X Quarterly report pursuant to Section 13 or 15 (d) of the Securities Exchange Act of 1934

$$
\text { For the quarter ended March 31, } 1995
$$

or
Transition report persuant to Section 13 or 15 (d) of the Securities Exchange Act of 1934

For the transition period from $\qquad$ to $\qquad$ Commission File Number 0-16123

Bethel Bancorp
(Exact name of registrant as specified in its charter)

> Maine
(State or other jurisdiction of
incorporation or organization)
489 Congress Street, Portland, Maine
(Address of principal executive offices)
(I.R.S. Employer Identification No.) 04101
(Address of principal executive offices)
(207) 772 - 8587

Registrant's telephone number, including area code
Not Applicable
Former name, former address and former fiscal year,if changed since last report.
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter periods that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes $X$ No

APPLICABLE ONLY TO ISSUERS INVOLVED IN BANKRUPTCY PROCEEDINGS DURING THE PRECEDING FIVE YEARS:

Indicate by check mark whether the registrant has filed all documents and reports required to be filed by Section 12, 13 or 15 (d) of the Securities Exchange Act of 1934 subsequent to the distribution of securities under a plan confirmed by a court.

## Not Applicable

## APPLICABLE ONLY TO CORPORATE ISSUERS

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Shares outstanding as of April 30, 1995: 547,502 of common stock, \$1.00 par value per share.

## BETHEL BANCORP AND SUBSIDIARIES

Consolidated Balance Sheets


## \$ 3,304,031

5, 061,143
52, 851
2,116,204

18,932, 804
2,550,000
215,454
167,055,893
323, 189
2,530,000
164,202,704

June 30, 1994

## \$ 2,480,913

8,855,592
173, 071
2,060,222

8, 020,108
2,345, 000
521, 458
158,819,218
358, 439
2,463, 000
155,997, 779

Bank premises and equipment, net
Real estate held for investment
Other real estate owned
Goodwill (net of accumulated amortization of $\$ 558,172$ at $3 / 31 / 95$ and $\$ 396,048$ at 6/30/94) Other assets

## Total Assets

Liabilities and Shareholders' Equity
Liabilities
Deposits
Repurchase Agreements
Advances from Federal Home Loan Bank
Notes payable
Other Liabilities

## Total Liabilities

Shareholders' Equity
Preferred stock, Series A, 45,454 shares issued and outstanding
Preferred stock, Series B, 71,428 shares issued and outstanding
Common stock, par value \$ 1, issued and outstanding, 547,400 shares at $3 / 31 / 95$ and 547,400 at 6/30/94
Additional paid in capital
Retained earnings

Net unrealized loss on available for sale securities

Total Shareholders' Equity
Total Liabilities and Shareholders' Equity

3,945, 071
\$ 149, 468, 192
2,425,603
36, 200, 000
2,137,695
1,714,907
191,946,397

999,988
999,992

547,400
4,640,968
9,990, 561
17,178,909
$(433,596)$
16,745,313
\$ 208,691,710
\$ 124,306,354
45,900, 000 2,520,206 2,117,565

174,844,125

999,988
999,992

547,400
4,640,968
9,006, 038
$16,194,386$
$(438,023)$
$15,756,363$
\$ 190,600, 488

