investments
Total Assets
Deposits
Borrowings
Shareholders' Equity
Nonperforming Assets

Statement of Income Data:
Interest and Fees on Loans
Interest and Dividends on Securities
and Other Interest Incom
Interest Expense
Net Interest and Dividend Income
(Benefit) Provision for Loan Losses
Trust Department Income
Other Income
Net Gain on Sales of Securities
Other Expenses
Pre Tax Income
Income Taxes

Net Income

Per Share Data:
Earnings per common share
Earnings per common share, assuming dilution
Cash Dividends Declared per share
Book Value (at year end)
Selected Statistical Data:
Return on Average Assets
Return on Average Shareholders' Equity
Dividend Payout Ratio
Average Shareholders' Equity to Average Assets
Net Intercst Spread
Net Interest Margin
$\mathbf{\$ 2 5 2 , 4 6 4}$
2,474
161,231
450,340
$\mathbf{3 1 3 , 5 8 6}$
$\mathbf{8 7 , 0 9 3}$
44,349
$\mathbf{9 6 3}$
\$15,687
$\begin{array}{r}8,043 \\ 10,459 \\ \hline 13,271 \\ (87) \\ 1,981 \\ 2,085 \\ 517 \\ 12,245 \\ \hline \\ \hline 5,696 \\ 1,442 \\ \hline\end{array}$
$\$ 215,989$
2,626
151,168
402,922
287,271
71,016
41,442
773
$\$ 201,978$
2,512
184,286
423,101
298,842
79,213
40,700
2,267

| $\$ 139,563$ | $\$ 135,632$ |
| ---: | ---: |
| 1,664 | 1,458 |
| 147,021 | 138,435 |
| 311,100 | 293,107 |
| 218,457 | 211,037 |
| 60,897 | 51,891 |
| 28,850 | 27,345 |
| 685 | 1,400 |


| $\$ 13,320$ | $\$ 9,592$ | $\$ 9,226$ |  | $\$ 9,677$ |
| ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| 7,496 | 6,959 | 6,423 |  | 6,481 |
| 7,352 | 5,659 |  | 5,613 |  |
| 13,464 | 10,892 |  | 10,036 |  |
| 210 | 250 | 313 | 9,260 |  |
| 1,571 | 1,411 | 1,252 |  | 1,100 |
| 2,084 | 1,854 | 1,674 | 1,388 |  |
| 1,210 | 1,490 | 1,058 | 634 |  |
| 12,444 | 10,603 |  | 8,599 | 7,775 |
|  |  |  |  |  |
| 5,675 | 4,794 | 5,108 | 4,307 |  |
| 1,114 | -775 | 1,268 | $-1,108$ |  |
|  |  |  |  |  |

$=\$ 4,561$

$$
=
$$

$\$ 4,019=$

$\square$
$\$ 3,840$ $\qquad$

| $\mathbf{\$ 2 . 5 3}$ | $\$ 2.71$ | $\$ 2.67$ | $\$ 2.70$ | $\$ 2.25$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{\$ 2 . 5 3}$ | $\$ 2.71$ | $\$ 2.67$ | $\$ 2.70$ | $\$ 2.25$ |
| $\mathbf{\$ 1 . 0 4}$ | $\$ 1.00$ | $\$ 0.96$ | $\$ 0.92$ | $\$ 0.88$ |
| $\mathbf{\$ 2 6 . 3 3}$ | $\$ 24.61$ | $\$ 24.19$ | $\$ 20.26$ | $\$ 19.21$ |


| $\mathbf{1 . 0 2} \%$ | $1.12 \%$ | $1.14 \%$ | $1.24 \%$ | $1.13 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{9 . 8 3} \%$ | $10.81 \%$ | $12.34 \%$ | $13.47 \%$ | $12.63 \%$ |
| $\mathbf{4 1 . 1 1 \%}$ | $36.90 \%$ | $35.96 \%$ | $34.07 \%$ | $39.11 \%$ |
| $\mathbf{1 0 . 3 7 \%}$ | $10.38 \%$ | $9.20 \%$ | $9.21 \%$ | $8.92 \%$ |
| $\mathbf{2 . 9 3} \%$ | $3.35 \%$ | $3.22 \%$ | $3.37 \%$ | $3.21 \%$ |
| $\mathbf{3 . 6 7} \%$ | $3.89 \%$ | $3.63 \%$ | $3.80 \%$ | $3.80 \%$ |

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION

Salisbury Bancorp, Inc. and Subsidiary

The following provides Management's comments on the financial condition and results of operations of Salisbury Bancorp, Inc. (the "Company"), a Connecticut corporation, which is the holding company for Salisbury Bank and Trust Company, (the "Bank"). The Company's sole subsidiary is the Bank, which has six (6) full service offices located in the towns of North Canaan, Lakeville, Salisbury and Sharon, Connecticut and South Egremont and Sheffield, Massachusetts, and a Trust and Investment Services Division located in Lakeville, Connecticut. The Company and the Bank were formed in 1998 and 1848, respectively. In order to provide a foundation for building shareholder value and servicing customers, the Company remains committed to investing in the technological and human resources necessary to developing new personalized financial products and services in order to better serve both current and future customers in the tri-state area. On October 3, 2006, the Bank announced that it had entered into a purchase and assumption agreement to acquire certain assets and liabilities of a small branch of New York Community Bank in Mount Vernon, New York. The acquisition received state and federal regulatory approvals and makes it possible for the Company and the Bank to establish additional offices in New York State subject to regulatory approvals. The following discussion should be read in conjunction with the Company's consolidated financial statements and the notes to the consolidated financial statements that are presented as part of this Annual Report.

## RESULTS OF OPERATION

Comparison of the Years Ended December 31, 2006 and 2005

## Overview

The reported carnings for the Company totaled $\$ 4,254,000$ in 2006 , a decrease of $\$ 307,000$ or $6.73 \%$ over year 2005 earnings of $\$ 4,561,000$. Earnings per average share outstanding totalcd $\$ 2.53$ in 2006 . This compares to carnings per average share outstanding of $\$ 2.71$ in 2005 and $\$ 2.67$ in 2004 . The decrease in earnings per share is primarily attributable to an increase in interest expense due to a higher level of deposits and to a decrease in noninterest income; specifically, reduced income from gains in securities transactions when comparing the two periods. The Company's gains on sale of available-for-sale securities amounted to $\$ 517,000$ in 2006 compared to $\$ 1,210,000$ for the year 2005. Total noninterest expense for the period ending December 31, 2006 totaled $\$ 12,245,000$. This is a decrease of $\$ 199,000$ or $1.60 \%$ when comparing the corresponding period in 2005 . This decrease is primarily the result of management's continuing efforts to control operating expenses.

The Company's assets at December 31, 2006 totaled $\$ 450,340,000$ compared to total assets of $\$ 402,922,000$ at December 31, 2005. New business development efforts have resulted in the growth of net loans outstanding which totaled $\$ 252,464,000$ at December 31, 2006. This compares to net loans outstanding of $\$ 215,989,000$ at December 31,2005 and represents an increase of $\$ 36,475,000$ or $16.89 \%$. This growth was funded by an increase in deposits as well as an increase in advances from the Federal Home Loan Bank of Boston. Deposits at December 31, 2006 totaled $\$ 313,586,000$ and compared to total deposits of $\$ 287,271,000$ at December 31, 2005. Approximately $\$ 19.5$ million of this growth is the result of the Bank's decision to begin using brokered deposits as part of a growth stratcgy. The remaining growth is primarily the result of the Company's new business development plan. Advances from the Federal Home Loan Bank totaled $\$ 87,093,000$ at December 31, 2006 which compared to advances totaling $\$ 71,016,000$ at December 31, 2005. The Bank continues to monitor the quality of the loan portfolio to ensure that loan quality will not be sacrificed for growth or otherwise compromise the Company's objectives. Nonperforming loans totaled $\$ 963,000$ at December 31, 2006 as compared to nonperforming loans totaling $\$ 773,000$ at December 31,2005 . This represents an increase of $\$ 190,000$ or $24.58 \%$, but is not considered to be indicative of any trend as the level of non-performing loans remains less than one-half of one percent ( $1 \%$ ) of total loans.

The Company is "well capitalized". The Company's risk-based capital ratios at December 31, 2006, which includes the risk-weighted assets and capital of the Bank, were $14.28 \%$ for Tier 1 capital and $15.28 \%$ for total capital. The Company's leverage ratio was $8.43 \%$ at December 31, 2006. This compares to a Tier 1 capital ratio at December 31,2005 of $14.58 \%$, a total capital ratio of $15.76 \%$ and a Company leverage ratio of $8.27 \%$. As a result of the Company's financial performance, the Board of Directors increased total dividends declared on the Company's common stock to $\$ 1.04$ per share in 2006 . This compares to a $\$ 1.00$ per share dividend declared in 2005 and a $\$ .96$ per share dividend that was declared in 2004.

## Critical Accounting Estimates

In preparing the Company's financial statements, management selects and applies numerous accounting policies. In applying these policies, management must make estimates and assumptions. The accounting policy that is most susceptible to critical estimates and assumptions is the allowance for loan losses. The determination of an appropriate provision is based on a determination of the probable amount of credit losses in the loan portfolio. Many factors influence the amount of future loan losses, relating to both the specific characteristics of the loan portfolio and general cconomic conditions nationally and locally. While management carcfully considers these factors in determining the amount of the allowance for loan losses, future adjustments may be necessary due to changed conditions, which could have an adverse impact on reported carnings in the future. (See "Provisions and Nllowance for Loan Losses".)

## Net Interest and Dividend Income

The Company earns income from two basic sources. The primary source is through the management of its financial assets and liabilities and involves functioning as a financial intermediary. The Company accepts funds from depositors and borrows funds and cither lends the funds to borrowers or invests those funds in various types of securities. The second source is fce income, which is discussed in the noninterest income section of this analysis.

Net interest income is the difference between the interest and fees earned on loans, interest and dividends carned on securities (the Company's earning assets) and the interest cxpense paid on deposits and borrowed funds, primarily in the form of advances from the Federal Home Loan Bank. The amount by which interest income will cxceed interest expense depends on two factors: (1) the volume or balance of earning asscts compared to the volume or balance of interest-bearing deposits and borrowed funds and (2) the interest ratc carned on those interest-earning assets compared with the interest rate paid on those interest-bearing deposits and borrowed funds. For this discussion, net intercst income is presented on a fully taxable-equivalent ("FTE") basis. FTE interest income restates reported interest income on tax exempt loans and securities as if such interest were taxed at the applicable Statc and Federal income tax ratcs for all periods presented.

| (dollars in thousands) | December 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2004 |
| Interest and Dividend Income (financial statements) | \$23,730 | \$20,816 | \$16,551 |
| Tax Equivalent Adjustment | 1,072 | 1,200 | 1,182 |
| Total Interest and Dividend |  |  |  |
| Income (on an FTE basis) | 24,802 | 22,016 | 17,733 |
| Interest Expense | (10,459) | $(7,352)$ | $(5,659)$ |
| Nct Interest and Dividend Income-FTE | \$14,343 | \$14,664 | \$12,074 |

The Company's 2006 total interest and dividend income on an FTE basis for the period ended December 31, 2006 increased $\$ 2,786,000$ or $12.65 \%$ when compared to the same period in 2005 . The increase is primarily attributable to an increase in earning assets as well an economic cnvironment experiencing an increase in interest rates.

Interest expense on dcposits in 2006 increased $\$ 2,715,000$ or $65.09 \%$ to $\$ 6,886,000$ compared to $\$ 4,171,000$ for the corresponding period in 2005 and $\$ 2,739,000$ in 2004 . The increase is primarily attributable to an increase in deposits as well as an intcrest rate environment that was on the rise for most of the year as a result of Federal Reserve actions. Interest expense for Federal Home Loan Bank advances increased $\$ 392,000$ to $\$ 3,573,000$ in 2006 compared to $\$ 3,181,000$ in 2005 and $\$ 2,920,000$ in 2004 . The increase was primarily the result of an increase in advances during the ycar. Competition remains aggressive and interest margins continue to be pressured. As a result, net interest and dividend income on an FTE basis decreased $\$ 321,000$ or $2.19 \%$ over 2005 and totaled $\$ 14,343,000$ for the year ended December 31, 2006 and compared to net interest and dividend income on an FTE basis of $\$ 14,664,000$ for the year ended Dccember 31,2005 and $\$ 12,074,000$ for the year ended 2004.

Net interest margin is net interest and dividend income expressed as a percentage of average earning assets. It is used to measure the difference between the average rate of interest and dividends earned on assets and the average rate of interest that must be paid to support those assets. To maintain its net interest margin, the Company must manage the relationship between interest earned and paid. The Company's 2006 net interest margin on an FTE basis was $3.67 \%$. This compares to a net interest margin of $3.89 \%$ for 2005 . The following table reflects average balances, interest carned or paid and rates for the three years ended December 31, 2006, 2005 and 2004. The average loan balances include both non-accrual and restructured loans. Interest earned on loans also includes fees on loans such as late charges that are not deemed to be material. Interest earned on tax exempt sccuritics in the table is presented on a fully taxable-cquivalent basis ("FTE"). A federal tax rate of $34 \%$ was used in performing these calculations. Actual tax excmpt income earned in 2006 was $\$ 2,080,000$ with a yield of $4.41 \%$. Actual tax exempt income in 2005 totalcd $\$ 2,329,000$ with a yield of $4.44 \%$ and in 2004 actual tax exempt income was $\$ 2,294,000$ with a yicld of $4.68 \%$.

YIELD ANALYSIS
Average Balances, Interest Earned/Paid and Rates

| (dollars in thousands) | Years Ended December 31 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  |  | 2005 |  |  | 2004 |  |  |
|  | INTEREST |  |  | INTEREST |  |  | INTEREST |  |  |
|  | AVERAGE | EARNED/ | YIELD | AVERAGE | EARNED/ | YIELD | AVERAGE | EARNED/ | YIELD |
|  | BALANCE | PAID | RATE | BALANCE | PAID | RATE | BALANCE | PAID | RATE |

ASSETS
Interest-Earning Assets:

| Loans | \$229,704 | \$15,687 | 6.83\% | \$208,786 | \$13,320 | 6.38\% | \$160,382 | \$9,592 | 5.98\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Taxable Securities | \$111,635 | \$5,883 | 5.27\% | \$112,746 | \$5,097 | 4.52\% | \$117,535 | \$4,613 | 3.92\% |
| Tax-Exempt Securitics* | \$47,215 | \$3,152 | 6.68\% | \$52,435 | \$3,529 | 6.73\% | \$49,017 | \$3,475 | 7.09\% |
| Federal Funds | \$1,154 | \$56 | 4.85\% | \$1,840 | \$48 | 2.61\% | \$3,455 | \$39 | 1.13\% |
| Other Intcrest-Earning | \$703 | \$24 | 3.41\% | \$1,096 | \$22 | 2.01\% | \$1,809 | \$14 | 0.77\% |
| Total Intercst-Earning Asscts | \$390,411 | \$24,802 | 6.35\% | \$376,903 | \$22,016 | 5.84\% | \$332,198 | \$17,733 | 5.34\% |
| Allowance for Loan Losses | $(\$ 2,603)$ |  |  | (\$2,652) |  |  | (\$1,952) |  |  |
| Cash \& Duc From Banks | \$6,949 |  |  | \$8,189 |  |  | \$7,987 |  |  |
| Premises, Equipment | \$6,388 |  |  | \$6,432 |  |  | \$3,865 |  |  |
| Net unrealized loss on AFS Securitics Other Assets | $\begin{array}{r} \mathbf{\$ 4 , 1 0 6}) \\ \$ 20,348 \\ \hline \end{array}$ |  |  | $\begin{array}{r} (\$ 2,127) \\ \$ 19,707 \end{array}$ |  |  | $\begin{array}{r} (\$ 412) \\ \$ 12,330 \\ \hline \end{array}$ |  |  |
| Total Average Assets | \$417,387 |  |  | \$406,452 |  |  | \$354,016 |  |  |

LIABILITIES AND
SHAREIIOLDERS'
EQUITY
Interest-Bearing Liabilitics:
NOW/Moncy Market

| Deposits | \$79,356 | \$1,812 | 2.28\% | \$81,602 | \$1,229 | 1.51\% | \$62,681 | \$382 | 0.61\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings Deposits | \$48,882 | \$640 | 1.31\% | \$59,466 | \$456 | 0.77\% | \$54,596 | \$373 | 0.68\% |
| Time Deposits | \$106,395 | \$4,434 | 4.17\% | \$86,794 | \$2,486 | 2.86\% | \$75,241 | \$1,984 | 2.64\% |
| Borrowed Funds | \$71,471 | \$3,573 | 5.00\% | \$67,793 | \$3,181 | 4.69\% | \$74,954 | \$2,920 | 3.90\% |
| Total Interest-Bcaring Liabilitics | \$306,104 | \$10,459 | 3.42\% | \$295,655 | \$7,352 | 2.49\% | \$267,472 | \$5,659 | 2.12\% |
| Demand Deposits | \$65,151 |  |  | \$65,591 |  |  | \$51,649 |  |  |
| Other Liabilitics | \$2,842 |  |  | \$3,008 |  |  | \$2,329 |  |  |
| Shareholders' Equity | \$43,290 |  |  | \$42,198 |  |  | \$32,566 |  |  |
| Total Liabilitics and Shareholders' Equity | \$417,387 |  |  | \$406,452 |  |  | \$354,016 |  |  |
| Net Interest Income |  | \$14,343 |  |  | \$14,664 |  |  | \$12,074 |  |
| Net Interest Spread |  |  | 2.93\% |  |  | 3.35\% |  |  | 3.22\% |
| Nct Interest Margin |  |  | 3.67\% |  |  | 3.89\% |  |  | 3.63\% |