|  | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1995 |  | 1994 |
| Interest and Dividend Income |  |  |  |  |
| Interest on fed funds \& interest bearing deposits | \$ | 93,657 | \$ | 52,873 |
| Interest on loans \& loans held for sale |  | 3,811,479 |  | 3,336,750 |
| Interest on investment securities \& available for sale securities |  | 393,563 |  | 126,793 |
| Dividend on Federal Home Loan Bank Stock |  | 45,271 |  | 43,232 |
| Total Interest Income |  | 4,343,970 |  | 3,559,648 |
| Interest Expense |  |  |  |  |
| Deposits |  | 1,410,184 |  | 1,053,807 |
| Repurchase agreements |  | 25,721 |  | -- |
| Other borrowings |  | 628,565 |  | 491,091 |
| Total Interest Expense |  | 2,064,470 |  | 1,544,898 |
| Net Interest Income |  | 2,279,500 |  | 2,014,750 |
| Provision for loan losses |  | 145,776 |  | 186,908 |
| Net Interest Income after Provision for Loan Losses |  | 2,133,724 |  | 1,827,842 |
| Other Income |  |  |  |  |
| Service charges |  | 248,119 |  | 214,184 |
| Available for sale securities gains (losses) |  | $(1,848)$ |  | 43,121 |
| Gain (Loss) on trading account |  | 151,910 |  | 94,795 |
| Other |  | 145,717 |  | 282,060 |
| Total Other Income |  | 543,898 |  | 634,160 |
| Other Expenses |  |  |  |  |
| Salaries and employee benefits |  | 1,003,890 |  | 942,283 |
| Net occupancy expense |  | 149,483 |  | 113,670 |
| Equipment expense |  | 190,717 |  | 144,651 |
| Goodwill amortization |  | 72,294 |  | 31,951 |
| Other |  | 614,482 |  | 646,331 |
| Total Other Expenses |  | 2,030,866 |  | 1,878,886 |
| Income Before Income Taxes |  | 646,756 |  | 583,116 |
| Income tax expense |  | 238,683 |  | 230,975 |
| Net Income | \$ | 408,073 | \$ | 352,141 |
| Earnings Per Share |  |  |  |  |
| Primary | \$ | 0.61 | \$ | 0.56 |
| Fully Diluted | \$ | 0.56 | \$ | 0.56 |


|  | Nine Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1995 |  | 1994 |
| Interest and Dividend Income |  |  |  |  |
| Interest on fed funds \& interest bearing deposits | \$ | 313,428 | \$ | 171,504 |
| Interest on loans \& loans held for sale |  | 11, 084,775 |  | 9,889,507 |
| Interest on investment securities \& available for sale securities |  | 859,340 |  | 303,781 |
| Dividend on Federal Home Loan Bank Stock |  | 148,188 |  | 113,346 |
| Total Interest Income |  | 12,405,731 |  | 10,478,138 |
| Interest Expense |  |  |  |  |
| Deposits |  | 3,864,227 |  | 3,379,508 |
| Repurchase agreements |  | 47,163 |  | -- |
| Other borrowings |  | 1,861,647 |  | 1,399,683 |
| Total Interest Expense |  | 5,773, 037 |  | 4,779,191 |
| Net Interest Income |  | 6,632,694 |  | 5,698,947 |
| Provision for loan losses |  | 494,590 |  | 724,337 |
| Net Interest Income after Provision for Loan Losses |  | 6,138,104 |  | 4,974,610 |
| Other Income |  |  |  |  |
| Service charges |  | 698,405 |  | 642,236 |
| Available for sale securities gains (losses) |  | 6,280 |  | 268,920 |
| Gain (Loss) on trading account |  | 375,732 |  | 82,472 |
| Other |  | 531,412 |  | 1,058,879 |
| Total Other Income |  | 1,611,829 |  | 2,052,507 |
| Other Expenses |  |  |  |  |
| Salaries and employee benefits |  | 2,873,541 |  | 2,636,117 |
| Net occupancy expense |  | 382,659 |  | 297,539 |
| Equipment expense |  | 508,121 |  | 393,591 |
| Goodwill amortization |  | 162,124 |  | 88,480 |
| Other |  | 1,896,899 |  | 2,014,978 |
| Total Other Expenses |  | 5,823,344 |  | 5,430,705 |
| Income Before Income Taxes and Cumulative |  |  |  |  |
| Income tax expense |  | 705,691 |  | 589, 003 |
| Income After Taxes and Before the Cumulative |  |  |  |  |
| Cumulative effect at July 1, 1993 of change in accounting for income taxes |  | - - |  | 260, 000 |
| Net Income | \$ | 1,220,898 | \$ | 1,267,409 |
| Earnings Per Share After Accounting Change |  |  |  |  |
| Fully Diluted | \$ | 1.67 | \$ | 2.06 |
| Earnings Per Share Before Accounting Change |  |  |  |  |
| Primary | \$ | 1.82 | \$ | 1.66 |
| Fully Diluted | \$ | 1.67 | \$ | 1.64 |


|  | Common Stock |  | $\begin{aligned} & \text { Preferred } \\ & \text { Stock } \end{aligned}$ |  | Additional Paid - In Capital |  |  | etained arnings |  | Net ealized s(Losses) vailable r Sale urities |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at June 30, 1993 | \$ | 542,400 | \$ | 999,988 | \$ | 4,589, 068 | \$ | 7,824,465 | \$ | 111,421 | \$ | 14, 067,342 |
| Net Income for Nine Months Ended March 31,1994 |  | - - |  | - - |  | - - |  | 1,267,409 |  | - - |  | 1,267,409 |
| Dividends Paid on Common Stock |  | -- |  | -- |  |  |  | $(130,197)$ |  | -- |  | $(130,197)$ |
| Dividends Paid on Preferred Stock |  | -- |  | -- |  | -- |  | $(69,998)$ |  | -- |  | $(69,998)$ |
| Stock Options Exercised |  | 5,000 |  | -- |  | 51,900 |  | -- |  | -- |  | 56,900 |
| Preferred Stock, Series B, 71,428 Shares Issued and Outstanding |  | - - |  | 999,992 |  | - - |  | -- |  | -- |  | 999,992 |
| Net Change in Unrealized Loss on Securities Available for Sale |  | -- |  | - - |  | -- |  | -- |  | $(497,288)$ |  | $(497,288)$ |
| Balance March 31, 1994 | \$ | 547,400 | \$ | 1,999,980 | \$ | 4,640,968 | \$ | 8,891,679 | \$ | $(385,867)$ | \$ | 15,694,160 |
| Balance at June 30, 1994 | \$ | 547,400 | \$ | 1,999,980 | \$ | 4,640,968 | \$ | 9,006,038 | \$ | $(438,023)$ | \$ | 15,756,363 |
| Net Income for Nine Months Ended March 31, 1995 |  | - - |  | - - |  | - - |  | 1,220,898 |  | - - |  | 1,220,898 |
| Dividends Paid on Common Stock |  | -- |  | -- |  | -- |  | $(131,376)$ |  | -- |  | $(131,376)$ |
| Dividends Paid on Preferred Stock |  | -- |  | -- |  | -- |  | $(104,999)$ |  | -- |  | $(104,999)$ |
| Net Change in Unrealized Loss on Securities Available for Sale |  | -- |  | -- |  | -- |  | - - |  | 4,427 |  | 4,427 |
| Balance March 31, 1995 | \$ | 547,400 | \$ | 1,999,980 | \$ | 4,640,968 | \$ | 9,990,561 | \$ | $(433,596)$ | \$ | 16,745,313 |

## BETHEL BANCORP AND SUBSIDIARIES

Consolidated Statements of Cash Flow

Cash provided by operating activities
Cash flows from investing activities:
FHLB stock purchased
Held to maturity securities purchased
Held to maturity securities matured
Available for sale securities purchased
Available for sale securities matured Available for sale securities sold New loans, net of repayments \& charge offs Net capital expenditures
Real estate owned sold
Real estate held for investment purchased
Real estate held for investment sold
Premium paid for Key Bank acquisition
Net cash (used in) investing activities
Cash flows from financing activities
Net change in deposits
Net change in repurchase agreements Dividends paid
Proceeds from stock options exercised Proceeds from preferred stock issurance Net (decrease) increase in advances from Federal Home Loan Bank of Boston
Net change in notes payable
Net cash provided by financing activities

Net (decrease) increase in cash and cash equivalents
(2,971,331)
603,939

Cash and cash equivalents, beginning of period
Cash and cash equivalents, end of period

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

Supplemental schedule of noncash investing activities:

| 2,205,597 | \$ 4,335,841 |
| :---: | :---: |
| $(205,000)$ | (4, -- |
| $(12,421,919)$ | $(4,359,329)$ |
| 1,481,795 | 189,352 |
| $(265,841)$ | $(8,325,714)$ |
| 66,882 | 3,869,109 |
| 149,417 | 2,747,273 |
| $(9,146,040)$ | $(6,091,085)$ |
| $(1,325,865)$ | $(293,746)$ |
| 664, 621 | 471,389 |
| $(21,905)$ | $(59,003)$ |
| 168,600 | 70,292 |
| (1,590, 228) | -- |
| $(22,445,483)$ | $(11,781,462)$ |
| 25,161, 838 | 451,514 |
| 2,425,603 | -- |
| $(236,375)$ | $(200,494)$ |
| - - | 56,900 |
| -- | 999,992 |
| $(9,700,000)$ | 6,719,000 |
| $(382,511)$ | 22,648 |
| 17,268,555 | 8,049,560 |
| $(2,971,331)$ | 603,939 |
| 11,336,505 | 10,447,779 |
| \$ 8,365,174 | \$ 11, 051,718 |


| activities: | Nine Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Transfer of invetments available for sale to investments held to maturity | -- | 4,082,439 |
| Net increase (decrease) in valuation for unrealized market value adjustments on available for sale securities | 4,427 | $(497,288)$ |
| Net transfer (to) from Loans to Other Real Estate Owned | 481, 775 | $(279,810)$ |