[^0]Volume and Rate Variance Analysis of Net Interest and Dividend Income
(Taxable equivalent basis)

| (dollars in thousands) | 2006 over 2005 |  |  |  |  | 2005 over 2004 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | lume |  | Rate | Total | Volume | Rate | Total |
| Increase (decrease) in: |  |  |  |  |  |  |  |  |
| Interest and dividend income on: Loans | \$ | 1,335 |  | \$ 1,032 | \$ 2,367 | \$ 2,895 | \$ 833 | \$ 3,728 |
| Taxable investment securities |  | (50) |  | 836 | 786 | (188) | 672 | 484 |
| Tax-exempt investment securities |  | (351) |  | (26) | (377) | 242 | (188) | 54 |
| Other interest carning |  | (26) |  | 36 | 10 | (23) | 40 | 17 |
| Total interest and dividend income | \$ | 908 |  | \$ $\mathbf{1 , 8 7 8}$ | \$2,786 | \$2,926 | \$1,357 | \$4,283 |
| Intercst expense on: |  |  |  |  |  |  |  |  |
| NOW/Money Market deposits | \$ |  |  | \$ 617 | \$ 583 | \$ 115 | \$ 732 | \$ 847 |
| Savings deposits |  | (81) |  | 265 | 184 | 33 | 50 | 83 |
| Time deposits |  | 561 |  | 1,387 | 1,948 | 305 | 197 | 502 |
| Borrowed funds |  | 172 |  | 220 | 392 | (279) | 540 | 261 |
| Total interest expense | \$ |  |  | \$ 2,489 | \$ 3,107 | \$ 174 | \$1,519 | \$1,693 |
| Net interest and dividend income | S |  |  | \$ (611) | \$.321) | \$2.752 | \$(162) | \$2,590 |

## Noninterest Income

Nonintercst income totaled $\$ 4,583,000$ for the year ended December 31,2006 and compared to $\$ 4,865,000$ for the year ended December 31, 2005. This is a decrease of $\$ 282,000$ or $5.80 \%$. Gains on salcs of available-for-sale securities decreased $\$ 693,000$ or $57.27 \%$. This decrease is primarily the result of movement in market rates during the year. The yield curve remained flat and at times was inverted during the yoar which limited opportunities to generate gains on sales of available-for-sale securities. Trust and investment services income increased $\$ 410,000$ to $\$ 1,981,000$ primarily as a result of the efforts of new business development. Service charges on deposit accounts totaled $\$ 707,000$ for 2006 . This is an increase of $\$ 65,000$ or $10.12 \%$ when compared to total service charges of $\$ 642,000$ in 2005. The increase can be attributed to an increase in the number of deposit accounts. Mortgage refinancing remained active during 2006 . Competition in the secondary mortgage market continues to be very aggressive. Other income has remained relatively consistent when comparing the year 2006 to 2005. This catcgory of income primarily consists of fees associated with transaction accounts and in addition, fees related to the origination and scrvicing of mortgage loans as well as gains reflecting the sale of mortgage loans.

## Noninterest Expense

Overall, noninterest expense decreased $1.60 \%$ for the year ended December 31, 2006 as compared to the corresponding period in 2005 . Professional fees however, increased $\$ 248,000$ or $80.78 \%$. The Company's trust and investment services division teamed with Bradley Foster and Sargent, Inc, an independent investment advisory firm which assists in providing a broader scope of highly personalized professional investment services to elients. In addition, there were several projects that required the services of consultants during the year that influenced the increase in professional fees. Other increases in noninterest expenses are attributable to normal volumes of business. The decreases in the noninterest expenses listod in the table below are all primarily attributable to management's continuing efforts to control operating expenses.

The components of noninterest expense and the changes in the period were as follows (amounts in thousands):

|  | 2006 | 2005 | \$ Change | \% Change |
| :--- | ---: | :---: | :---: | :---: |
| Salaries and employee benefits | $\$ 7,151$ | $\$ 7,355$ | $\$(204)$ | $(2.77) \%$ |
| Occupancy expense | 752 | 728 | 24 | 3.30 |
| Equipment expense | 787 | 777 | 10 | 1.29 |
| Data processing | 1,134 | 1,014 | 120 | 11.83 |
| Insurance | 154 | 148 | 6 | 4.05 |
| Printing and stationery | 240 | 278 | $(38)$ | $(13.67)$ |
| Professional fees | 555 | 307 | 248 | 80.78 |
| Legal expense | 151 | 264 | $(113)$ | $(42.80)$ |
| Amortization of core deposit intangible | 164 | 164 | 0 | .00 |
| Other expense | 1,157 | 1,409 | $(252)$ | $(17.89)$ |
| $\quad$ Total noninterest expense | $\$ 12,245$ | $\$ 12,444$ | $\$(199)$ | $(1.60)$ |

## Income Taxes

In 2006, the Company's income tax provision totaled $\$ 1,442,000$ that reflects an effective tax rate of $25.32 \%$. This compares to an income tax provision of $\$ 1,114,000$ and an effective tax rate of $19.63 \%$ for the same period in 2005. This increase is primarily attributable to an increase in taxable income.

## Net Income

Overall, net income totaled $\$ 4,254,000$ for the year ended December 31, 2006. This compares to net income of $\$ 4,561,000$ for the year ended December 31,2005 . This is a decrease of $\$ 307,000$ or $6.73 \%$ and represents earnings per average share outstanding of $\$ 2.53$. Earnings per average share outstanding for the year ended December 31, 2005 was $\$ 2.71$.

## RESULTS OF OPERATION

Comparison of the Years Ended December 31, 2005 and 2004

## Oyerview

The earnings for the Company were $\$ 4,561,000$ in 2005 , an increase of $\$ 542,000$ or $13.49 \%$ over year 2004 earnings of $\$ 4,019,000$. Earnings per average share outstanding were $\$ 2.71$ in 2005 . This compared to earnings per average share outstanding of $\$ 2.67$ in 2004 and $\$ 2.70$ in 2003. The increase in earnings per share was primarily the result of the increased base of earnings assets following consummation of the Company's acquisition of Canaan National Bancorp, Inc. on September 10, 2004.

The Company's assets at December 31, 2005 were $\$ 402,922,000$ compared to total assets of $\$ 423,101,000$ at December 31, 2004. The decrease was primarily attributable to a reduction in the securities portfolio. During the year 2005, net loans outstanding increased $\$ 14,011,000$ or $6.94 \%$ and total $\$ 215,989,000$. This compared to net loans outstanding of $\$ 201,978,000$ at December 31, 2004. The Bank monitored the quality of the loan portfolio to ensure that loan quality was not sacrificed for growth or otherwise compromised the Company's objectives. Nonperforming loans were $\$ 773,000$ at December 31,2005 as compared to nonperforming loans of $\$ 2,267,000$ at December 31, 2004. This was a decrease of $\$ 1,494,000$ or $65.90 \%$. Deposits at December 31, 2005 were $\$ 287,271,000$ compared to total deposits of $\$ 298,842,000$ at December 31, 2004, representing a decrease of $\$ 11,571,000$.

The Bank was "well capitalized". The Company's risk-based capital ratios at December 31, 2005, which included the risk-weighted assets and capital of the Salisbury Bank and Trust Company, were $14.58 \%$ for Tier 1 capital and $15.76 \%$ for total capital. The Company's leverage ratio was $8.27 \%$ at December 31, 2005. This compared to a Tier 1 capital ratio at December 31,2004 of $11.12 \%$, a total capital ratio of $12.13 \%$ and a Company leverage ratio of $7.22 \%$. As a result of the Company's financial performance, the Board of Directors increased total dividends declared on the Company's common stock to $\$ 1.00$ per share in 2005 . This compared to a $\$ .96$ per share dividend declared in 2004 and a $\$ .92$ per share dividend that was declared in 2003.

## Net Interest and Dividend lincome

For this discussion, net interest income is presented on a fully taxable-cquivalent ("FTE") basis. FTE interest income restates reported intercst income on tax exempt loans and securities as if such interest were taxed at the applicable State and Federal income tax rates for all periods presented.

| (dollars in thousands) | December 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2005 | 2004 | 2003 |
| Interest and Dividend Income (financial statements) | \$20,816 | \$16,551 | \$15,650 |
| Tax Equivalent Adjustment | 1,200 | $\underline{1,182}$ | $\underline{1,075}$ |
| Total Interest and Dividend |  |  |  |
| Income (on an FTE basis) | 22,016 | 17,733 | 16,725 |
| Intercst Expense | $(7,352)$ | $(5,659)$ | $(5,613)$ |
| Net Interest and Dividend Income-FTE | \$14,664 | \$12,074 | \$11,112 |

The Company's 2005 total interest and dividend income on an FTE basis of $\$ 22,016,000$ was $\$ 4,283,000$ or $24.15 \%$ more than the total interest and dividend on an FTE basis of $\$ 17,733,000$ in 2004. The increase was primarily attributable to an increase in carning assets as well an economic environment experiencing a slow increase in interest rates.

Interest expense on deposits in 2005 increased $\$ 1,432,000$ or $52.28 \%$ to $\$ 4,171,000$ compared to $\$ 2,739,000$ for the corresponding period in 2004 and $\$ 2,866,000$ in 2003. Interest expense for Federal Home Loan Bank advances increased $\$ 261,000$ to $\$ 3,181,000$ in 2005 compared to $\$ 2,920,000$ in 2004 and $\$ 2,747,000$ in 2003. The increase was primarily the result of an increase in advances during the year. Although competition remained aggressive and interest margins continucd to be pressured, net interest and dividend income on an FTE basis increased $\$ 2,590,000$ or $21.45 \%$ over 2004 and totaled $\$ 14,664,000$ at December 31,2005 compared to net interest and dividend income on an FTH: basis of $\$ 12,074,000$ at December 31, 2004 and $\$ 11,112,000$ in 2003.

The Company's 2005 net interest margin on an FTE basis was $3.89 \%$. This compared to a net interest margin of $3.63 \%$ for 2004 . Actual tax exempt income in 2005 was $\$ 2,329,000$ with a yield of $4.44 \%$. Actual tax exempt income in 2004 totaled $\$ 2,294,000$ with a yield of $4.68 \%$ and in 2003 actual tax exempt income was $\$ 2,086,000$ with a yield of $4.78 \%$.

YIELD ANALYSIS
Average Balances, Interest Earned/Paid and Rates

| (dollars in thousands) | Ycars Ended December 31 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  |  | 2004 |  |  | 2003 |  |  |
|  | AVERAGE BAI ANCE | INTEREST EARNED/ PAID | YIELD <br> RATE | AVERAGE BALANCE | INTEREST EARNED/ PAID | $\begin{aligned} & \text { YIELD } \\ & \text { RATE } \end{aligned}$ | AVERAGE <br> BALANCE | INTEREST EARNED/ PAID | YIELD <br> RATE |
| ASSETS |  |  |  |  |  |  |  |  |  |
| Interest-Earning Assels: |  |  |  |  |  |  |  |  |  |
| Loans | \$208,786 | \$13,320 | 6.38\% | \$160,382 | \$9,592 | 5.98\% | \$142,752 | \$9,226 | 6.46\% |
| Taxable Securities | \$112,746 | \$5,097 | 4.52\% | \$117,535 | \$4,613 | 3.92\% | \$101,931 | \$4,299 | 4.22\% |
| Tax-Exempt Securities* | \$52,435 | \$3,529 | 6.73\% | \$49,017 | \$3,475 | 7.09\% | \$43,603 | \$3,161 | 7.25\% |
| Federal Funds | \$1,840 | \$48 | 2.61\% | \$3,455 | \$39 | 1.13\% | \$3,125 | \$29 | 0.93\% |
|  |  |  |  |  |  |  |  |  |  |
| Total Interest-Earning Assets | \$376,903 | \$22,016 | 5.84\% | \$332,198 | \$17,733 | 5.34\% | \$292,770 | \$16,725 | 5.71\% |
| Allowance for Loan |  |  |  |  |  |  |  |  |  |
| Losses | (\$2,652) |  |  | $(\$ 1,952)$ |  |  | (\$1,468) |  |  |
| Cash \& Due From |  |  |  |  |  |  |  |  |  |
| Banks | \$8,189 |  |  | \$7,987 |  |  | \$6,425 |  |  |
| Premises, Equipment | \$6,432 |  |  | \$3,865 |  |  | \$3,000 |  |  |
| Net unrealized (loss)gain on AFS Securitics | $(\$ 2,127)$ |  |  | (\$412) |  |  | \$2,316 |  |  |
| Other Assets | \$19,707 |  |  | \$12,330 |  |  | \$6,403 |  |  |
| Total Average Assets | \$406,452 |  |  | \$354,016 |  |  | \$309,446 |  |  |

LIABILITIES AND
SHAREHOLDERS'
EQUITY
Interest-Bearing Liabilities:
NOW/Moncy Market

| Deposits | \$81,602 | \$1,229 | 1.51\% | \$62,681 | \$382 | 0.61\% | \$59,521 | \$363 | 0.61\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings Deposits | \$59,466 | \$456 | 0.77\% | \$54,596 | \$373 | 0.68\% | \$45,975 | \$450 | 0.98\% |
| Time Deposits | \$86,794 | \$2,486 | 2.86\% | \$75,241 | \$1,984 | 2.64\% | \$68,898 | \$2,054 | 2.98\% |
| Borrowed Funds | \$67,793 | \$3,181 | 4.69\% | \$74,954 | \$2,920 | 3.90\% | \$65,282 | \$2,746 | 4.21\% |
| Total Interest-Bearing Liabilities | \$295,655 | \$7,352 | 2.49\% | \$267,472 | \$5,659 | 2.12\% | \$239,676 | \$5,613 | 2.34\% |
| Demand Deposits | \$65,591 |  |  | \$51,649 |  |  | \$38,998 |  |  |
| Other Liabilities | \$3,008 |  |  | \$2,329 |  |  | \$2,130 |  |  |
| Shateholdcrs' Equity | \$42,198 |  |  | \$32,566 |  |  | \$28,642 |  |  |
| Total Liabilities and Sharcholders' Equity | \$406,452 |  |  | \$354,016 |  |  | \$309,446 |  |  |
| Net Interest Income |  | \$14,664 |  |  | \$12,074 |  |  | \$11,112 |  |
| Net Intcrest Spread |  |  | 3.35\% |  |  | 3.22\% |  |  | 3.37\% |
| Net Interest Margin |  |  | 3.89\% |  |  | 3.63\% |  |  | 3.80\% |

[^1]Volume and Rate Variance Analysis of Net Interest and Dividend Income
(Taxable equivalent basis)

| (dollars in thousands) | 2005 over 2004 |  |  | 2004 aver 2003 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total | Volume | Rate | Total |
| Increase (decrease) in: |  |  |  |  |  |  |
| Interest and dividend income on: Loans | \$ 2,895 | \$ 833 | \$ 3,728 | \$ 1,139 | \$ (773) | \$ 366 |
| Taxable investment securities | (188) | 672 | 484 | 658 | (344) | 314 |
| Tax-cxempt investment securities | 242 | (188) | 54 | 393 | (79) | 314 |
| Other interest earning | (23) | 40 | 17 | 6 | 8 | 14 |
| Total interest and dividend income | \$ 2,926 | \$ 1,357 | \$ 4,283 | \$2,196 | \$(1,188) | \$ 1,008 |
| Interest expense on: |  |  |  |  |  |  |
| NOW/Money Market deposits | \$ 115 | \$ 732 | \$ 847 | \$ 19 | \$ 0 | \$ 19 |
| Savings deposits | 33 | 50 | 83 | 84 | (161) | (77) |
| Time dcposits | 305 | 197 | 502 | 189 | (259) | (70) |
| Borrowed funds | (279) | 540 | 261 | 407 | (233) | 174 |
| Total interest cxpense | \$ 174 | \$ 1,519 | \$ 1,693 | \$ 699 | \$(653) | \$ 46 |
| Net interest and dividend income | \$ 2,752 | S (162) | \$ 2,590 | \$1,497 | \$ (535) | \$ 962 |

## Noninterest Income

Noninterest income increased $\$ 110,000$ or $2.31 \%$ and totaled $\$ 4,865,000$ for the year ended December 31,2005 as compared to $\$ 4,755,000$ for the year ended December 31, 2004. Trust and investment scrvices income increased $\$ 160,000$ to $\$ 1,571,000$ primarily as a result of the efforts of new business development. Service charges on deposit accounts totaled $\$ 642,000$ for 2005 . This was an increase of $\$ 21,000$ or $3.38 \%$ when compared to total service charges of $\$ 621,000$ in 2004. The increase was attributed to an increase in deposit account transactions. Gains on sales and writedowns of available-for-sale securities, net totaled $\$ 1,210,000$ in 2005 and represented a decrease of $\$ 280,000$ or $18.79 \%$ compared to $\$ 1,490,000$ in 2004 . This decrease reflected a writedown of approximately $\$ 182,000$, however, that was primarily attributed to movement in the market which resulted in fewer opportunities for the Company to enhance the return from the securities portfolio and at the same time realize gains on sales of available-for-sale securities. Mortgage refinancing was active during 2005 as rates remained attractive to consumers. Competition in the secondary mortgage market was very aggressive. Gains on sales of loans held-for-sale totaled $\$ 270,000$ in 2005 compared to $\$ 304,000$ in 2004 , representing a decrease of $11.18 \%$. Other income and loan commissions however, increased $\$ 243,000$ or $26.16 \%$ to $\$ 1,172,000$ in 2005 compared to $\$ 929,000$ in 2004. The increase was primarily attributable to the increase in fees earned from activity in the secondary mortgage market due to the change of investors.