## 1. Basis of Presentation

The accompanying unaudited condensed and consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the nine month period ended March 31, 1995 are not necessarily indicative of the results that may be expected for the year ending June 30, 1995. For further information, refer to the audited consolidated financial statements and footnotes thereto for the fiscal year ended June 30, 1994 included in the Company's annual report on Form 10-K.

## 2. Securities

Securities held to maturity at their carrying and approximate market values are summarized below.

Debt securities issued by the U.S. Treasury and other U.S. Government corporations and agencies
Mortgage-backed securities
FNMA Guaranteed REMIC

Due in one year or less
Due after one year through five years
Due after five years through ten years
Due after ten years
Mortgage-backed securities (including
securities with interest rates ranging from
$6.0 \%$ to $8.5 \%$ maturing June 2004 to
November 2024)
maturing March 2023)

March 31, 1995

| Cost | Market <br> Value |
| :--- | :--- |

\$ 1,385,624
16,698,546
848,634
$\$ 18,932,804 \quad$ \$ $18,644,750$
=============== ==============

March 31, 1995

$\left.$| Cost |  |
| ---: | :---: | | Market |
| :---: |
| Value | \right\rvert\,

$1,385,624$
$1,264,735$

16,698,546
$16,552,933$

| 848,634 | 827,082 |
| :---: | :---: |
| \$ 18,932,804 | \$ 18,644,750 |

Securities available for sale at the carrying and approximate market values are summarized below.

Debt securities issued by the U.S. Treasury
and other U.S. Government corporations
and agencies
Corporate bonds
Mortgage-backed securities
Equity securities

Due in one year or less
Due after one year through five years
March 31, 1995

| Cost |  |
| :---: | :---: |
| Market <br> Value |  |
| -- <br> 399,587 | -- <br> 358,585 |


| \$ | 250, 000 | \$ | 226,875 |
| :---: | :---: | :---: | :---: |
|  | 149,587 |  | 131, 710 |
|  | 1,324,895 |  | 1,226,114 |
|  | 645,589 |  | 531,505 |
| \$ | 2,370, 071 | \$ | 2,116,204 |

March 31, 1995

| Cost | Market <br> Value |
| :--- | :--- |

June 30, 1994

| Cost | Market <br> Value |
| :--- | :--- |


| \$ | $\begin{array}{r} 1,382,544 \\ 5,669,215 \\ 968,349 \end{array}$ |  | $\begin{array}{r} 1,239,725 \\ 5,242,518 \\ 876,356 \end{array}$ |
| :---: | :---: | :---: | :---: |
| \$ | 8,020,108 | \$ | 7,358,599 |
|  | June |  |  |
|  | Cost |  | Market Value |
|  | -- |  |  |
|  | -- |  |  |
|  | 1,382,544 |  | 1,239,725 |
|  | 5,669,215 |  | 5,242,518 |
|  | 968,349 |  | 876,356 |
| \$ | 8,020,108 | \$ | 7,358,599 |



| \$ | 250,000 |
| :--- | ---: |
| 149,551 |  |
|  | $1,391,708$ |
| 524,433 |  |
|  |  |
| $\$$ | $2,315,692$ |
| $=$ |  |
|  |  |
|  |  |
|  | $=====$ |

\$
226,407
129, 094
1,265,380
439,341
$\$ 2,315,692$ $\begin{aligned} & \text { \$ } 2,060,222 \\ & ==============\end{aligned}$

| Cost |  |
| :---: | :---: | | Market |
| :---: |
| Value | \left\lvert\, | -- |
| :---: |
| - <br> 399,551 | | -- |
| :---: |
| 355,501 |\right.

## Due after ten years

Mortgage-backed securities (including
securities with interest rates ranging from
5.15\% to 6.5\% maturing September 2023 to

February 2024)
$\left.\begin{array}{rcccccc}\begin{array}{r}1,324,895 \\ 645,589\end{array} & & \begin{array}{r}1,226,114 \\ 531,505\end{array} & & \begin{array}{r}1,391,708 \\ 524,433\end{array} & & \end{array} \begin{array}{r}1,265,380 \\ 439,341\end{array}\right)$

## 3. Allowance for Loan Losses

The following is an analysis of transactions in the allowance for loan losses:

|  | Nine Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1995 |  | 1994 |
| Balance at beginning of year | \$ | 2,463,000 | \$ | 2,123,000 |
| Add provision charged to operations |  | 494,590 |  | 724,337 |
| Recoveries on loans previously charged off |  | 36,387 |  | 41,266 |
|  |  | 2,993,977 |  | 2,888,603 |
| Less loans charged off |  | 463,977 |  | 554,603 |
| Balance at end of period | \$ | 2,530,000 | \$ | 2,334,000 |

4. Advances from Federal Home Loan Bank

A summary of borrowings from the Federal Home Loan Bank is as follows:

March 31, 1995


June 30, 1994

| Principal Amounts | Interest Rates | Maturity Dates |
| :---: | :---: | :---: |
| \$ 25,200,000 | 3.93\% - 8.81\% | 1995 |
| 7,300,000 | 4.41\% - 5.84\% | 1996 |
| 6,900,000 | 3.61\% - 8.30\% | 1997 |
| 3,500,000 | 3.86\% - 5.08\% | 1998 |
| 3,000,000 | 3.90\% - 5.75\% | 1999 |
| \$ 45,900,000 |  |  |

## 5. Acquisition

The subsidiaries of Bethel Bancorp, Bethel Savings Bank, F.S.B. and Brunswick Federal Savings, F.A., acquired four branches from Key Bank of Maine on October 28, 1994. Bethel Savings Bank, F.S.B. acquired the Buckfield and Mechanic Falls branches from Key Bank. Brunswick Federal Savings, F.A. acquired the Lisbon Falls and Richmond branches from Key Bank. The total deposits and repurchase agreements acquired from the four branches were $\$ 27,744,418$. The premium paid to Key Bank for these deposits was $\$ 1,590,228$. The cost of the real estate, buildings, and equipment purchased from Key Bank was \$498,500.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operation

Financial Condition

Total consolidated assets were $\$ 208,691,710$, which was an increase of $\$ 18,091,222$ for the nine months ended March 31, 1995. Total loans increased by $7,898,921$ and cash equivalents and investments increased by 7,877,127. Total deposits increased $\$ 25,161,838$ and total borrowings from the Federal Home Loan Bank decreased by $\$ 9,700,000$ since June 30 , 1994 . The Company has also obtained $\$ 2,425,603$ of repurchase agreement deposits from local municipalities as of March 31, 1995. The growth in total assets and the deposit accounts was primarily attributed to the acquisition of four Key Bank branches.

The subsidiaries of Bethel Bancorp, Bethel Savings, F.S.B. and Brunswick Federal Savings, F.A., acquired four branches from Key Bank of Maine on October 28, 1994. Bethel Savings, F.S.B. acquired the Buckfield and Mechanic Falls branches from Key Bank. Brunswick Federal Savings, F.A. acquired the Lisbon Falls and Richmond branches from Key Bank. The total deposits and repurchase agreements acquired from the four branches were $\$ 27,744,418$. The premium paid to Key Bank for these deposits was $\$ 1,590,228$. The cost of the real estate, buildings, and equipment purchased from Key Bank was \$498,500.

Cash and due from banks has increased by $\$ 823,118$ due to the additional cash needs at the new branches and the liquidity requirements for the increased deposit base. Interest bearing deposits in other banks have decreased by $\$ 3,794,449$ primarily to fund the growth in securities and loans. Gross portfolio loans increased $\$ 8,236,675$ and total securities held to maturity increased by $\$ 10,912,696$ for the nine months ended March 31, 1995. The total loan increase was primarily due to the increased demand for 1-4 family residential and real estate commercial loans. The increase in securities was attributed to the subsidiary banks investing the cash from deposits acquired from the Key Bank branches. The cash from the acquired deposits of Key Bank was also utilized to reduce Federal Home Loan Bank advances. Loans held for sale decreased due to the Company's sale of mortgage loans to Freddie Mac and the sale of SBA guaranteed commercial loans to the secondary market. The Company's additional borrowing capacity at the Federal Home Loan Bank on March 31, 1995 was $\$ 61,400,000$. With the borrowing capacity at the Federal Home Loan Bank and the continued growth in bank deposits, management believes that the Company's available liquidity resources are sufficient to support future loan growth.