## Noninterest Expense

Nonintcrest expense increased $17.36 \%$ for the year ended December 31, 2005 as compared to the corresponding period in 2004. The increases in the noninterest expenses listed below were primarily attributed to the Company's growth as a result of the merger with Canaan National Bancorp, Inc. The decrease in other expense was a reflection of non-recurring expenses in 2004 related to the conversion of the Company's core processing system. The components of noninterest expense and the changes in the period were as follows (amounts in thousands):

|  | 2005 | 2004 | \$ Change | \% Change |
| :--- | ---: | ---: | :---: | :---: |
| Salaries and employee benefits | $\$ 7,355$ | $\$ 5,971$ | $\$ 1,384$ | $23.18 \%$ |
| Occupancy expense | 728 | 482 | 246 | 51.04 |
| Fquipment expense | 777 | 600 | 177 | 29.50 |
| Data processing | 1,014 | 887 | 127 | 14.32 |
| Insurance | 148 | 122 | 26 | 21.31 |
| Printing and stationcry | 278 | 262 | 16 | 6.11 |
| Professional fees | 307 | 279 | 28 | 10.04 |
| Lcgal expense | 264 | 173 | 91 | 52.60 |
| Amortization of core deposit intangible | 164 | 101 | 63 | 62.38 |
| Other expense | $\underline{1,409}$ | $\underline{1,726}$ | $\underline{(317)}$ | $(18.37)$ |
| $\quad$ Total noninterest expense | $\underline{\$ 12.444}$ | $\underline{\$ 10,603}$ | $\underline{\$ 1,841}$ | 17.36 |

## Income Taxes

In 2005, the Company's income tax provision totaled $\$ 1,114,000$ that reflected an effective tax rate of $19.63 \%$. This compared to an income tax provision of $\$ 775,000$ and an effective tax rate of $16.16 \%$ for the same period in 2004. This increase was primarily attributed to an increase in taxable income.

## Net lncome

Overall, net income was $\$ 4,561,000$ for the year ended December 31, 2005. This compared to net income of $\$ 4,019,000$ for the year ended December 31, 2004. This was an increase of $\$ 542,000$ or $13.49 \%$ and represented earnings per average share outstanding of $\$ 2.71$. Earnings per average share outstanding for the year ended December 31, 2004 was $\$ 2.67$. The increase in nct income was primarily the result of an increase in earning assets resulting from the merger with Canaan National Bancorp, Inc.

## HINANCIAL CONDITION

## Comparison of December 31, 2006 and 2005

Total assets at December 31, 2006 were $\$ 450,340,000$ compared to $\$ 402,922,000$ at December 31, 2005. This is an increase of $11.77 \%$. The increase is primarily the result of an increase in loans and the securities portfolio that were funded by an increase in deposits and advances from the Federal Home Loan Bank of Boston.

## Securities Portfolio

The Company manages the securities portfolio in accordance with the investment policy adopted by the Board of Directors. The primary objectives are to earn interest and dividend income, provide liquidity to mect cash flow needs and to manage interest rate risk and asset-quality diversifications to the Company's assets. The securities portfolio also acts as collateral for deposits of public agencics. As of December 31, 2006, the securities portfolio, including Federal Home Loan Bank of Boston stock, totaled $\$ 161,231,000$. This represents an increase of $\$ 10,063,000$ or $6.66 \%$ over year-end 2005.

Securities are classified in the portfolio as either securities-available-for-sale or securities-held-to-maturity. Securities for which the Company has the ability and positive intent to hold until maturity are reported as held-tomaturity. These securities are carried at cost adjusted for amortization of premiums and accretion of discounts. Securities that are held for indefinite periods of time and which management intends to use as part of its asset/liability management strategy, or that may be sold in response to changes in interest rates, changes in prepayment risk, increases in capital requirements or other similar factors, are classified as available-for-sale. These securities are stated at fair value in the financial statements of the Company. Tcmporary differences between available-for-sale securities' amortized cost and fair market valuc (accumulated other comprehensive income or loss when net of tax) are not included in earnings, but are reported as a net amount (less expected tax) in a separate component of capital until realized. The cost basis of individual securities is written down to estimated fair value through a charge to earnings when decreases in value below amortized cost are considered to be other than temporary. This other than temporary impairment is charged to securities gain on the Company's financial statements. At December 31, 2006, the unrealized loss (accumulated other comprehensive loss) net of tax was $\$ 1,190,000$. This compares to an unrcalized loss net of tax of $\$ 2,601,000$ at December 31,2005 . The Company monitors the market value fluctuations of its securities portfolio on a monthly basis as well as associated credit ratings to determine potential impairment of a security.

## Federal Funds Sold

Federal funds sold at December 31, 2006 totaled $\$ 1,000,000$. There were no federal funds sold at December 31, 2005. This represents a normal operating range of funds for daily cash needs.

## Lending

New business development during the year coupled with an increase in loan demand resulted in an increase in net loans outstanding to $\$ 252,464,000$ at December 31,2006 , as compared to $\$ 215,989,000$ at December 31,2005 . This is an increase of $\$ 36,475,000$ or $16.89 \%$. Although the largest dollar volumes of loan activity continues to be in the
residential mortgage area, the Company offers a wide varicty of loan types and terms along with competitive pricing to customers. At December 31, 2006, the portfolio also included $\$ 12,000,000$ in Term federal funds, which are short term loans to other financial institutions. The Company's credit function is designed to ensure adherence to prudent credit standards despite competition for loans in the Company's market area.
The following table represents the composition of the loan portfolio comparing December 31, 2006 to December 31, 2005:

December 31, 2006 December 31, 2005 (amounts in thousands)

Commercial, financial and agricultural
Real Estate-construction and land development
Real Estatc-residential
Real Estate-commercial
Consumer
Term federal funds
Other
Deferred costs, nct
Uncarned income
Allowance for loan losses
Net loans

| $\$ 16,465$ | $\$ 15,354$ |
| ---: | ---: |
| 21,169 | 18,814 |
| 145,395 | 135,619 |
| 50,859 | 40,889 |
| 8,816 | 7,900 |
| 12,000 | 0 |
| 69 | 47 |
| 254,773 | 218,623 |
| 168 | 0 |
| $(3)$ | $(8)$ |
| $(2,474)$ | $(2,626)$ |
| $\underline{\$ 252,464}$ | $\underline{\$ 21,989}$ |

## Provisions and Allowance for Loan Losses

Total loans outstanding at of December 31, 2006 were $\$ 254,773,000$. Included in the aforementioned figure is $\$ 12,000,000$ in Term federal funds, which are short term loans to other financial institutions and which are netted from total loans for purposes of analysis of the Allowance for Loan and Lease Losses (ALLL). As a result, loans outstanding at December 31, 2006 was $\$ 242,773,000$ net of term federal funds sold compared to net loans 2005. This is an increase of $\$ 24,150,000$ or $11,05 \%$. This growth can be attributed primarily to an increase in both outstanding of $\$ 218,623,000$ at December 31 , residential and commercial real estate loan domand as well as the Bank's new business development program. Approximately $90 \%$ of the Company's loan portfolio continues to be real estate secured.

Credit risk is inherent in the business of extending loans. The Company mouitors the loan portfolio to ensure that loan quality will not be sacrificed for growth or otherwise compromise the Company's objectives. Because of the risk associated with extending loans the Company maintains an allowance or reserve for loan and lease losses through charges to carnings. The Company evaluates the adequacy of the allowance on a monthly basis. Such cvaluations are based on assessments of credit quality and trends within the portfolio and "risk rating" of loans by senior management, which is reviewed by the Company's Loan Committce on a regular basis. Loans are initially risk rated when originated. If there is deterioration in the credit quality, the risk rating is adjusted accordingly.

The ALLL at December 31, 2006 totaled $\$ 2,474,000$ representing $256.91 \%$ of nonperforming loans of $\$ 963,000$ and $1.02 \%$ of total loans outstanding net of term federal funds sold or $\$ 242,773,000$. This compares to an ALLL of $\$ 2,626,000$ which is $339.72 \%$ of nonperforming loans of $\$ 773,000$ and $1.20 \%$ of total loans outstanding of $\$ 218,623,000$ at December 31, 2005. Management reduced the allowance by $\$ 87,488$ that had previously been expensed through the loan loss provision from prior years. This was justified by positive trends in the loan portfolio and low levels of delinquencies and net charge-offs as well as low levels of classificd and nonperforming loans.

A separale component that is evaluated is the Allowance for Off Balance Sheet Commitments which totaled $\$ 36,000$ as of December 31, 2006. The two allowances combined brought the total ALLL to $\$ 2,510,000$ or $1.03 \%$ of total loans oulstanding. The December 31, 2005 comparison included $\$ 134,000$ in the Allowance for Off Balance Sheet Commitments bringing the total combined ALLL to $\$ 2,760,000$ or $1.26 \%$ of total loans. $\Lambda$ total of $\$ 132,000$ in loans were charged-off during the 2006 year compared to $\$ 134,000$ during 2005 . Rccoveries of previously chargedoff loans totaled $\$ 67,000$ during the 2006 year compared to $\$ 39,000$ in recoveries for 2005.

The allowance also includes a component resulting from the application of the measurement criteria of Statements of Financial Accounting Standards No. 114, Accounting by Creditors for Impairment of a Loan ("SFAS 114"). Impaired loans receive individual evaluation of the allowance necessary on a monthly basis. Loans to be considered for impairment are defined in the Company's Loan Policy as commercial loans with balances outslanding of $\$ 100,000$ or more and residential real estate mortgages with balances of $\$ 300,000$ or more. Such loans are considered impaired when it is probable that the Company will not be able to collect all principal and interest duc according to the terms of the note.

Any such commercial loan and/or residential mortgage will be considered for impairnent under any of the following circumstances:

1. Non-accrual status;
2. Loans over 90 days delinquent;
3. Troubled debt restructures consummated after December 31, 1994;
4. Loans classified as "doubtful", meaning that they have weaknesses, which make collection or liquidation in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable.

The individual allowance for any impaired loan is based upon the present value of expected future cash flows discounted at the loan's effective interest rate or the fair value of the collateral if the loan is collateral dependent. Specifically identifiable and quantifiable losses are immediately charged off against the allowance.

In addition, a risk of loss factor is applied in evaluating categorics of loans as part of the periodic analysis of the Allowance for Loan and Lease Losses. This analysis reviows the allocations of the different categories of loans within the portfolio and considers historical loan losses and delinquency balances as well as recent delinquent percentage trends.

The credit card delinquency and loss history is separately evaluated and given a special loan loss factor because management recognizes the higher risk involved in such loans. Concentrations of credit and local cconomic factors are also evaluated on a periodic basis. Historical averages of net losses by loan types are examined as well as trends by type. The Bank's loan mix over the same period of time is also analyzed. $\Lambda$ loan loss allocation is made for cach type of loan multiplied by the loan mix percentage for each loan type to produce a weighted average factor.

While management estimates loan losses using the best available information, no assurances can be given that future additions to the allowance will not be nceessary based on changes in economic and real cstate market conditions, identification of additional problem loans or other factors. Additionally, despite the excellent overall quality of the loan portfolio and with expectations of the Company to continue to grow its existing portfolio, future additions to the allowance may be necessary to maintain adcquate reserve coverage. Overall, management is of the opinion that the AI.I.I is adequate as of December 31, 2006.

## Deposits

The Company offers a variety of deposit accounts with a range of interest rates and terms. Deposits at year-end 2006 totalcd $\$ 313,586,000$ compared to $\$ 287,271,000$ at year-end 2005. The Company continues its efforts to competitively price products and develop and maintain relationship banking with its customers. The flow of deposits is influenced significantly by general economic conditions, changes in money market rates, prevailing interest rates and the aggressive competition from nonbanking entities. During the year, there was a change in the mix of deposits.

Demand, NOW and savings balances, which are lower cost core deposits, decreased and were replaced primarily by time deposits, which as illustrated by the table below, results in a significant increase in interest expense.

The average daily amount of deposits by category and the average rates paid on such deposits are summarized in the following table:

| (dollars in thousands) | Year ended December 31 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  | 2004 |  |
|  | Average |  | Average |  | Average |  |
|  | Balance | Rate | Balance | Rate | Balance | Rate |
| Demand | \$ 65,151 |  | \$ 65,591 |  | \$ 51,649 |  |
| NOW | 25,090 | . $26 \%$ | 27,767 | .25\% | 23,797 | . $01 \%$ |
| Money Markct | 54,266 | 3.22 \% | 53,835 | 2.15\% | 38,884 | .83\% |
| Savings | 48,882 | 1.31\% | 59,466 | .77\% | 54,596 | . $68 \%$ |
| Time | 106,395 | 4.17\% | 86.794 | 2.86\% | 75,241 | 2.64\% |
|  | \$299,784 | 2.29\% | \$293,453 | 1.42\% | \$244,167 | 1.12\% |

Maturities of time certificates of deposits of $\$ 100,000$ or more outstanding at December 31 are summarized as follows:

| (dollars in thousands) | December 31 |  |  |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2004 |
| Three months or less | \$ 12,045 | \$ 9,763 | \$ 9,540 |
| Over three months through six months | 8,946 | 1,057 | 1,011 |
| Over six months through one ycar | 24,791 | 8,774 | 7,517 |
| Over one year | 9,533 | 8,069 | 14,887 |
| Total | \$55,315 | \$27,663 | \$32,995 |

## Borrowings

As part of its operating strategy, the Company utilizes advances from the Federal Home Loan Bank to supplement deposit growth and fund its asset growth, a strategy that is designed to increase interest income. These advances are made pursuant to various credit programs, cach of which has its own interest rate and range of maturities. At December 31, 2006, the Company had $\$ 87,093,000$ in outstanding advances from the Fcderal Home Loan Bank compared to $\$ 71,016,000$ at December 31, 2005. Management expects that it will continue this strategy of supplementing deposit growth with advances from Federal Home Loan Bank of Boston.

## Interest Rate Risk

Interest rate risk is the most significant market risk affecting the Company. Interest rate risk is defined as an exposure to a movement in interest rates that could have an adverse effect on net interest income. Net interest income is sensitive to interest rate risk to the degree that interest bearing liabilities mature or reprice on a different basis than earning assets.

The Bank's assets and liabilities are managed in accordance with policies established and reviewed by the Bank's Board of Dircctors. The Bank's Asset/Liability Management Committee monitors asset and dcposit levels, developments and trends in interest rates, liquidity and capital. One of the primary financial objectives is to manage interest rate risk and control the sensitivity of carnings to changes in interest rates in order to prudently improve net interest income and manage the maturities and interest rate sensitivities of assets and liabilities.

The Bank uses asset/liability modeling software to develop scenario analyses which measure the impact that changing interest rates have on net interest income. These model simulations are projected out over a two year time horizon, assuming proportional upward and downward interest rate movements of 100,200 and 300 basis points. Simulations are projected out in two ways:
(1) using the same balance sheet as the Bank had on the simulation date, and
(2) using a growing balance sheet based on recent growth patterns and strategics.

As interest rates rise or fall, these simulations incorporate expected future lending rates, current and expected future funding sources and cost, the possible exercise of options, changes in prepayment rates, and other factors which may be important in determining the future growth of net interest income. The rates we earn on our assets and the rates we pay on our liabilities are generally fixed for a contractual period of time. Imbalance in these contractual maturitics can create significant earnings volatility because market interest rates change over time. In a period of rising interest rates, the interest income earned on assets may not increase as rapidly as the interest paid on liabilitics. In a period of declining interest rates the interest income earned on assets may decrease more rapidly than the interest paid on liabilities. This would primarily be attributed to accelerated prepayments on loans and securities that are significantly influenced by movements in market rates.

The net interest margin may be adversely affected by several possible interest rate environments. Foremost, a continued flat or inverted yield curve which results in shorter term market interest rates that equal or exceed those of longer term rates. This could further increase the Bank's cost of interest-bearing liabilities that continue to outpace its yicld on carning assets resulting in additional net interest rate spread compression.

## Liquidity

Liquidity is the ability to raise funds on a timely basis at an acceptable cost in order to meet cash needs. Adequate liquidity is necessary to handle fluctuation in deposit levels, to provide for customers' credit needs, and to take advantage of investment opportunities as they are presented. The Company manages liquidity primarily with readily marketable investment securities, deposits and loan repayments. The Company's subsidiary, Salisbury Bank and Trust Company is a member of the Federal Home Loan Bank of Boston that provides a source of available borrowings for liquidity.

At December 31, 2006, the Company had approximately $\$ 60,046,000$ in loan commitments outstanding. Management believes that the current level of liquidity is ample to meet the Company's needs for both the present and foreseeable future.

## Capital

At December 31, 2006, the Company had $\$ 44,349,000$ in shareholders' equity compared to $\$ 41,442,000$ at December 31,2005 . This represents an increase of $\$ 2,907,000$ or $7.01 \%$. Several components contributed to the change since December 2005. Earnings for the year totaled $\$ 4,254,000$. Securities in the portfolio that are classified as available-for-sale are adjusted to fair value monthly and the unrealized losses or gains are not included in earnings, but are reported as a net amount (less expected tax) as a separate component of capital until realized. Market fluctuations of fair value of the securities portfolio during 2006 resulted in other comprehensive income net of tax totaling $\$ 1,411,000$. The initial application of $S F \Lambda S$ No. 158 , as defined below in recent accounting pronouncements, resulted in other comprehensive loss, net of tax of $\$ 1,038,000$ in 2006. The Company declared dividends in 2006 resulting in a decrease in capital of $\$ 1,751,000$. The Company issucd 840 new shares of common stock under the terms of the Director Stock Retainer Plan during the sccond quarter of 2006 which resulted in an increase in capital of $\$ 32,000$.

Under current regulatory definitions, the Company and the Bank are considered to be "well capitalized" for capital adequacy purposes. As a result, the Bank pays the lowest federal deposit insurance deposit premiums possible. One primary measure of capital adequacy for regulatory purposes is based on the ratio of risk-based capital to risk weighted assets. This method of measuring capital adequacy helps to cstablish capital requirements that are sensitive to the differences in risk associated with various assets. It takes into account off-balance sheet exposure in assessing capital adequacy and it minimizes disincentives to holding liquid, low risk assets. At ycar-cnd 2006, the Company had a risk-based capital ratio of $15.28 \%$ compared to $15.76 \%$ at December 31, 2005. Maintaining strong capital is essential to bank safety and soundness. However, the effective management of capital resources requires generating attractive returns on equity to build value for shareholders while maintaining appropriate levels of capital to fund growth, meet regulatory requirements and be consistent with prudent industry practices. Management belicves that the capital ratios of the Company and Bank are adequate to continue to meet the foreseeable capital needs of the institution.