Fixed Assets increased by \$900, 280 for the nine months ended March 31, 1995. This increase was primarily due to the acquisition of the Key Bank branches, explained above, as well as the capitalized costs associated with the relocation of the Mechanic Falls branch to a new facility. Other real estate owned has decreased by $\$ 552,902$ due to real estate sales and reducing property values to current appraisals. Goodwill has increased by $\$ 1,487,540$ due to the premium paid to Key Bank for the branch acquisition, explained above. The premium paid for the Key Bank branch acquisition is being amortized over a ten year period. The increase in other assets of $\$ 434,610$ was due to accrued interest receivables, deferred taxes, and suspense accounts.

Notes payable has decreased by $\$ 382,511$ due to principal payments. The decrease in other liabilities of $\$ 402,658$ was due to larger balances at June 30, 1994 in loan escrows, deferred gains on sale of the guaranteed portion of SBA loans, and ASI Data Service's accounts payable.

Cash provided by operating activities, as stated in the consolidated statements of cash flow, was $\$ 2,205,597$ as of March 31,1995 versus $\$ 4,335,841$ as of March 31,1994 . The difference between the periods of $\$ 2,130,244$ was due to the change in the balances in Loans Held for Sale and the decrease in other liabilities due to larger balances in loan escrows and deferred gains on sale of the guaranteed portion of SBA loans.

Total equity of the Company was at $\$ 16,745,313$ as of March 31, 1995 versus $\$ 15,756,363$ at June 30,1994 . Book value per common share was $\$ 26.94$ as of March 31, 1995 versus $\$ 25.13$ at June 30, 1994. Total equity to total assets of the Company as of March 31, 1995 was 8.02\%.

At March 31, 1995, the Banks' regulatory capital was in compliance with regulatory capital requirements as follows:

Bethel Savings Bank, F.S.B.

Brunswick
Federal Savings, F.A.

Capital Requirements:
Tangible capital
Percent of tangible assets
Core capital
Percent of adjusted tangible assets Leverage capital
Percent of adjusted leverage assets Risk-based capital

Percent of risk-weighted assets

1,556,000
1.50\%

3,112, 000
3.00\%

4,149,000 4.00\%

5,430,000 8.00\%
1.50\%

3, 040, 000
3.00\%

4,053,000
4.00\%

4,508, 000
8.00\%

Actual:
Tangible capital
Percent of adjusted total assets Excess of requirement
Core capital
Percent of adjusted tangible assets Excess of requirement
Leverage capital
Percent of adjusted leverage assets Excess of requirement
Risk-based capital
Percent of risk-weighted assets Excess of requirement

| $7,798,000$ | $\$$ | $7,101,000$ |
| :---: | :---: | :---: |
| $7.52 \%$ |  | $7.01 \%$ |
| $6,242,000$ | $\$$ | $5,581,000$ |
| $7,798,000$ | $\$$ | $7,101,000$ |
| $7.52 \%$ |  | $7.01 \%$ |
| $4,686,000$ | $\$$ | $4,061,000$ |
| $7,798,000$ | $\$$ | $7,101,000$ |
| $7.52 \%$ |  | $7.01 \%$ |
| $3,649,000$ | $\$$ | $3,048,000$ |
| $8,062,000$ | $\$$ | $7,807,000$ |
| $11.88 \%$ |  | $13.85 \%$ |
| $2,632,000$ | $\$$ | $3,299,000$ |

The carrying value of securities available for sale of the Company was $\$ 2,116,204$, which is $\$ 253,867$ less than the cost of the underlying securities, at March 31, 1995. The difference from the cost and the carrying value of the securities was primarily due to the change in current market rates from the rates at the time of purchase. Management believes that it is obtaining a reasonable rate of return on these investments, all of which are of high quality. Based on the Company's available sources of liquidity, management has the ability and the intent to hold these securities until the market values have recovered to approximate cost. It is advantageous to hold these securities until the market values recover and earn approximately 1\% below current market rates than it is to sell the securities at a loss and reinvest the proceeds in securities bearing current interest rates.