## Impact of Inflation and Changing Prices

The Company's consolidated financial statements are prepared in conformity with accounting principles generally accepted in the United States of America which require the measurement of financial condition and operating results in terms of historical dollars without considering changes in the relative purchasing power of moncy, over time, due to inflation. Unlike most industrial companies, virtually all of the assets and liabilities of the Company are monetary and as a result, interest rates tend to have a greater impact on the Company's performance than do the effects of gencral levels of inflation. Although interest rates do not necessarily move in the same direction or with the same magnitude as the prices of goods and scrvices, inflation could impact earnings in future periods.

## Recent Accounting Pronouncements

In February 2006, the Financial Accounting Standards Board (FASB) issued SFAS No. 155, "Accounting for Certain Hybrid Instruments" (SFAS No. 155), which permits, but does not require, fair valuc accounting for any hybrid financial instrument that contains an embedded derivative that would otherwise require bifurcation in accordance with SFAS 133. The statement also subjects beneficial interests issued by securitization vehicles to the requirements of SFAS No. 133. The statement is effective as of January 1, 2007. The adoption of SFAS No. 155 is not expected to have a material impact on the Company's financial condition and results of operations.

In March 2006, the FASB issucd SFAS No. 156, "Accounting for Servicing of Financial Assets- an amendment of FASB Statement No. 140" (SFAS No. 156). SFAS No. 156 requires an entity to recognize a servicing asset or servicing liability each time it undertakes an obligation to service a financial asset by entering into a servicing contract in specific situations. Additionally, the servicing asset or servicing Jiability shall be initially measured at fair value; however, an entity may elect the "amortization method" or "fair value method" for subsequent balance sheet reporting periods. SFAS No. 156 is effective as of an entity's first fiscal ycar beginning after Scptember 15, 2006. Farly adoption is permitted as of the beginning of an entity's liscal year, provided the entity has not yet issucd financial statements, including interim financial statements, for any period of that fiscal year. The Company does not expect the adoption of this statement to have a material impact on its financial condition, results of operations or cash flows.

In September 2006, the FASB issucd SFAS No. 157, "Fair Value Measurements" (SFAS No. 157). SFAS No. 157 defines fair value, establishes a framework for measuring fair value under generally accepted accounting principles (GAAP) and enhances disclosures about fair value measurements. SFAS No. 157 retains the exchange price notion and clarifies that the exchange price is the price that would be received for an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants on the measurement date. SF $\wedge$ S No. 157 is effective for the Company's consolidated financial statements for the year beginning on January 1, 2008, with earlier adoption permitted. Management is currently evaluating the effect of SFAS No. 157 on the Company's financial condition and results of operations. The Company does not expect the adoption of this statement to have a material impact on its financial condition and results of operations.

In September 2006, the FASB issued SFAS No. 158, "Employer's Accounting for Defined Benefit Pension and other Postretirement Plans an amendment of FASB Statements No 87, 88, 106 and 132(R)" (SFAS No. 158). SFAS No. 158 requires 1) the recognition of an asset or liability for the over-funded or under-funded status of a defined benefit plan, 2) the recognition of actuarial gains and losses and prior service costs and credits in other comprehensive income, 3) measurement of plan assets and benefit obligations as of the employer's balance sheet date, rather than at interim measurement dates as currently allowed, and 4) disclosure of additional information concerning actuarial gains and losses and prior service costs and credits recognized in other comprehensive income. This statement is effective for financial statements with fiscal years ending after December 15, 2006. The adoption of this Statement did not have a material impact on the Company's financial position, results of operations, or cash flows.

## Off-Balance Sheet Arrangements

The Company is party to financial instruments with off-balance sheet risk in the normal course of business to meet the financing needs of its customers. In the opinion of management, these off-balance sheet arrangements are not likely to
have a matcrial effect on the Company's financial condition, results of operations, or liquidity. (Sec Note 11 to the Financial Statements).

## Forward Looking Statements

This Annual Report and future filings made by the Company with the Securities and Exchange Commission, as well as other filings, reports and pross relcasos made or issued by the Company and the Bank, and oral statements made by executive officers of the Company and the Bank, may include forward-looking statements relating to such matters as:
(a) assumptions concerning future conomic and business conditions and their effect on the economy in general and on the markets in which the Company and the Bank do business, and
(b) expectations for increased revenues and earnings for the Company and Bank through growth resulting from acquisitions, attraction of new deposit and loan customers and the introduction of new products and services.

Such forward-looking statements are based on assumptions rather than historical or current facts and, therefore, are inherently uncertain and subject to risk. For those statements, the Company claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Act of 1995.

The Company notes that a varicty of lactors could cause the actual results or experience to differ materially from the anticipated results or other expectations described or implied by such forward-looking statements. The risks and uncortainties that may effect the operation, performance, dcvelopment and results of the Company's and Bank's busincss include the following:
(a) the risk of adverse changes in business conditions in the banking industry generally and in the specific markets in which the Bank operates;
(b) changes in the legislative and regulatory environment that negatively impact the Company and Bank through increased operating expenses;
(c) increased competition from other financial and non-financial institutions;
(d) the impact of technological advances; and
(c) other risks detailed from time to time in the Company's filings with the Securities and Exehange Commission.

Such developments could have an adverse impact on the Company's and the Bank's financial position and results of operations.

## Quantitative and Qualitative Disclosures about Market Risk

The main components of market risk for the Company are credit risk, interest rate risk and liquidity risk. The Company manages interest rate risk and liquidity risk through an ALCO Committee comprised of outside Directors and senior management. The committco monitors compliance with the Bank's Assol/Liability Policy which cstablishes guidelines to meet various applicable regulatory rules and statutes, measures the various risks facing the bank on a consistent basis and coordinates the management of the bank's financial position. Model simulation is used to moasure earnings volatility under both rising and falling interest rate scenarios. The Company's interest rate risk and liquidity position has not significantly changed from year-end 2006.

## Statement of Management's Responsibility

Management is responsible for the integrity and objectivity of the consolidated financial statements and other information appearing in this Annual Report. The consolidated financial statements were prepared in accordance with accounting principles generally accepted in the United States of America applying estimates and management's best judgment as required. To fulfill their responsibilities, management establishes and maintains accounting systems and practices adequately supported by internal accounting controls. These controls include the selection and training of management and supervisory personnel; an organization structure providing for delegation of authority and establishment or responsibilities; communication of requirements for compliance with approved accounting, control and business practices throughout the organization; business planning and review; and a program of internal audit. Management believes the internal accounting controls in use provide reasonable assurance that assets are safeguarded, that transactions are executed in accordance with management's authorization and that financial records are reliable for the purpose of preparing financial statements. Shatswell, MacLeod and Company, P.C. has been engaged to provide an independent opinion on the faimess of the consolidated financial statements. Their report appears in this Annual Report.


Treasurer \& Secretary

To the Board of Directors<br>Salisbury Bancorp, Inc.<br>Lakeville, Connecticut

## REPORT OF INDEPIENDENT REGISTERED PUBLIC ACCOUNTING FIRM

We have audited the accompanying consolidated balance sheets of Salisbury Bancorp, Inc. and Subsidiary as of Dccember 31, 2006 and 2005 and the related consolidated statements of income, changes in shareholders' cquity and cash flows for each of the years in the three-year period ended December 31, 2006. These consolidated linancial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectivencss of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes cxamining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Salisbury Bancorp, Inc. and Subsidiary as of December 31, 2006 and 2005, and the consolidated results of their operations and their cash flows for each of the years in the three-year period ended December 31, 2006, in conformity with accounting principles gencrally accepted in the United States of America.

## Shatawrel, Snacterd+Company, P.C.

SHATSWELL, MacLEOD \& COMPANY, P.C.
West Pcabody, Massachusetts
March 14, 2007

## SALISBURY BANCORP. INC. AND SUBSIDIARY

## CONSOLIDATED BALANCE SHEETS

December 31, 2006 and 2005

## ASSETS

Cash and due from banks
Interest-bearing demand deposits with other banks
Money market mutual funds
Federal Funds sold
Cash and cash equivalents
Investments in available-for-sale securities (at fair value)
Investments in held-to-maturity sccurities (fair values of $\$ 74,818$ and $\$ 147,202$ as of December 31, 2006 and 2005, respectively)
Federal Home Loan Bank stock, at cost
Loan hcld-for-sale
Loans, less allowance for loan losses of $\$ 2,474,118$ and $\$ 2,626,170$ as of
December 31, 2006 and 2005, respectively
Investment in real estate
Premises and equipment
Goodwill
Core deposit intangible
Accrued interest receivable
Cash surrender value of life insurance policies
Other assets
Total assets

| 2006 |  | 2005 |
| ---: | ---: | ---: | ---: |
| $\$ 8,988,609$ |  | $8,431,844$ |
| 568,693 |  | 652,807 |
| $1,199,881$ |  | $1,119,724$ |
| $1,000,000$ |  | 0 |
| $11,757,183$ |  | $10,204,375$ |
| $156,492,547$ |  | $145,608,297$ |

146,856
5,413,200

215,989,149
75,000
6,451,979
9,509,305
1,657,715
2,362,924
3,424,186
$\begin{array}{r}2,079,307 \\ \hline 402,922,293\end{array}$
\$402,922,293

## LIABILITIES AND SHAREHOLDERS' EQUITY

Deposits:
Noninterest-bcaring
Interest-bcaring Total deposits
Federal Home Loan Bank advances
Due to broker
Other liabilities
Total liabilities

| \$ 70,502,249 | \$ 63,995,665 |
| :---: | :---: |
| 243,084,032 | 223,275,537 |
| 313,586,281 | 287,271,202 |
| 87,093,402 | 71,015,614 |
| 1,579,611 | 0 |
| 3,731,195 | 3,193,154 |
| 405,990,489 | 361,479,970 |
| 168,418 | 168,334 |
| 13,099,881 | 13,068,045 |
| 33,602,991 | 31,100,702 |
| $(2,522,109)$ | (2,894,758) |
| 44,349,181 | 41,442,323 |
| \$450,339,670 | \$402,922,293 |

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

## CONSOLIDATED STATEMENTS OF INCOME

Years Ended December 31, 2006, 2005 and 2004

|  | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
| Interest and dividend income: |  |  |  |
| Interest and fees on loans | \$15,686,978 | \$13,319,930 | \$ 9,592,478 |
| Interest on debt securities: |  |  |  |
| Taxable | 5,604,866 | 4,814,993 | 4,499,725 |
| Tax-exempt | 2,079,981 | 2,329,414 | 2,293,706 |
| Dividends on equity securities | 277,356 | 282,534 | 112,008 |
| Other interest | 80,412 | 69,512 | 53,101 |
| Total interest and dividend income | 23,729,593 | 20,816,383 | 16,551,018 |
| Interest expense: |  |  |  |
| Intercst on deposits | 6,885,893 | 4,171,360 | 2,738,680 |
| Interest on Federal Home Loan Bank advances | 3,573,052 | 3,180,591 | 2,920,316 |
| Total interest expense | 10,458,945 | 7,351,951 | 5,658,996 |
| Net interest and dividend income | 13,270,648 | 13,464,432 | 10,892,022 |
| (Benefit) provision for loan losses | $(87,488)$ | 210,000 | 250,000 |
| Net interest and dividend income after (benefit) provision for loan losses | 13,358,136 | 13,254,432 | 10,642,022 |
| Noninterest income: |  |  |  |
| Trust department income | 1,980,500 | 1,571,311 | 1,410,814 |
| Loan commissions | 117,298 | 260,997 | 239,139 |
| Service charges on deposit accounts | 707,431 | 642,268 | 620,771 |
| Gain on sales and writedown of available-for-salc securities, net | 517,326 | 1,209,724 | 1,489,905 |
| Gain on sales of loans held-for-sale | 357,628 | 270,061 | 304,354 |
| Other income | 902,394 | 910,743 | 690,198 |
| Total noninterest income | 4,582,577 | 4,865,104 | 4,755,181 |
| Noninterest expense: |  |  |  |
| Salaries and employec benefits | 7,150,746 | 7,355,316 | 5,970,639 |
| Occupancy expense | 751,670 | 728,302 | 482,516 |
| Equipment expense | 786,637 | 776,729 | 600,127 |
| Data processing | 1,134,078 | 1,013,785 | 886,618 |
| Conversion expense | 0 | 0 | 464,484 |
| Insurance | 154,562 | 148,317 | 121,959 |
| Printing and stationery | 239,617 | 277,640 | 261,898 |
| Professional fees | 554,686 | 306,753 | 278,709 |
| Legal expense | 151,414 | 263,575 | 173,333 |
| Amortization of core deposit intangible | 164,216 | 164,416 | 101,109 |
| Other expense | 1,157,534 | 1,408,949 | 1,261,921 |
| Total noninterest expense | 12,245,160 | 12,443,782 | 10,603,313 |
| Income before income taxes | 5,695,553 | 5,675,754 | 4,793,890 |
| Income taxes | 1,441,935 | 1,114,413 | 774,948 |
| Net income | \$4,253,618 | \$4,561,341 | \$ 4,018,942 |
| Earnings per common share | \$ 2.53 | \$ 2.71 | \$ 2.67 |

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

## SALISBURY BANCORP, INC. AND SUBSIDIARY

## CONSOLIDATED SI'ATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

Years Ended December 31, 2006, 2005 and 2004

Balance, December 31, 2003

| Number of |  |  |  | AccumulatedOther |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Shares | Common | Paid-in | Retained | Comprehensive |  |
| Issued | Stock | Capital | Earnings | (Loss) Income | Total |
| 1,424,078 | \$142,408 | \$2,327,151 | \$25,694,836 | \$ 685,817 | \$28,850,212 |

Comprchensive income:
Net income
Other comprehensive loss, net of tax cffect

Comprehensive income
Shares issued for merger

| $\begin{array}{r} 257,483 \\ 840 \end{array}$ | $\begin{array}{r} 25,748 \\ 84 \end{array}$ | 10,672,670 |  |  | 10,698,418 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 31,752 |  |  | 31,836 |
|  |  |  | (1,491,312) |  | ( $1,491,312)$ |
| 1,682,401 | 168,240 | 13,031,573 | 28,222,466 | (722,679) | 40,699,600 |

Dividends declared ( $\$ .96$ per share)
Balance, December 31, 2004
$1,682,40$
Comprehensive income:
Net income
Other comprehensive loss, net of tax effect

Comprchensive incomc
Issuance of 940 shares for Directors' fees
Dividends declared ( $\$ 1.00$ per share)
Balance, December 31, 2005
94
$1,683,34$
4,561,341

Comprehensive income:

## Nct income

Other comprehensive income, net of tax effect Comprehensive income
Issuance of 840 shares for Directors' fecs
Dividends declared ( $\$ 1.04$ per share)
Balance, December 31, 2006

## $1,684,181$

| 84 | 31,836 |  |  |
| ---: | ---: | ---: | ---: |
| $\$ 168,418$ | $\$ 13,099,881$ | $\frac{(1,751,329)}{\$ 33,602,991}$ | $\overline{\$(2,522,109)}$ |

4,626,267
31,920
(1,751,329)
\$44,349,181.

Reclassification disclosure for the years cnded December 31:

Unrealized holding gains (losscs) on available-for-sale securities Net unrealized holding gains (losses) on available-for-sale sccurities Reclassification adjustment for net realized gains in net income

Income tax (expense) benefit
Unrealizcd holding gains (losses) on availablc-for-sale securities, net of tax
Adjustment to initially apply SFAS No. 158
Minimum pension liability adjustment
Income tax benefit (expensc)
SFAS No. 158 pension liability or minimum pension liability, net of tax
Other comprehensive income (loss), net of tax

| 2006 | 2005 | 2004 |
| :---: | :---: | :---: |
| \$2,654,494 | \$(1,547,214) | \$(1,106,610) |
| $(517,326)$ | $(1,209,724)$ | $(1,489,905)$ |
| 2,137,168 | (2,756,938) | (2,596,515) |
| $(726,637)$ | 878,763 | 1,011,343 |
| 1.410,531 | $(1,878,175)$ | $(1,585,172)$ |
| $(1,572,548)$ | 0 | 0 |
| ) | $(445,309)$ | 289,396 |
| 534,666 | 151,405 | (112,720) |
| (1,037,882) | $(293,904)$ | 176,676 |
| \$ 372,649 | \$(2,172,079) | \$(1,408,496) |

Accumulated other comprehensive loss consists of the following as of December 31:

Net unrealized holding losses on availablc-for-sale securitics, net of taxes

| $\frac{2006}{\$(1,190,323)}$ | $\$(2,600,854)$ <br> $(1,331,786)$ |
| :---: | ---: |
| $\frac{0}{0}$ | $\underline{(293,904)}$ |
| $\$(2,522,109)$ | $\$(2,894,758)$ |


| 2004 |
| ---: |
| $\$(722,679)$ |
| 0 |
| 0 |
| $\$(722,679)$ |

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

## SALISBURY BANCORP, INC. AND SUBSIDIARY

## CONSOLIDATED STATEMENTS OF CASH FLOWS

Ycars Ended December 31, 2006, 2005 and 2004

|  | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |
| Net income | \$ 4,253,618 | \$ 4,561,341 | \$ 4,018,942 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Amortization of securitics, net | 34,953 | 302,781 | 289,214 |
| Gain on sales and writedown of available-for-sale sccurities, net | $(517,326)$ | $(1,209,724)$ | $(1,489,905)$ |
| (Bencfit) provision for loan losses | $(87,488)$ | 210,000 | 250,000 |
| Change in loans held-for-sale | $(304,000)$ | 375,000 | $(100,000)$ |
| Change in deferred loan costs, net | $(168,573)$ | 0 | 0 |
| (Decrease) increase in uncarncd income on loans | $(4,913)$ | $(10,473)$ | 18,529 |
| Net decrease (increase) in mortgage servicing rights | 78,715 | 83,471 | $(41,253)$ |
| Write-off of equipment | 0 | 0 | 9,399 |
| Depreciation and amortization | 538,449 | 529,238 | 357,645 |
| Amortization of core deposit intangible | 164,216 | 164,416 | 101,109 |
| Amortization of fair value adjustment on loans | 112,712 | 184,256 | 266,986 |
| Accretion of fair value adjustments on deposits and borrowings | $(134,217)$ | $(154,287)$ | $(51,429)$ |
| (Increase) decrease in interest receivable | (111,012) | $(110,482)$ | 84,056 |
| Deferred tax expense | 396,418 | 67,273 | 143,691 |
| (Increase) decrease in prepaid expenses | $(1,031,510)$ | 14,242 | 270,965 |
| Increase in cash surrender value of insurance policies | $(130,809)$ | $(130,638)$ | $(139,607)$ |
| Decrease (increasc) in income tax rcceivable | 181,005 | 336,288 | $(53,889)$ |
| Increasc in other assets | $(91,796)$ | $(53,742)$ | $(71,917)$ |
| Decrease in accrued expenses | $(243,196)$ | $(268,051)$ | $(750,246)$ |
| Increasc in interest payable | 257,975 | 42,822 | 57,465 |
| (Decrease) increase in other liabilities | $(57,050)$ | 59,445 | 367,956 |
| Issuance of shares for Directors' fees | 31,920 | 36,566 | 31,836 |
| Net cash provided by operating activities | 3,168,091 | 5,029,742 | 3,569,547 |
| Cash flows from investing activitics: |  |  |  |
| Redemption of Federal Home Loan Bank stock | 860,200 | 0 | 56,300 |
| Purchases of Federal Home Loan Bank stock | $(110,700)$ | 0 | $(351,000)$ |
| Purchases of available-for-sale securities | $(83,058,698)$ | $(87,783,193)$ | $(124,520,785)$ |
| Proceeds from sales of available-for-sale securities | 62,356,620 | 83,572,466 | 98,347,353 |
| Proceeds from maturities of available-for-sale sccurities | 14,007,603 | 34,328,155 | 32,998,864 |
| Proceeds from maturitics of held-to-maturity securities | 71,691 | 71,272 | 10,968 |
| Loan originations and principal collections, net | $(36,142,073)$ | (12,432,343) | $(8,191,577)$ |
| Purchases of loans | $(252,000)$ | $(2,001,184)$ | 0 |
| Recoveries of loans previously charged off | 67,054 | 39,094 | 28,302 |
| Capital expenditures | $(207,787)$ | $(1,017,056)$ | $(1,003,263)$ |
| Procceds from sale of equipment | 0 | 0 | 436 |
| Cash and cash equivalents acquired from Canaan National |  |  |  |
| Bancorp, Inc. net of expenses paid of \$309,419 | 0 | 0 | 2,487,705 |
| Cash paid to Canaan National Bancorp, Inc. shareholders | 0 | 0 | $(6,020,163)$ |
| Net cash (used in) provided by investing activities | (42,408,090) | 14,777,211 | $(6,156,860)$ |

## SALISBURY BANCORP $P_{2}$ INC. AND SUBSIDIARY

## CONSOLIDATED STATEMENTS OF CASH FLOWS

Years Ended December 31, 2006, 2005 and 2004
(continued)

|  | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
| Cash flows from financing activities: |  |  |  |
| Net (decreasc) increase in demand deposits, NOW and savings accounts | $(5,638,393)$ | $(8,516,596)$ | 6,920,818 |
| Net increase (decrease) in time deposits | 31,957,486 | $(3,029,964)$ | $(2,141,902)$ |
| Federal Home Loan Bank advances | 25,000,000 | 10,000,000 | 5,000,000 |
| Principal payments on advances from Federal Home Loan Bank | $(10,460,009)$ | $(1,346,521)$ | $(6,140,973)$ |
| Net change in short-term advances from Federal Home Loan Bank | 1,668,000 | $(16,720,945)$ | 0 |
| Decrease in other borrowed funds | 0 | 0 | $(86,863)$ |
| Dividends paid | (1,734,277) | $(1,666,046)$ | $(1,415,074)$ |
| Net cash provided by (used in) financing activitics | 40,792,807 | (21,280,072) | 2,136,006 |
| Net increase (decrease) in cash and cash equivalents | 1,552,808 | $(1,473,119)$ | $(451,307)$ |
| Cash and cash cquivalents at beginning of year | 10,204,375 | 11,677,494 | 12,128,801 |
| Cash and cash equivalents at end of year | \$11,757,183 | \$10,204,375 | \$ 11,677,494 |
| Supplemental disclosures: |  |  |  |
| Interest paid | \$10,335,187 | \$ 7,463,416 | \$ 5,652,960 |
| Income taxes paid | 864,512 | 710,852 | 685,000 |
| Transfer from equipment to other assets |  |  | 2,815 |
| Canaan National Bancorp, Inc. merger: |  |  |  |
| Cash and cash equivalents acquired |  |  | \$ 2,797,124 |
| Available-for-sale securities |  |  | 42,776,284 |
| Federal Home Loan Bank stock |  |  | 1,291,200 |
| Federal Reserve Bank stock |  |  | 56,300 |
| Net loans acquired |  |  | 54,787,421 |
| Fixed assets acquired |  |  | 2,355,970 |
| Accrued interest receivable |  |  | 460,550 |
| Other assets acquired |  |  | 1,173,549 |
| Corc deposit intangible |  |  | 1,191,279 |
|  |  |  | 106,889,677 |
| Deposits assumed |  |  | 75,613,508 |
| Federal Home Loan Bank borrowings assumed |  |  | 19,500,346 |
| Other borrowings assumed |  |  | 86,863 |
| Other liabilities assumed |  |  | 1,812,381 |
|  |  |  | 97,013,098 |
| Net assets acquired |  |  | 9,876,579 |
| Merger costs |  |  | 17,028,000 |
| Goodwill |  |  | \$ 7,151,421 |

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

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2006, 2005 and 2004

## NOTE 1 - NATURE OF OPERATIONS

Salisbury Bancorp, Inc. (Bancorp) is a Connecticut corporation that was organized on April 24, 1998 to become a holding company, under which Salisbury Bank and Trust Company (Bank) operates as its wholly-owned subsidiary. Bancorp and the Bank are referred to together as the (Company).

The Bank is a state chartered bank which was incorporated in 1874 and is headquartered in Lakcville, Connecticut. The Bank operates its business from four banking offices located in Connecticut and two banking offices located in Massachusetts. The Bank is engaged principally in the busincss of attracting deposits from the general public and investing those deposits in residential and commercial real estate, consumer and small business loans. The Bank also offers a full complement of trust and investment services.

As described in Note 15, on September 10, 2004 Canaan National Bancorp, Inc. merged with and into the Company.

## NOTE 2 - ACCOUNTING POLICIES

The accounting and reporting policics of the Company conform to accounting principles generally accepted in the United States of America and predominant practices within the banking industry. The consolidated financial statements were prepared using the accrual basis of accounting. The significant accounting policies are summarized below to assist the reader in better understanding the consolidated financial statements and other data contained herein.

## USE OF ESTIMATES:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make cstimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. $\Lambda$ ctual results could differ from the estimates.

## BASIS OF PRESENTATION:

The consolidated financial statements include the accounts of the Bancorp and its wholly-owned subsidiary, the Bank, and the Bank's wholly-owned subsidiaries, SBT Rcalty, Inc., and SBT Mortgage Service Corporation (the "PlC"). SBT Realty, Inc. holds and manages bank owned real estate situated in New York state. The PIC operates as a passive investment company and scrvices residential mortgages. All significant intercompany accounts and transactions have been climinated in the consolidation.

## CASH AND CASH EQUTVALENTS:

For purposes of reporting cash flows, cash and cash equivalents include cash on hand, cash items, duc from banks, interest bearing demand deposits with other banks, moncy market mutual funds and federal funds sold.

Cash and due from banks as of December 31, 2006 and 2005 includes $\$ 650,000$ and $\$ 649,000$, respectively, which is subject to withdrawals and usage restrictions to satisfy the reserve requirements of the Federal Rescrve Board.

## SECURITIES:

Investments in debt securities are adjusted for amortization of premiums and accretion of discounts so as to approximate the interest method. Gains or losses on sales of investment securities are computed on a specific identification basis.

The Company classifies debt and equity securities into one of three catcgories: held-to-maturity, available-for-sale or trading. These sccurity classifications may be modified after acquisition only under certain specified conditions. In general, securities may be classified as held-to-maturity only if the Company has the positive intent and ability to hold them to maturity. Trading securities are defined as those bought and held principally for the purpose of selling them in the near term. All other securities must be classified as available-for-sale.
-- Held-to-maturity securitics are carried at amortized cost in the consolidated balance sheets. Unrealized holding gains and losses are not included in earnings or in a separate component of capital. They are merely disclosed in the notes to the consolidated financial statements.
-- Available-for-sale securities are carricd at fair value on the consolidated balance shcets. Unrealized holding gains and losses are not included in earnings but are reported as a net amount (less expected tax) in a separate component of capital until realized.
-- Trading securities are carried at fair value on the consolidated balance sheets. Unrealized holding gains and losses for trading securities are included in earnings. During the three years ended December 31, 2006 the Company did not classify any securities as trading.

Declines in the fair value of held-to-maturity and available-for-sale securities below their cost that are deemed to be other than temporary are reflected in earnings as realized losses.

## LOANS:

Loans receivable that management has the intent and ability to hold until maturity or payoff, are reported at their outstanding principal balances adjusted for any charge-offs, the allowance for loan losses and any deferred fees or costs on originated loans or unamortized premiums or discounts on purchased loans.

Intcrest on loans is recognized on a simple interest basis.
Residential real estate loans are gencrally placed on nonaccrual status when reaching 90 days past due or in the process of foreclosure. Lines of credit secured by real estate 90 days past due or in the process of foreclosure are placed on nonaccrual status. Secured consumer loans are written down to realizable value and unsecured consumer loans are charged-off upon reaching 120 or 180 days past due depending on the type of loan. Commercial real estate loans and commercial business loans and leases which are 90 days or more past due are generally placed on nonaccrual status, unless secured by sufficient cash or other assets immediately convertible to cash. When a loan has been placed on nonaccrual status, previously accrued and uncollected interest is reversed against interest on loans. A loan can be returned to accrual status when collectibility of principal is reasonably assured and the loan has performed for a pcriod of time, generally six months.

Cash receipts of interest income on impaired loans are credited to principal to the extent necessary to eliminate doubt as to the collectibility of the net carrying amount of the loan. Some or all of the cash reccipts of intcrest income on impaired loans is recognized as interest income if the remaining net carrying amount of the loan is deemed to be fully collectible. When recognition of interest income on an impaired loan on a cash basis is appropriate, the amount of income that is recognized is limited to that which would have been accrued on the net carrying amount of the loan at the contractual interest ratc. Any cash interest payments received in excess of the limit and not applied to reduce the net carrying amount of the loan are recorded as recoveries of charge-offs until the charge-offs are fully recovered.

## ALLOWANCE FOR LOAN LOSSES:

The allowance for loan losses is established as losses are estimated to have occurred through a provision for loan losses charged to earnings. Loan losses are charged against the allowance when management believes the uncollectibility of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance.

The allowance for loan losses is evaluated on a regular basis by management and is based upon management's periodic review of the collectibility of the loans in light of historical experience, the nature and volume of the loan portfolio, adverse situations that may affect the borrower's ability to repay, the estimated value of any underlying collateral and prevailing economic conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

A loan is considered impaired when, based on current information and events, it is probable that the Bank will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agrecment. Factors considered by management in determining impairment include payment status, collateral value, and the probability of collecting scheduled principal and interest payments when duc. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management 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. Impairment is measured on a loan by loan basis for commercial and construction loans by cither the present value of expected future cash flows discounted at the loan's effective interest rate, the loan's obtainable market price, or the fair value of the collateral if the loan is collateral dependent. The Bank does not separately identify individual consumer and residential loans for impairment disclosures, but instead evaluates smaller groups of homogeneous loans collectively for impairment.

## PREMISES AND EQUIPMENT:

Premises and equipment are stated at cost, less accumulated depreciation and amortization. Cost and related allowances for depreciation and amortization of premises and equipment retired or otherwise disposed of are removed from the respective accounts with any gain or loss included in income or expense. Depreciation and amortization are calculated principally on the straight-line method over the estimated useful lives of the assets. Estimated lives are 3 to 99 years for buildings and 2 to 20 years for furniture and equipment.

## OTHER REAL ESTATE OWNED AND IN-SUBSTANCE FORECLOSURES:

Other real estatc owned includes properties acquired through foreclosure and properties classified as insubstance foreclosures in accordance with Statement of Financial Accounting Standards (SFAS) No. 15, "Accounting by Debtors and Creditors for Troubled Debt Restructuring." These properties are carried at the lower of cost or estimated fair value less estimated costs to sell. Any writedown from cost to estimated fair value required at the time of foreclosure or classification as in-substance foreclosure is charged to the allowance for loan losses. Expenses incurred in connection with maintaining these assets and subsequent writcdowns are included in other expense.

In accordance with SFAS No. 114, "Accounting by Creditors for Impairment of a Loan," the Bank classifies loans as in-substance repossessed or foreclosed if the Bank or its subsidiaries receives physical possession of the debtor's assets regardless of whether formal foreclosure proceedings take place. As of December 31, 2006 and December 31, 2005, the Company does not have any other real estate owned.

## ADVERTISING:

The Bank directly expenses costs associated with advertising as they are incurred.

## INCOME TAXES:

The Company recognizes income taxes under the asset and liability method. Under this method, deferred tax assets and liabilities are established for the temporary differences between the accounting basis and the tax basis of the Company's assets and liabilities at tax rates expected to be in effect when the amounts related to such temporary differences are realized or settled.

FAIR VALUES OF FINANCIAL INSTRUMENTS:
SFAS No. 107, "Disclosures About Fair Value of Financial Instruments," requires that the Company disclose estimated fair value for its financial instruments. Fair value methods and assumptions used by the Company in estimating its fair value disclosures are as follows:

Cash and cash equivalents: The carrying amounts reported in the balance shects for cash and cash equivalents approximate those assets' fair values.

Securities (including mortgage-backed securities): Fair values for securities are based on quoted market prices, where available. If quoted market prices are not available, fair values are based on quoted market prices of comparable instruments.

Loans held-for-sale: Fair values of mortgage loans held-for-sale are based on commitments on hand from investors or prevailing market prices.

Loans receivable: For variable-rate loans that reprice frequently and with no significant change in credit risk, fair values are based on carrying values. The fair values for other loans are estimated using discounted cash flow analyses, using interest rates currently being offered for loans with similar terms to borrowers of similar credit quality.

Accrued interest receivable: The carrying amount of accrued interest receivable approximates its fair value.

Deposit liabilities: The fair values disclosed for interest and non-interest checking, passbook savings and money market accounts arc, by definition, equal to the amount payable on demand at the reporting date (i.e., their carrying amounts). Fair values for fixed-rate certificates of deposit are estimated using a discounted cash flow calculation that applies interest rates currently being offercd on certificates to a schedule of aggregated expected monthly maturities on time deposits.

Federal Home Loan Bank Advances: Fair values for Federal Home Loan Bank advances are estimated using a discounted cash flow technique that applies interest rates currently being offered on advances to a schedule of aggregated expected monthly maturities on Federal Home Loan Bank advances.

Due to broker: The carrying amount of due to broker approximates its fair value.
Off-balance sheet instruments: The fair value of commitments to originate loans is estimated using the fees currently charged to enter similar agreements, taking into account the remaining terms of the agreements and the present creditworthiness of the counterparties. For fixed-rate loan commitments and the unadvanced portion of loans, fair value also considers the difference between current levels of interest rates and the committed rates. The fair value of letters of credit is based on fees currently charged for similar agreements or on the estimated cost to terminate them or otherwise settle the obligation with the counterparties at the reporting date.

## STOCK BASED COMPENSATION:

Bancorp has a stock-based plan to compensate non-employec directors for their services. This plan is more fully described in Note 14. Compensation cost for these scrvices is reflected in net income in an amount equal to the fair value on the date of issuance of the shares of Bancorp common stock issued to the directors.

## EARNINGS PER SHARE (EPS):

Basic EPS excludes dilution and is computed by dividing income available to common shareholders by the weighted-average number of common shares outstanding for the period. Weighted average common shares outstanding were $1,683,893$ in 2006, $1,683,031$ in 2005 and $1,503,373$ in 2004. Diluted EPS reflects the potential dilution that could occur if securities or other contracts to issuc common stock were exercised or converted into common stock or resulted in the issuance of common stock that then shared in the earnings of the entity. Diluted EPS is not presented because there were no common stock equivalents in the three year period ended December 31, 2006.

## RECENT ACCOUNTING PRONOUNCEMENTS:

In February 2006, the Financial Accounting Standards Board (FASB) issued SFAS No. 155, "Accounting for Certain Hybrid Instruments" (SFAS No. 155), which permits, but docs not require, fair value accounting for any hybrid financial instrument that contains an embedded derivative that would otherwise require bifurcation in accordance with SFAS 133. The statement also subjects beneficial interests issued by securitization vehicles to the requirements of SFAS No. 133. The statement is effective as of January 1, 2007. The adoption of SFAS No. 155 is not expected to have a material impact on the Company's financial condition and results of operations.