The loan loss allowance of the Company was $\$ 2,530,000$ as of March 31, 1995 versus $\$ 2,463,000$ as of June 30,1994 . The Company had non- performing loans totaling \$2,518,123 at March 31, 1995 as compared to \$2,723,000 at June 30 1994. Management realizes during the past nine months non-performing loans have decreased in 1-4 family mortgages and increased slightly in commercial mortgages. At March 31, 1995, the Company had approximately $\$ 4,461,000$ of loans classified substandard, exclusive of the non-performing loans stated above, that could potentially become non-performing due to delinquencies or marginal cash flows. Non-performing loans represented 1.21\% of total assets at March 31, 1995. The following table represents the Company's current non-performing loans:

Description

1-4 Family Mortgages Commercial Mortgages Commercial Installment Consumer Installment

Total non-performing

Total
\$ 816,972
1, 333, 559
336, 002
31, 590
\$ 2,518,123
===ニ===========

The majority of the non-performing loans are seasoned loans located in the Oxford county area. Management believes that the increase is due to the depressed economy in this geographic area which has resulted in high unemployment and a soft real estate market. Management has allocated substantial resources to this area in an effort to control the growth in non-performing loans.

The following table reflects the quarterly trend of total delinquencies 30 days or more past due, including non-performing loans, for the Company as a percentage of total loans:

| $6-30-94$ | $9-30-94$ | $12-31-94$ | $3-31-95$ |
| :---: | :---: | :---: | :---: |
| $2.64 \%$ | $2.14 \%$ | $1.96 \%$ | $2.27 \%$ |

The Company has decreased its delinquent accounts at March 31, 1995 when compared to June 30 , 1994. This reduction was largely due to the decrease of the non-performing loans by $\$ 205,000$ and the collection efforts of the 30 and 60 day delinquent accounts. The majority of the Company's delinquencies are in real estate mortgage loans. The Company maintains a well collateralized position in real estate mortgage loans. This factor of collateral is utilized by management in the computation of an adequate loan loss allowance balance. For the reasons given above and management's evaluation of the risk of loss in the loan portfolio, management believes the balance of the loan loss allowance, currently and when compared to the prior year, is adequate.

The Company's loan loss allowance was equal to $100 \%$ of the total non-performing loans at March 31,1995 . The Company currently budgets $\$ 48,000$ per month to the provision for loan losses and additional provisions are made when deemed necessary. The Company continues to monitor its reserve for adequacy and currently believes it is sufficient based on the level of risk in the loan portfolio.

Continued weakness in the New England economy, which has previously resulted in high unemployment and a soft real estate market in the region, creates a risk to the overall credit quality of the portfolio of each subsidiary bank. The Company intends to continue monitoring its loan portfolio and to add

Net income for the quarter ended March 31, 1995 was $\$ 408,073$. The primary earnings per share was $\$ .61$ and the fully diluted earnings per share was $\$ .56$ for the quarter ended March 31, 1995. This compares to earnings of $\$ 352,141$, or a primary earnings per share of $\$ .56$ per share and a fully diluted earnings per share of \$.56, for the quarter ended March 31, 1994. Net income for the nine months ended March 31, 1995 was $\$ 1,220,898$ versus $\$ 1,267,409$ for the period ended March 31, 1994. Primary earnings per share was $\$ 1.82$ and fully diluted earnings per share was $\$ 1.67$ for the nine month period ended March 31, 1995 versus primary earnings per share of $\$ 2.12$ and fully diluted earnings per share of $\$ 2.06$, for the nine month period ended March 31, 1994. The Company's earnings from operations for the nine months ended March 31, 1994 was $\$ 1,007,409$, which represented primary earnings per share of $\$ 1.66$ and fully diluted earnings per share of $\$ 1.64$. Included in the Company's income for the nine months ended March 31, 1994 was $\$ 260,000$ for the cumulative effect of a change in the method of accounting for income taxes, Statement of Financial Accounting Standard 109. This one time adjustment increased the Company's 1994 nine month primary earnings per share by $\$ .46$ and the fully diluted earnings per share by $\$ .42$.

The Company's net interest income was $\$ 2,279,500$ for the quarter ended March 31, 1995, versus \$2,014,750 for the quarter ended March 31, 1994, for an increase of $\$ 264,750$. This increase was due to an increase of $\$ 784,322$ in interest income which was offset by an increase in total interest expense of \$519, 572 .