In March 2006, the FASB issued SFAS No. 156, "Accounting for Servicing of Financial Assets- an amendment of FASB Statement No. 140" (SFAS No. 156). SFAS No. 156 requires an entity to recognize a servicing asset or servicing liability each time it undertakes an obligation to service a financial asset by cntering into a servicing contract in specific situations. Additionally, the servicing asset or servicing liability shall be initially measured at fair value; however, an entity may elect the "amortization method" or "fair value method" for subsequent balance sheet reporting periods. SFAS No. 156 is effective as of an entity's first fiscal year beginning after September 15, 2006. Early adoption is permitted as of the beginning of an entity's fiscal year, provided the entity has not yet issued financial statements, including interim financial statements, for any period of that fiscal year. The Company does not expect the adoption of this statement to have a material impact on its financial condition, results of operations or cash flows.

In September 2006, the FASB issued SFAS No. 157, "Fair Value Measurements" (SFAS No. 157). SFAS No. 157 defines fair value, establishes a framework for measuring fair value under generally accepted accounting principles (G^AP) and enhances disclosures about fair value measurements. SFAS No. 157 retains the exchange price notion and clarifies that the exchange price is the price that would be received for an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants on the measurement date. SFAS No. 157 is effective for the Company's consolidated financial statements for the year beginning on January 1, 2008, with eatlier adoption permitted. Management is currently evaluating the effect of SFAS No. 157 on the Company's financial condition and results of operations.
The Company does not expect the adoption of this statement to have a material impact on its financial condition and results of operations.

In September 2006, the FASB issued SFAS No. 158, "Employer's Accounting for Defined Bencfit Pension and other Postretirement Plans - an amendment of FASB Statements No 87, 88, 106 and 132(R)" (SFAS No. 158). SFAS No. 158 requires 1) the recognition of an asset or liability for the over-funded or underfunded status of a defined benefit plan, 2) the recognition of actuarial gains and losses and prior service costs and credits in other comprehensive income, 3) measurement of plan assets and benefit obligations as of the employer's balance sheet date, rather than at interim measurement dates as currently allowed, and 4) disclosure of additional information concerning actuarial gains and losses and prior service costs and credits recognized in other comprehensive income. This statement is effective for financial statements with fiscal years ending after December 15, 2006. The adoption of this Statement did not have a material impact on the Company's financial position, results of operations, or cash flows.

## NOTE 3 - INVESTMENTS IN SECURITIES

Debt and equity securities have been classified in the consolidated balance sheets according to management's intent. The amortized cost of securities and their approximate fair values are as follows as of December 31:

| Amortized | Gross | Gross |  |
| :---: | :---: | :---: | :---: |
| Cost | Unrealized | Unrealized | Fair |
| Basis | Gains | Losses | Value |

Available-for-sale securities:
December 31, 2006:
Equity securities
U.S. government agencies preferred stock

Debt securitics issued by the U.S. Treasury and other U. S. government corporations and agencies
Debt securities issued by states of the United States and political subdivisions of the states
Money market mutual funds
Mortgage-backed securities
Money market mutual funds included in cash and cash equivalents

December 31, 2005:
Equity securities
U.S. government agencies preferred stock

Debt securities issued by the U.S. Treasury and other U. S. government corporations and agencies
Debt securities issued by states of the United States and political subdivisions of the states
Money market mutual funds
Mortgage-backed securities
Money market mutual funds included in cash and cash equivalents

| $\$$ | 3,031 |
| :--- | ---: |
| $2,975,000$ |  |

$55,323,358 \quad 23,343 \quad 1,200,395 \quad 54,146,306$

| $44,891,148$ | 379,553 |
| ---: | ---: |
| $1,199,881$ | 0 |
| $55,103,530$ | 191,698 |
| $159,495,948$ | 772,989 |



Held-to-maturity securitics:
December 31, 2006:
Mortgage-backed sccurities
$\$ \quad 74,931$

$\$ \quad 113$
$\$$


December 31, 2005:
Mortgage-backed securities
S. 146,856
$\$ \quad 346$
$\$$
147,202

The scheduled maturities of debt securities were as follows as of December 31, 2006:
Available-For-Sale

Due after five years through ten years
Due after ten years Mortgage-backed securities

| Fair <br> Value |
| :---: |
| $\$ 17,966,906$ |
| $81,415,434$ |
| $54,416,681$ |
| $\$ 153,799,021$ |


| Held-To-Maturity |  |  |
| :---: | :---: | :---: |
| Amortized |  |  |
| Cost |  | Fair |
| Basis |  | Value |
| \$ 0 | \$ | 0 |
| 0 |  | 0 |
| 74.931 |  | 74,818 |
| \$ 74,931 |  | 74,818 |

During 2006, proceeds from sales of available-for-sale securities amounted to $\$ 62,356,620$. Gross realized gains and gross realized losses on those sales amounted to $\$ 724,286$ and $\$ 206,960$, respectively. During 2005, proceeds from sales of available-for-sale securities amounted to $\$ 83,572,466$. Gross realized gains and gross realized losses on those salcs amounted to $\$ 1,427,881$ and $\$ 35,657$, respectively. During 2004, procecds from sales of available-for-sale securities amounted to $\$ 98,347,353$. Gross realized gains and gross realized losses on those sales amounted to $\$ 1,577,110$ and $\$ 87,205$, respectively. The tax provision applicable to these net realized gains amounted to $\$ 175,891$, $\$ 473,356$ and $\$ 580,318$, respectively. In 2005 , a write down of $\$ 182,500$ was recorded on an available-for-sale security as management had deemed this particular security to be other than temporarily impaired.

There were no securities of issuers whose aggregate carrying amount exceeded $10 \%$ of sharcholders' equity as of December 31, 2006.

Total carrying amounts of $\$ 55,251,654$ and $\$ 38,612,787$ of debt securitics were pledged to secure Federal Home Loan Bank advances, public deposits, treasury tax and loan and for other purposes as required by law as of December 31, 2006 and 2005, respectively.

The aggregate fair value and unrealized losses of securities that have been in a continuous unrealized loss position for less than twelve months and for twelve months or more, and are temporarily impaired, are as follows as of December 31, 2006:

|  | Less than 12 Months |  | 12 Months or Longer |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair <br> Value | Unrcalized Losses | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses |
| U.S. government agencies preferred stock | 0 | \$ 0 | \$ 2,512,100 | \$ 462,900 | \$ 2,512,100 | \$ 462,900 |
| Debl securities issued by the U.S. Treasury and other U. S. government corporations and agencics | 792,581 | 57,553 | 49,159,124 | 1,142,842 | 49,951,705 | 1,200,395 |
| Debt securities issued by states of the United States and political subdivisions of the statcs | 1,809,175 | 12,100 | 2,094,013 | 22,567 | 3,903,188 | 34,667 |
| Mortgage-backed securities | 13,486,446 | 54,270 | 27,940,134 | 824,390 | 41,426,580 | 878,660 |
| Total temporarily impaired securities | \$16,088,202 | \$ 123,923 | \$81,705,371 | \$2,452,699 | \$97,793,573 | \$2,576,622 |

Securities exhibiting unrealized losses are analyzed to determine that the impairments are not other-than-temporary and the following information is considered. U.S. Government securities are backed by the full faith and credit of the United States and therefore bear no credit risk. U.S. Government agencies sccurities, which have a significant impact in financial markets, have minimal credit risk. All investments maintain a credit rating of at least investment grade by one of the nationally recognized rating agencies. Mortgage-backed securities are issued by federal government agencies or by private issuers with minimum security ratings of AAA. The unrealized losses in the above table are attributable to changes in market interest rates. As Company management has the ability to hold securities until anticipated recovery to cost basis occurs, no declines are deemed to be other than temporary.

## NOTE 4 - LOANS

Loans consisted of the following as of December 31:

Commercial, financial and agricultural

| 2006 | 2005 |
| ---: | ---: |
| $16,464,762$ | $\$ 15,354,328$ |
| $21,169,024$ | $18,814,408$ |
| $145,394,844$ | $135,618,937$ |
| $50,859,332$ | $40,889,007$ |
| $8,815,789$ | $7,899,912$ |
| $12,000,000$ | 0 |
| 69,367 | 46,783 |
| $254,773,118$ | $218,623,375$ |
| 168,573 | 0 |
| $(3,143)$ | $(8,056)$ |
| $(2,474,118)$ | $(2,626,170)$ |
| $\$ 252,464,430$ | $\$ 215,989,149$ |

Certain directors and executive officers of the Company and companies in which they have significant ownership interest were customers of the Bank during 2006. Total loans to such persons and their companics amounted to $\$ 681,984$ as of December 31, 2006. During 2006, principal advances of $\$ 366,942$ were made and repayments totaled $\$ 411,177$.

Changes in the allowance for loan losses were as follows for the years ended December 31:

Balance at beginning of period
(Benefit) provision for loan losses
Recoveries of loans previously charged off
Loans charged off
Allowance related to business combination
Balance at end of period

| 2006 | 2005 | 2004 |
| ---: | ---: | ---: |
| $\$ 2,626,170$ | $\$ 2,511,546$ | $\$ 1,664,274$ |
| $(87,488)$ | 210,000 | 250,000 |
| 67,054 | 39,094 | 28,302 |
| $(131,618)$ | $(134,470)$ | $(69,742)$ |
| 0 | 0 | $\underline{638,712}$ |
|  | $\$ 2,626,170$ | $\$ 2,511,546$ |

The following table sets forth information regarding nonaccrual loans and accruing loans 90 days or more overdue as of December 31:

|  | 2006 | 2005 |
| :---: | :---: | :---: |
| Total nonaccrual loans | \$886,377 | \$693,726 |
| Accruing loans which are 90 days or more overdue | \$ 77.525 | \$ 78,663 |

Information about loans that meet the definition of an impaired loan in SFAS No. 114 is as follows as of December 31:

Loans for which there is a related allowance for credit losses

| 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: |
| Recorded | Related | Recorded | Related |
| Investment | Allowance | Investment | Allowance |
| In Impaired | For Credit | In Impaired | For Credit |
| Loans | Losses | Loans | Losses |
| \$ 0 | \$0 | \$ 0 | \$0 |
| 0 | $\underline{0}$ | 0 | 0 |
| \$ 0 | \$0 | \$ 0 | \$0 |
| \$ 0 |  | \$73,133 |  |

Related amount of interest incomc recognized during the time, in the year ended December 31, that the loans were impaired

$$
\begin{array}{lll}
\begin{array}{l}
\text { Total recognized } \\
\text { Amount recognized using a cash-basis method of } \\
\text { accounting }
\end{array} & \underline{\$} \quad \underline{0} & \underline{\$ 6,665} \\
& \underline{\$} \quad 0 & \underline{\$ 6,665}
\end{array}
$$

In 2006, 2005 and 2004 the Bank capitalized mortgage servicing rights totaling $\$ 147,353, \$ 73,849$ and $\$ 112,187$, respectively, and amortized $\$ 225,732, \$ 164,178$ and $\$ 66,019$, respectively. The balance of capitalized mortgage servicing rights included in other assets at December 31, 2006 and 2005 was $\$ 336,185$ and $\$ 414,900$, respectively. On September 10, 2004 the Bank acquired mortgage servicing rights of $\$ 392,256$, exclusive of $\$ 2,388$ in valuation allowance, through the acquisition of Canaan National Bancorp, Inc.

Following is an analysis of the aggregatc changes in the valuation allowance for mortgage servicing rights for the years ended December 31:

Balance, beginning of year

| $\frac{2006}{\$ 1,115}$ | $\$ 2005$ |
| :---: | :---: |
| 19,392 | 1,973 |
| $(19,056)$ | $(2,977$ |
| $\$ 1,451$ | $\$ 1, \underline{115})$ |

Reductions
Balance, and of year
\$ 1,451
$\$ 1,115$
The fair value of the mortgage servicing rights was $\$ 671,145$ and $\$ 525,209$ as of December 31, 2006 and 2005, respectively.

Loans serviced for others are not included in the accompanying consolidated balance shects. The unpaid principal balance of mortgage and other loans serviced for others was $\$ 49,117,195$ and $\$ 49,567,721$ at December 31, 2006 and 2005 , respectively.

## NOTE 5 - PREMISES AND EQUIPMENT

The following is a summary of premises and equipment as of December 31:

## Land

| 2006 |  | 2005 |
| ---: | ---: | ---: |
| $\$ 775,844$ |  | $\$ 775,844$ |
| $5,721,601$ |  | $5,629,513$ |
| $2,786,494$ |  | $2,696,510$ |
| $9,283,939$ |  | $9,101,867$ |
| $(3,148,393)$ |  | $(2,649,888)$ |
| $\$ 6,135,546$ |  | $\$ 6,451,979$ |

## NOTE 6 - DEPOSITS

The aggregate amount of time deposit accounts in denominations of $\$ 100,000$ or more as of December 31,2006 and 2005 was $\$ 55,315,326$ and $\$ 27,662,727$, respectively.

The aggregate amount of brokered time deposits as of December 31,2006 and 2005 was $\$ 19,538,000$ and $\$ 0$, respectively. Brokered time deposits are not included in time deposit accounts in denominations of $\$ 100,000$ or more above.

For time deposits as of December 31, 2006, the scheduled maturities for years ended December 31 are as follows:

| 2007 | $\$ 98,395,827$ |
| :--- | ---: |
| 2008 | $10,090,092$ |
| 2009 | $2,606,025$ |
| 2010 | $2,105,190$ |
| 2011 | $7,164,220$ |
|  | $\underline{\$ 120,361,354}$ |

Certain directors and executive officers of the Company and companies in which they have a significant ownership interest were customers of the Bank during 2006. Total deposits of such persons and their companies amounted to $\$ 1,372,156$ and $\$ 1,739,823$ as of December 31,2006 and 2005, respectively.

## NOTE 7 - FEDERAL HOME LOAN BANK ADVANCES

Advances consist of funds borrowed from the Federal Home Loan Bank of Boston (FHLB).
Maturities of advances from the FHLB for the five fiscal ycars ending after Dccember 31, 2006, and thereafter, are summarized as follows:

| 2007 | $\$ 16,589,044$ |
| :--- | ---: |
| 2008 | $11,577,699$ |
| 2009 | $1,320,213$ |
| 2010 | $21,202,309$ |
| 2011 | $10,794,029$ |
| Thereafter | $25,295,450$ |
| Fair valuc adjustment | 314,658 |
|  | $\underline{\$ 87,093,402}$ |

As of December 31, 2006, the following advances from the FHLB were redeemable at par at the option of the FHLB:

> | MATURITY DATE |
| :---: |
| $1 / 25 / 2010$ |
| $4 / 27 / 2009$ |
| $4 / 27 / 2009$ |
| $2 / 8 / 2010$ |
| $2 / 28 / 2011$ |
| $12 / 15 / 2010$ |
| $12 / 16 / 2013$ |
| $12 / 20 / 2010$ |
| $3 / 1 / 2011$ |
| $12 / 12 / 2016$ |

| AMOUNT |
| ---: |
| $\$ 19,000,000$ |
| 500,000 |
| 500,000 |
| 600,000 |
| $10,000,000$ |
| 800,000 |
| $10,000,000$ |
| 500,000 |
| 500,000 |
| $15,000,000$ |

The advances also include $\$ 400,000$ borrowed in 2002 at $4.37 \%$ which is a Knock-out Advance with a Strike Rate of $7 \%$. If the three month LIBOR rate exceeds the Strike Rate of $7 \%$ on January 8, 2007 and quarterly thereafter, the FHLB will require that this borrowing become duc immediately upon the Strike Date as defined in the contract. As of December 31, 2006, the three month LIBOR was 5.36\%. The maturity date is April 9, 2007.

Amortizing advances are being repaid in equal monthly payments and are being amortized from the date of the advance to the maturity date on a direct reduction basis.

Borrowings from the FHLB are secured by a blanket lien on qualified collateral, consisting primarily of loans with first mortgages secured by one to four family properties, certain unencumbered investment securitics and other qualified assets.

At December 31, 2006, the intercst rates on FHLB advances ranged from 2.66 percent to 6.30 percent. At December 31, 2006, the weighted average interest rate on FHLB advances was 4.97 percent.

## NOTE 8 - EMPLOYEE BENEFITS

The Bank has an insured noncontributory defined benefit retirement plan available to employees eligible as to age and length of service. Benefits are based on a covered employee's final average compensation, primary social security benelit and credited service. The Bank makes annual contributions which meet the Employee Retirement Income Security Act minimum funding requirements.

In 2006 the plan was amended, effective September 1, 2006, to provide that employees hired or rehired on or after September l, 2006 are not eligible to participate in the plan.

The following tables set forth information about the plan as of December 31 and the years then ended, using a measurement date of December 31:

|  | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
| Change in projected benefit obligation: |  |  |  |
| Benefit obligation at beginning of year | \$ 5,495,706 | \$4,108,971 | \$2,762,015 |
| Adjustment | 0 | 0 | 960,236 |
| Actuarial (gain) loss | $(128,601)$ | 783,390 | $(12,650)$ |
| Service cost | 430,035 | 466,570 | 259,513 |
| Interest cost | 318,310 | 290,825 | 220,533 |
| Benefits paid | (87,521) | (154,050) | $(80,676)$ |
| Benefit obligation at end of year | 6,027,929 | 5,495,706 | 4,108,971 |
| Change in plan assets: |  |  |  |
| Plan assets at estimated fair value at beginning of year | 3,370,954 | 2,839,515 | 1,787,563 |
| Actual return on plan assets | 392,231 | 94,489 | 140,306 |
| Contributions | 1,341,000 | 591,000 | 992,322 |
| Benefits paid | (87,521) | (154,050) | $(80,676)$ |
| Fair value of plan assets at end of year | 5,016,664 | 3,370,954 | 2,839,515 |
| Funded status | (1,011,265) | $(2,124,752)$ | $(1,269,456)$ |
| Unrecognized net loss | N/A | 2,330,482 | 1,503,149 |
| Unrecognized prior service cost | N/A | 2,696 | 3,589 |
| Unamortized net obligation existing at date of adoption of |  |  |  |
| Additional minimum liability | N/A | $(448,005)$ | 0 |
| (Funded status) (accrued) prepaid benefit cost, respectively, included in the balance sheet | \$(1,011,265) | \$ (239,579) | \$ 240,053 |

Amounts recognized in accumulated other comprehensive loss, before tax effect, consist of:
Dccember 31,2006
Unrecognized net loss
$\$ 2,016,054$
Unrecognized prior service cost
$\$ 2,017,857$
The $\$ 960,236$ adjustment made to the 2004 beginning of year projected benefit obligation is a result of a change in calculation methodology from the prior actuary to the current actuary, hired by the Bank in April 2004, including the effect of reflecting salary increases in the determination of liabilities. The adjustment also includes liability gains and losses due to demographic experience. Net periodic cost for the year ended December 31, 2004 of $\$ 490,190$ includes additional amortization of the transition obligation and additional amortization of prior service cost in the amounts of $\$ 46,921$ and $\$ 89,172$, respectively, as a result of this adjustment. Net income for the year ended December 31, 2004 was reduced by $\$ 83,085$, net of tax benefit of $\$ 53,008$, related to this adjustment.

The following table illustrates the incremental effect of applying SFAS No. 158 on individual line items in the balance sheet as of December 31, 2006.
$\left.\begin{array}{lccr} & \begin{array}{c}\text { Before } \\ \text { Application }\end{array} & & \begin{array}{c}\text { After } \\ \text { Application } \\ \text { of }\end{array} \\ \text { of }\end{array}\right)$

The accumulated benefit obligation for the plan was $\$ 4,179,551$ and $\$ 3,610,533$ at December 31,2006 and 2005, respectively.

Amounts recognized in the balance sheets as of December 31, 2005 consist of:
Accrued bencfit cost
\$ $(239,579)$
Additional minimum liability $(448,005)$
Intangible asset
2,696
Accumulated other comprehensive loss
Net amount recognized
_ 445,309
$\$(239,579)$
The discount rate used in determining the actuarial present value of the projected benefit obligation was $6.0 \%$ for 2006 and 2005. The rate of increase in future compensation levels was based on the following graded table for 2006 and 2005:

| AGE | $\underline{\text { RATE }}$ |
| :--- | :--- |
| 25 | $4.75 \%$ |
| 35 | $4.25 \%$ |
| 45 | $3.75 \%$ |
| 55 | $3.25 \%$ |
| 65 | $3.00 \%$ |

Components of net periodic cost are as follows for the years ended December 31:

|  | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
| Service cost | \$430,035 | \$466,570 | \$259,513 |
| Interest cost on benelit obligation | 318,310 | 290,825 | 220,533 |
| Expected return on assets | $(295,598)$ | $(236,062)$ | $(196,448)$ |
| Amortization of transition obligation | 0 | 2,771 | 55,593 |
| Amortization of prior service cost | 893 | 893 | 90,064 |
| Recognized net loss | 89,194 | 97,630 | 60,935 |
| Net periodic bencfit cost | 542,834 | 622,627 | 490,190 |
| Other changes in plan assets and bencfit obligations recognized in other comprehensive loss: |  |  |  |
| Net actuarial loss | 2,016,054 | 0 | 0 |
| Prior service cost | 1,803 | 0 | 0 |
| Total recognized in other comprehensive loss | 2,017,857 | 0 | 0 |
| Total recognized in net periodic cost and other comprchensive loss | \$2,560,691 | \$622,627 | \$490,190 |

The estimated net loss and prior service cost that will be amortized from accumulated other comprehensive loss into net periodic benefit cost over the ycar ended December 31, 2007 are $\$ 77,101$ and $\$ 893$, respectively.

The discount rate used to determine the net periodic bencfit cost was $6.00 \%$ for 2006,2005 and 2004; and the expected return on plan assets was $7.50 \%$ for 2006 and $7.50 \%$ for 2005 and $7.25 \%$ for 2004 .

The graded table was also used for the rate of compensation increase in determining the net periodic benefit cost in 2006, 2005 and 2004.

Pension cxpense is calculated based upon a number of actuarial assumptions, including an expected long-term rate of return on pension plan assets of $7.50 \%$ for 2006 . In developing the expected long-term rate of return assumption, asset class return expectations were evaluated as well as long-term inflation assumptions, and historical returns based on the current target asset allocations of $60 \%$ equity and $40 \%$ fixed income. The Bank regularly reviews the asset allocations and periodically rebalances investments when considered appropriate. While all future forecasting contains some level of estimation error, the Bank believes that $7.50 \%$ falls within a range of reasonable long-term rate of return expectations for pension plan assets. The Bank will continue to evaluate the actuarial assumptions, including expected rate of return, at least annually, and will adjust as necessary.

Plan Assets:
The pension plan investments are co-managed by the Trust and Investment Services division of the Bank and Bradley Foster and Sargent, Inc. The investments in the plan are reviewed and approved by the Trust Committee. The asset allocation of the plan is a balanced allocation. Debt securities are timed to mature when employees are due to retire. Debt securities are laddered for coupon and maturity. Equities are put in the plan to achieve a balanced allocation and to provide growth of the principal portion of the plan and to provide diversification. The Trust Committee reviews the policies of the plan. The prudent investor rule and applicable ERISA regulations apply to the management of the funds and investment selections.

The Bank's pension plan asset allocations by asset category are as follows:

| Asset Category |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Fair Value | Percent | Fair Value | Percent |
| Equity securities | \$2,537,994 | 50.6\% | \$ 987,888 | 29.4\% |
| U.S. Government treasury and agency securities | 1,480,289 | 29.5 | 1,319,226 | 39.1 |
| Corporate bonds | 23,040 | 0.5 | 23,632 | 0.7 |
| Mutual funds | 200,503 | 4.0 | 583,354 | 17.3 |
| Money market mutual funds | 672,228 | 13.4 | 344,620 | 10.2 |
| Certificates of deposit | 102,610 | 2.0 | 112,234 | 3.3 |
| Total | \$5,016,664 | 100.0\% | \$3,370.954 | 100.0\% |

There were no securities of the Bancorp and related parties included in plan assets as of December 31, 2006 and 2005.
Based on current data and assumptions, the following benefits are expected to be paid for each of the following five ycars and, in the aggregate, the five years thereafter:

| 2007 | $\$ 171,000$ |
| :--- | ---: |
| 2008 | 90,000 |
| 2009 | 123,000 |
| 2010 | 205,000 |
| 2011 | 195,000 |
| $2012-2016$ | $4,260,000$ |

The Bank expects to make a contribution of $\$ 670,000$ in 2007.
The Bank adopted a 401(k) Plan effective in 2000. Under the Plan eligible participants may contribute a percentage of their pay, subject to IRS limitations. The Bank may make discretionary contributions to the Plan. The Bank's contribution expense in the years ended December 31, 2006, 2005 and 2004 amounted to approximately $\$ 93,000$, $\$ 91,212$ and $\$ 60,000$, respectively. Discretionary contributions vest in full after five years.

In 2006 the $401(\mathrm{k})$ Plan was amended, effective September 1, 2006, to provide that employces hired or rehired after September 1, 2006 are not eligible to participate in the plan. The Company will be establishing, not later than September 1,2007, a second $401(\mathrm{k})$ Plan to provide a discretionary match to employees hired or rehired, on or after September 1,2006 who satisfy certain eligibility requirements.

Fourteen of the Bank's officers have a change in control agreement ("agrcement") with the Bank. The agreements provide that if, within twelve (12) months after a "change-in-control" has occurred, the officer's employment terminates or is reassigned under defined circumstances, then the Bank and/or its successor shall pay the officer a lump sum amount equal to the officer's most recent aggregate base salary paid in the twelve (12) month period immediately preceding his or her termination or reassignment less amounts previously paid from the date of "change in control."

## NOTE 9 - INCOME TAXES

The components of income tax expense are as follows for the ycars cnded December 31:


The reasons for the differences between the statutory federal income tax rate and the effective tax rates are summarized as follows for the years cnded December 31:

| marizod | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
|  | \% of | \% of | \% of |
|  | Income | Income | Income |
| Federal income tax at statutory rate | 34.0\% | 34.0\% | 34.0\% |
| Increase (decrease) in tax resulting from: |  |  |  |
| Tax-exempt income | (13.6) | (15.8) | (18.2) |
| Other items | 1.2 | (.3) | 0.2 |
| State tax, net of federal tax benefit | 0.6 | 0.7 | 0.2 |
| Change in valuation allowance | 3.1 | 1.0 | 0.0 |
| Effective tax rates | 25.3\% | 19.6\% | 16.2\% |

The Company had gross deferred tax assets and gross deferred tax liabilities as follows as of December 31:

|  | 2006 | 2005 |
| :---: | :---: | :---: |
| Deferred tax assets: |  |  |
| Allowance for loan losses | \$ 619,233 | \$ 704,341 |
| Interest on non-performing loans | 15,402 | 8,385 |
| Accrued deferred compensation | 26,288 | 22,429 |
| Post-retirement benefits | 22,440 | 27,880 |
| Other real estate owned property writedown | 22,101 | 22,101 |
| Capital loss carryforward | 398,191 | 89,250 |
| Mark to market purchase accounting adjustments | 8,373 | 323,515 |
| Preferred stock amortization | 0 | 3,991 |
| SFAS No. 158 pension liability | 686,071 | 0 |
| Minimum pension liability | 0 | 151,405 |
| Net unrealized holding loss on available-for-sale securities | 613,197 | 1,339,834 |
| Gross deferred tax assets | 2,411,296 | 2,693,13] |
| Valuation allowance | (260,166) | $(81,600)$ |
|  | 2,151,130 | 2,611,531 |
| Deferred tax liabilities: |  |  |
| Deferred loan costs, net | $(57,315)$ | 0 |
| Core deposit intangible asset | $(646,483)$ | $(633,725)$ |
| Accelerated depreciation | $(985,152)$ | $(998,515)$ |
| Discount accretion | 0 | (189) |
| Mortgage servicing rights | $(114,304)$ | $(141,067)$ |
| Prepaid pension | ( 342,241 ) | (244,011) |
| Gross deferred tax liabilities | (2,145,495) | (2,017,507) |
| Net deferred tax asset | \$ 5,635 | \$ 594,024 |

A valuation allowance is provided when it is more likely than not that some portion of the gross deferred tax asset will not be realized. Management has determined that certain deferred tax assets require a valuation allowance.

As of December 31, 2006, the Company had no operating loss and tax credit carryovers for tax purposes.

## NOTE 10 - COMMITMENTS AND CONTINGENT LIABILITIES

The Bank entered into an agreement with a third party in which the third party is to provide the Bank with account processing services and other miscellaneous services. Under the agreement, the Bank is obligated to pay monthly processing fces through August 5, 2010. In the event the Bank chooses to cancel the agreement prior to the end of the contract term a lump sum termination fee will have to be paid. The fee shall be calculated as the average monthly billing, exclusive of pass through costs for the past twelve months, multiplied by the number of months and any portion of a month remaining in the contract term.

## NOTE 11-FINANCIAL INSTRUMENTS

The Bank is a party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments include commitments to originate loans, standby letters of credit and unadvanced funds on loans. The instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the balance sheets. The contract amounts of those instruments reflect the extent of involvement the Bank has in particular classes of financial instruments.

The Bank's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for loan commitments and standby letters of credit is represented by the contractual amounts of those instruments. The Bank uscs the same credit policies in making commitments and conditional obligations as it does for on-balance sheet instruments.

Commitments to originate loans are agreements to lend to a customer provided there is no violation of any condition established in the contract. Commitments gencrally have fixed expiration dates or other termination clauses and may require payment of a fec. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Bank evaluates each customer's creditworthiness on a casc-by-case basis. The amount of collateral obtained, if deemed necessary by the Bank upon extension of credit, is based on management's credit evaluation of the borrower. Collateral held varies, but may include secured interests in mortgages, accounts receivable, inventory, property, plant and equipment and income producing properties.

Standby letters of credit are conditional commitments issued by the Bank to guarantee the performance by a customer to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. As of December 31, 2006 and 2005, the maximum potential amount of the Bank's obligation was $\$ 12,800$ and $\$ 21,900$, respectively, for financial and standby letters of credit. The Bank's outstanding letters of credit gencrally have a term of less than one year. If a letter of credit is drawn upon, the Bank may scek recourse through the customer's underlying line of credit. If the customer's line of credit is also in default, the Bank may take possession of the collateral, if any, securing the line of credit.

The estimated fair values of the Bank's financial instruments, all of which are held or issued for purposes other than trading, are as follows as of December 31:

Financial assets:
Cash and cash cquivalents
Available-for-sale securitics
Held-10-maturity securities
Federal Home Loan Bank stock
Loans held-for-sale
Loans, net
$\Lambda$ ccrued interest receivable

\$ $11,757,183$
156,492,547
74,931
4,663,700
304,000
252,464,430
2,483,547
\$ 11,757,183
156,492,547
74,818
4,663,700
307,071
250,312,089
2,483,547

| 2005 |  |
| :---: | :---: |
| Carrying <br> Amount | Fair Value |
| \$ 10,204,375 | \$ 10,204,375 |
| 145,608,297 | 145,608,297 |
| 146,856 | 147,202 |
| 5,413,200 | 5,413,200 |
| 0 | 0 |
| 215,989,149 | 215,652,000 |
| 2,362,924 | 2,362,924 |

Financial liabilities:
Deposits FHLB advances Due to broker

\$ 313,586,281 \$ 313,560,974 87,093,402 1,579,611 87,478,836 1,579,611

$\begin{array}{rr}\$ 287,271,202 & \$ 287,598,000 \\ 71,015,614 & 71,362,000\end{array}$

| Carrying | Fair |
| :--- | :--- |
| Amount |  |
|  | Value |

The carrying amounts of financial instruments shown in the above table are included in the consolidated balance sheets under the indicated captions. Accounting policies related to financial instruments are described in Note 2.

The amounts of financial instrument liabilities with off-balance sheet credit risk are as follows as of December 31:

|  | 2006 | -2005 |
| :--- | ---: | ---: |
| Commitments to originate loans | $\$ 10,540,525$ | $\$ 3,242,137$ |
| Standby letters of credit | 12,800 | 21,900 |
| Unadvanced portions of loans: | $26,599,791$ | $24,847,998$ |
| $\quad$ Home equity | $8,642,393$ | $8,495,283$ |
| Commercial lines of credit | $7,322,201$ | $4,521,483$ |
| Construction | $\underline{6,928,313}$ | $\underline{6,837,017}$ |
| Consumer | $\underline{\$ 60,046,023}$ | $\underline{\$ 47,265,818}$ |

There is no material difference between the notional amounts and the estimated fair values of the off-balance sheet liabilities.

## NOTE 12 - SIGNIFICANT GROUP CONCENTRATIONS OF CREDIT RISK

Most of the Bank's business activity is with customers located in northwestern Connecticut and nearby New York and Massachusetts towns. There are no concentrations of credit to borrowers that have similar economic characteristics. The majority of the Bank's loan portfolio is comprised of loans collateralized by real estate located in northwestern Connecticut and nearby New York and Massachusetts towns.

## NOTE 13 - REGULATORY MATTERS

Bancorp and its subsidiary the Bank are subject to various regulatory capital requirements administered by the federal banking agencics. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Company's and the Bank's financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and the Bank must meet specific capital guidelines that involve quantitative measures of their assets, liabilities and certain off-balance-sheet items as calculated under regulatory accounting practiccs. Their capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Company and the Bank to maintain minimum amounts and ratios (set forth in the table below) of total and Tier 1 capital (as delined in the regulations) to risk-weighted assets (as defined), and of Tier I capital (as deíned) to average assets (as defined). Management believes, as of December 31, 2006 and 2005, that the Company and the Bank meet all capital adequacy requirements to which they are subject.

As of December 31, 2006, the most recent notification from the Fedcral Deposit Insurance Corporation categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized the Bank must maintain minimum total risk-based, Tier 1 risk-based and Tier 1 levcrage ratios as set forth in the table. The Company's and the Bank's actual capital amounts and ratios are also presented in the table.
There are no conditions or events since that notification that management believes have changed the Bank's category.


The declaration of cash dividends is dependent on a number of factors, including regulatory limitations, and the Company's operating results and financial condition. The stockholders of Bancorp will be entitled to dividends only when, and if, declared by the Bancorp's Board of Directors out of funds legally available therefore. The declaration of future dividends will be subject to favorable operating results, financial conditions, tax considerations, and other factors.

Under Connecticut law, the Bank may pay dividends only out of net profits. The Connecticut Banking Commissioner's approval is required for dividend payments which exceed the current year's net profits and retained net profits from the preceding two years. As of December 31, 2006, the Bank may declare dividends to Bancorp in an amount not to exceed $\$ 1,797,009$.

## NOTE 14 - DIRECTORS STOCK RETAINER PLAN

At the 2001 annual meeting the shareholders of Bancorp voted to approve the "Directors Stock Retainer Plan of Salisbury Bancorp, Inc." (the "Plan"). This Plan provides non-employee directors of the Company with shares of restricted stock of Bancorp as a component of their compensation for services as directors. The maximum number of shares of stock that may be issued pursuant to the Plan is 15,000 . The first grant date under this Plan preceded the 2002 annual meeting of stockholders. Each director whose term of office begins with or continues after the date the Plan was approved by the stockholders is issued an "annual stock retainer" consisting of 120 shares of" fully vested restricted common stock of Bancorp. In 2006, 2005 and 2004, 840,940 and 840 shares, respectively, were issued under the Plan and the related compensation expense amounted to $\$ 31,920, \$ 36,566$ and $\$ 31,836$, respectively.

## NOTE 15 - MERGER AND ACQUISITIONS

On October 3, 2006 the Bank entered into a Purchase and Assumption Agreement with New York Community Bank to acquire certain assets and liabilitics of a small branch of New York Community Bank. Management expects the transaction to be completed in the second quarter of 2007.

On September 10, 2004, Canaan National Bancorp, Inc. ("Canaan National") merged (the "Merger") with and into the Company. Under the terms of the Merger, the shareholders of Canaan National received a total of $\$ 6,020,163$ in cash and 257,483 shares of Bancorp common stock in exchange for all shares of Canaan National Bancorp, Inc. stock. The value of the 257,483 shares issued was $\$ 10,698,418$ and was determined based on the September 10 , 2004 closing market price of $\$ 41.55$ of Bancorp's common stock.

The Merger was accounted for using the purchase method of accounting. Accordingly, the assets acquired and liabilities assumed have been recorded by the Company at their fair values at the consummation date. During the appraisal process, an identifiable intangible asset of $\$ 1,191,279$ was calculated and is being amortized to expense over a period of 12 years. Goodwill recorded totaled $\$ 7,151,421$ and will be analyzed for impairment on at least an annual basis. Financial statement amounts for Canaan National are included in the Company's consolidated financial statements beginning on the acquisition date. A summary of net assets acquired is included in the supplemental disclosures in the cash flow statement.

The following (unaudited) pro forma consolidated results of operations have been prepared as if the acquisition of Canaan National had occurred at January 1, 2004 :

|  | Year Ended <br> Gross revenues |
| :--- | :---: |
| December 31,2004 |  |
| Net income | $\$ 25,291,875$ |
| Neome per share | $\$ 4,870,000$ |

The pro forma information is presented for informational purposes only and is not necessarily indicative of the results of operations that actually would have been achieved had the acquisition been consummated as of that time, nor is it intended to be a projection of future results.

## NOTE 16-GOODWILL AND INTANGIBLE ASSETS

The Company's assets as of December 31, 2006 and 2005 include goodwill of $\$ 2,357,884$ relating to the purchase of a branch of a bank in 2001 and $\$ 7,151,421$ of additional goodwill from the merger with Canaan National Bancorp, Inc. in 2004. Goodwill recognized in the 2004 merger is not deductible for tax purposes.

The Company evaluated its goodwill as of December 31, 2006 and 2005 and found no impairment.
A summary of acquired amortizing intangible assets is as follows:

|  | As of December 31, 2006 |  |  |
| :---: | :---: | :---: | :---: |
|  | Gross Carrying Amount | Accumulated <br> Amortization | Net Carrying Amount |
| Core deposit intangible-branch purchase | \$ 888,606 | \$ 361,709 | \$ 526,897 |
| Core deposit intangible-Canaan National merger | 1,191,279 | 224,677 | 966,602 |
| Total | \$2,079,885 | \$586,386 | \$1,493,499 |
|  | As of December 31, 2005 |  |  |
|  | Gross <br> Carrying <br> Amount | Accumulated Amortization | Net Carrying Amount |
| Core deposit intangible-branch purchase | \$ 888,606 | \$293,354 | \$ 595,252 |
| Core deposit intangible-Canaan National merger | 1,191,279 | 128,816 | 1,062,463 |
| Total | \$2,079,885 | \$422,170 | \$1,657,715 |

Aggregate amortization expense was $\$ 164,216, \$ 164,416$ and $\$ 101,109$ in 2006,2005 and 2004 , respectively. Amortization is being calculated on a straight-line basis.

Estimated amortization expense for each of the five ycars succeeding 2006 is as follows:

| 2007 | $\$ 164,216$ |
| :--- | ---: |
| 2008 | 164,216 |
| 2009 | 164,216 |
| 2010 | 164,216 |
| 2011 | $\underline{164,216}$ |
|  | $\underline{\$ 821,080}$ |

## NOTE 17 - RECLASSIFICATION

Certain amounts in the prior years have been reclassified to be consistent with the current year's statement presentation.

## NOTE 18 - PARENT COMPANY ONLY FINANCIAL STATEMENTS

The following condensed financial statements are for Salisbury Bancorp, Inc. (Parent Company Only) and should be read in conjunction with the Consolidated Financial Statements of Salisbury Bancorp, Inc. and Subsidiary.

## SALISBURY BANCORP, INC.

(Parent Company Only)

## BALANCE SHEETS

December 31, 2006 and 2005

## ASSETS

Money market mutual funds
Cash in Salisbury Bank and Trust Company Cash and cash equivalents
Investment in subsidiary
Other assets
Total asscts

| 2006 | 2005 |
| ---: | ---: |
| $\$ 1,199,881$ | $\$ 1,119,724$ |
| $-2,494$ | $-1,119,724$ |
| $1,202,375$ | $40,741,857$ |
| $43,579,224$ | 1,577 |
| $\$ 44,469$ |  |
| $\$ 41,863,158$ |  |

$\$ \quad 437,887$
437.887

44,349.181
$\$ 44,787,068$
$\$ \quad 420,835$
420,835
41,442,323
$\$ 41,863,158$

## STATEMENTS OF INCOME

Years Ended December 31, 2006, 2005 and 2004

Dividend income from subsidiary
Taxable interest on securities

## Legal expense

Supplies and printing
Other expense
Income before income tax benefit and equity in undistributed (distributed) net income of subsidiary
Income tax bencfit
Income before cquity in undistributed (distributed) net income of subsidiary
Equity in undistributed (distributed) net income of subsidiary Net income
2006
$\$ 1,800,000$

| 34,435 |
| ---: |
| $1,834,435$ |


| 2005 |
| ---: |
| $\$ 1,780,000$ |
| $-\quad 24,068$ |
| $1,804,068$ |


| 2004 |
| ---: |
| $\$ 7,510,000$ |
| $-4,375$ |
| $7,514,375$ |

3,503
37,517
51,004

1,783,431

- $(5,469)$

1,788,900
2,464,718
\$4,253,618

10,500
2,042
0
1,632

- 27,559

29,191

1,774,877
$(1,577)$

1,776,454
7,483,313
2,784,887
$\$ 4,561,341$
(3,464,371)

## SALISBURY BANCORP, INC.

(Parent Company Only)

## STATEMENTS OF CASH FLOWS

Years Ended December 31, 2006, 2005 and 2004

|  | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |
| Net income | \$4,253,618 | \$4,561,341 | \$4,018,942 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Equity in (undistributed) distributed net income of subsidiary | $(2,464,718)$ | (2,784,887) | 3,464,371 |
| (Increase) decrease in taxes receivable | $(3,892)$ | 4,070 | $(5,647)$ |
| Decrease in due from subsidiary | 0 | 0 | 33,000 |
| Decrease in other assets | 0 | 29,837 | 189,807 |
| Decrease in other liabilities | 0 | $(3,677)$ | $(78,323)$ |
| Issuance of shares for Directors' fees | 31,920 | 36,566 | 31,836 |
| Net cash provided by operating activities | 1,816,928 | -1,843,250 | 7,653,986 |
| Cash flows from investing activities: |  |  |  |
| Cash paid to Canaan National Bancorp, Inc. shareholders | 0 | 0 | $(6,020,163)$ |
| Cash and cash equivalents acquired from Canaan National Bancorp, Inc., net of expenses paid of $\$ 309,419$ | 0 | 0 | 222,868 |
| Net cash used in investing activities | 0 | 0 | (5,797,295) |
| Cash flows from financing activities: |  |  |  |
| Dividends paid | (1,734,277) | (1,666,046) | $(1,415,074)$ |
| Net cash used in financing activities | (1,734,277) | (1,666,046) | (1,415,074) |
| Net increase in cash and cash equivalents | 82,651 | 177,204 | 441,617 |
| Cash and cash equivalents at beginning of year | 1,119,724 | 942,520 | 500,903 |
| Cash and cash equivalents at end of ycar | \$1,202,375 | \$1,119,724 | \$ 942,520 |
| Supplemental disclosure: |  |  |  |
| Liability assumed in merger with Canaan National Bancorp, Inc. | \$ 0 | \$ 0 | \$ 82,000 |

## NOTE 19- QUARTERLY RESULTS OF OPERATIONS (UNAUDITED)

Summarized quarterly financial data for 2006 and 2005 follows:
(In thousands, except earnings per share)

2006 Quarters Ended $\qquad$
March 31 June 30 Sept. 30 Dec. 31

| $\$ 5,460$ | $\$ 5,789$ | $\$ 6,111$ | $\$ 6,369$ |
| ---: | ---: | ---: | ---: |
| $\underline{2,167}$ | $\underline{2,531}$ | $\underline{2,754}$ | $\underline{3,007}$ |
| 3,293 | 3,258 | 3,357 | 3,362 |
| 0 | 0 | 0 | $(87)$ |
| 1,026 | 1,001 | 1,213 | 1,344 |
| $\underline{2,837}$ | $\underline{2,992}$ | $\underline{3,101}$ | $\underline{3,315}$ |
| 1,482 | 1,267 | 1,469 | 1,478 |
| $\underline{335}$ | $\underline{261}$ | $\underline{309}$ | $\underline{537}$ |
| $\underline{\$ 1,147}$ | $\underline{\$ 1,006}$ | $\underline{\$ 1,160}$ | $\underline{\$ 241}$ |

$\$ 68$
\$. 60
\$ . 69 $\$ .56$
(In thousands, except carnings per share) 2005 Quarters Ended
March 31 June 30 Sept. 30 Dec. 31
Interest and dividend income
Intercst expense
Net interest and dividend income
Provision (bencfit) for loan losses
Other income
Other expense
Income before income taxes
Income tax expense
Net income
Earnings per common share

| $\$ 5,034$ | $\$ 5,069$ | $\$ 5,272$ | $\$ 5,441$ |
| ---: | ---: | ---: | ---: |
| 1,645 | $\underline{1,744}$ | $\underline{1,906}$ | 2,057 |
| 3,389 | 3,325 | 3,366 | 3,384 |
| 90 | 90 | 90 | $(60)$ |
| 1,389 | 1,226 | 1,275 | 975 |
| 3,026 | $\underline{2,965}$ | $\underline{3,068}$ | $\underline{3,385}$ |
| 1,662 | 1,496 | 1,483 | 1,034 |
| $\underline{333}$ | $\underline{188}$ | $\underline{352}$ | $\underline{241}$ |
| $\underline{\$ 1,329}$ | $\underline{\$ 1,308}$ | $\underline{\$ 1,131}$ | $\underline{\$ 193}$ |
| $\$ .79$ | $\underline{\$} .78$ | $\underline{\$} .67$ | $\underline{\$} .47$ |

## MARKET FOR REGISTRANT'S COMMON EOUITY RELATED SHAREHOLDER MATTERS AND ISSUER PURCHASES OF EOUITY SECURITIES

## (a) Market Information

The Company's common stock is traded on The American Stock Exchange under the symbol "SAL". The following table presents the high and low sales prices of the Company's common stock.

Range of Stock prices:

| High | $\mathbf{\$ 3 9 . 2 5}$ | $\mathbf{\$ 3 9 . 7 0}$ | $\mathbf{\$ 3 9 . 5 0}$ | $\mathbf{\$ 3 8 . 2 5}$ |
| :--- | :--- | :--- | :--- | :--- |
| Low | $\mathbf{\$ 3 7 . 5 0}$ | $\mathbf{\$ 3 7 . 5 0}$ | $\mathbf{\$ 3 5 . 5 0}$ | $\mathbf{\$ 3 6 . 5 0}$ |



## (b) Holders

There were approximately 733 holders of record of the common stock of the Company as of March 9,2007 . This number includes brokerage firms and other financial institutions which hold stock in their name, but which is actually owned by third parties.

## (c) Dividends

Dividends are currently declared four times a ycar, and the Company expects to follow such practices in the future. During the year 2006, the Company declared a cash dividend each quarter of $\$ .26$ per share. Dividends for the year 2006 totaled $\$ 1.04$ per share which compared to total dividends of $\$ 1.00$ that were declared in the year 2005. At their February 28, 2007 meeting, the Directors of the Company declared a cash dividend of $\$ .26$ per share for the first quarter of 2007 . The dividend will be paid on April 30, 2007 to shareholders of record as of March 30, 2007. Payments of all dividends are dependent upon the condition and carmings of the Company. The Company's ability to pay dividends is limited by the prudent banking principles applicable to all bank holding companies and by the provisions of Connceticut Corporate law, which provide that no distribution may be made by a company if, after giving it effect: (1) the company would not be able to pay its debts as they become due in the usual coursc of business or (2) the company's total assets would be less than the sum of its total liabilitics plus amounts needed to satisfy any preferred stock rights. The following table presents cash dividends declared per share for the last two years:

## Cash dividends

$\begin{array}{lllllllll}\text { declared } & \$ 0.26 & \$ 0.26 & \$ 0.26 & \$ 0.26 & \$ 0.25 & \$ 0.25 & \$ 0.25 & \$ 0.25\end{array}$


The dividends paid to shareholders of the Company are funded primarily from dividends received by the Company from the Bank. Reference should be made to Note 13 of the Consolidated Financial Statements for a description of restrictions on the ability of the Bank to pay dividends to the Company.

## SHAREHOLDER INFORMATION

## TRANSFER AGENT-REGISTRAR

For sharcholder inquirics concerning dividend checks, transferring ownership, address changes or lost or stolen stock certificates, please contact our transfer agent:

> Registrar and Transfer Company
> 10 Commerce Drive
> Cranford, New Jersey 07016
> $1-800-368-5948$

INDEPENDENT AUDITORS
Shatswell, MacLeod \& Company, P.C. 83 Pine Street
West Peabody, Massachusetts 01960-3635

## Stock Price Performance Graph

Set forth below is a line graph with an explanatory table comparing the yearly percentage change in the cumulative total stockholder return on the Company's Common Stock, based on the market price of the Company's Common Stock and assuming reinvestment of dividends, with the total return of the AMEX Major Market Index and the SNL Bank Index for Banks with total assets more than $\$ 250$ million and less than $\$ 500$ million. The calculation of total cumulative return assumes a $\$ 100$ investment in the Company's Common Stock and cach of the other indices on December 31, 2001.

## COMPARISON OF 5 YEAR CUMULATIVE TOTAL RETURN AMONG SALISBURY BANCORP, INC., THE AMEX MAJOR MARKET INDEX AND THE SNL \$250M-\$500M BANK INDEX



|  | As of |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Index | $\mathbf{1 2 / 3 1 / 0 1}$ | $\mathbf{1 2 / 3 1 / 0 2}$ | $\mathbf{1 2 / 3 1 / 0 3}$ | $\mathbf{1 2 / 3 1 / 0 4}$ | $\mathbf{1 2 / 3 1 / 0 5}$ | $\mathbf{1 2 / 3 1 / 0 6}$ |
| Salisbury Bancorp, Inc. | 100.00 | $\mathbf{1 2 6 . 9 6}$ | 184.34 | 211.08 | 189.20 | 192.39 |
| AMEX Major Market Index | 100.00 | 87.77 | 108.87 | 119.80 | 115.78 | 137.82 |
| SNL Bank \$250M-\$500M | 100.00 | 128.95 | 186.31 | 211.46 | 224.51 | 234.58 |

## CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

During the two (2) most recent fiscal ycars, the Company and the Bank have had no changes in or disagreements with its independent accountants on accounting and financial disclosure matters.

John F. Perotti
Chairman and Chief Executive Officer
Richard J. Cantele, Jr.
President and Chief Operating Officer
John F. Foley
Chief Financial Officer, Treasurer and Secretary
Lana J. Morrison
Assistant Secretary

OFFICERS OF SALISBURY BANK AND TRUST COMPANY

John F. Perotti
Chairman and Chief Executive Offerer
Richard J. Cantele, Jr.
President and Chief Operating Officer
John F. Foley
Chief Financial Officer and Treasurer
Gerard J. Baldwin
Executive Vice President, Commercial Lending
and New Business Development
Todd M. Clinton
Senior Vice President, Chief Technology and Compliance Officer
Diane Farrell
Senior Vice President, Marketing
Diane E.R. Johnstone
Senior Vice President and Trust Officer
Robcrta Reed
Senior Vice President, Business Development
Geoffrey A. Talcott
Senior Vice President and Chicf Lending Officer
Betsy A. Summerville
Senior Vice President, Retail Banking
Doug Cahill
Senior Human Resources Officer
Jonathan P. Blum
Vice President, Wealh Management
Joseph C. Law
Vice President, Loan Administration
Darrel S. L.ong
Vice President, Operations
Lana J. Morrison
Vice President and Secretary
Melanie K. Necly
Vice President, Finance
Sharon A. Pilz
Vice President and Trust Officer
Robert Wiseman
Vice President, Trust Operations

Robin L. Foley
Assistant Vice President, Loan Origination
Shelly L. Humeston
Assistant Vice President, Administration
Robert J. Lotz
Assistant Vice President, Finance
Karen S. Ralph
Assistant Vice President, Credit Administration
Amy Raymond
Assistant Vice President, Mortgage Origination
Spring J. Bagnall
Administrative Assistant, Retail Banking
Francis A. English
Commercial Loan Officer
Alton E. Golden
Retail Banking Officer
Michelc O. Hanlon
Mortgage Servicing Officer
Lisa D. Riley
Loan Servicing Officer
Marie E. Tighe
Information Iechnology Officer

THE BRANCH MANAGERS
Melissa A.S. Galm Branch Manager, Lakeville Office

Alice C. Kent
Branch Manager, Salisbury Office
Linda F. Decker
Branch Manager, Sharon Office and Assistant Treasurer
Betsy R. Devino
Branch Manager, Canaan Office and Retail Banking Officer

> Nancy S. Missaggia
> Branch Manager, Sheffield Office

Georgann B. Farnum
Branch Manager, South Egremont Office

SALISBURY BANCORP, INC. the holding company for

## SALISBURY BANK AND TRUSTCOMIANY <br> with offices in Lakeville, Salisbury, Sharon, and Canaan, Connecticut <br> Sheffield and South Egremont, Massachusetts

Telephone (860) 435-9801, (860) 364-0500 or (860) 824-5423
1-800-222-9801

SBT Link: 877-SBT-1212 (roll free), 824-8262 (local)
www.salisburybank.com


[^0]:    * Presented on a fully taxable equivalent ("FTE") basis

[^1]:    * Presented on a fully taxable equivalent ("F' FE ") basis