The Company's net interest income for the nine months ended March 31, 1995 was $\$ 6,632,694$ versus $\$ 5,698,947$, for an increase of $\$ 933,747$, when compared to the nine months ended March 31, 1994. This increase was due to an increase of $\$ 1,927,593$ in interest income which was offset by an increase in interest expense of $\$ 993,846$. Total interest income increased $\$ 1,927,593$ during the nine months ended March 31, 1995 when compared to the nine months ended March 31, 1994, resulting from the following items. Interest income on loans and loans held for sale increased by $\$ 1,195,268$ for the nine months ended March 31, 1995 resulting from a $\$ 486,569$ increase due to an increase in the volume of loans as well as an increase of $\$ 708,699$ due to increased rates on loans. Interest income on investment securities increased by $\$ 590,401$ resulting from a $\$ 537,078$ increase due to an increase in volume as well as an increase of $\$ 53,323$ due to increased rates on investments. Interest income on short term liquid funds increased by $\$ 141,924$ resulting from a $\$ 26,216$ increase due to an increase in volume as well as an increase of $\$ 115,708$ due to increased rates on fed funds and deposits. The increase in total interest expense of $\$ 993,846$ for the nine months ended March 31, 1995 resulted from the following items. Interest expense on deposits increased by $\$ 484,719$ for the nine months ended March 31, 1995 resulting from a $\$ 314,813$ increase due to an increase in the volume of deposits as well as an increase of \$169,906 due to increasing deposit rates. Interest expense on repurchase agreements increased by $\$ 47,163$ due to the new volume acquired from Key Bank in the current year. Interest expense on borrowings increased \$461,964 for the nine months ended March 31, 1995 resulting from an increase of $\$ 244,770$ due to an increase in the volume of borrowings as well as an increase of $\$ 217,194$ due to a change in the mix of interest rates on borrowings. The changes in net interest income, as explained above, are also presented in the schedule below.

Bethel Bancorp
Rate/Volume Analysis for the nine months ended March 31, 1995 versus March 31, 1994

|  |  | Differ Volume |  | to Rate | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fed Funds \& Deposits | \$ | 26,216 | \$ | 115,708 | \$ | 141, 924 |
| Investments |  | 537,078 |  | 53,323 |  | 590,401 |
| Loans \& Loans Held for Sale |  | 486,569 |  | 708,699 |  | 1,195,268 |
| Total |  | 1,049,863 |  | 877,730 |  | 1,927,593 |
| Deposits |  | 314,813 |  | 169,906 |  | 484,719 |
| Repurchase Agreements |  | 47,163 |  | 0 |  | 47,163 |
| Borrowings |  | 244,770 |  | 217,194 |  | 461,964 |
| Total |  | 606,746 |  | 387,100 |  | 993,846 |
| Net Interest Income | \$ | 443,117 | \$ | 490,630 | \$ | 933,747 |

Rate/Volume amounts spread proportionately between volume and rate.
Since October 1993, actions by the Federal Reserve Board have resulted in increases in prime lending rates. Approximately $20 \%$ of the Company's loan portfolio is comprised of floating rate loans based on a prime rate index. Interest income on these existing loans will increase as the prime rate increases, as well as on approximately $21 \%$ of other loans in the Company's portfolio that are based on short-term rate indices such as the one-year treasury bill. An increase in short-term interest rates will also increase deposit and Federal Home Loan Bank advance rates, increasing the Company's
interest expense. Although the Company anticipates some net interest margin
compression due to rising rates, the impact on net interest income will depend on, among other things, actual rates charged on the Company's loan portfolio, deposit and advance rates paid by the Company and loan volume.

Total non-interest income was $\$ 543,898$ and $\$ 1,611,829$ for the three and nine months ended March 31, 1995 versus $\$ 634,160$ and $\$ 2,052,507$ for the three and nine months ended March 31, 1994. Income from available for sale securities gains (losses) was $\$(1,848)$ and $\$ 6,280$ for the three and nine months ended March 31, 1995 versus $\$ 43,121$ and $\$ 286,920$ for the three and nine months ended March 31, 1994. Gains from the sale of securities have decreased due to the Company holding the majority of its current securities to maturity. Income from trading account securities was $\$ 151,910$ and $\$ 375,732$ versus $\$ 94,795$ and $\$ 82,472$ for the three and nine months ended March 31, 1995 and 1994, respectively. The increase in gain (loss) on trading account was due to the sale and appreciation in the market values of the securities classified as trading.

Gains on the sale of loans held for sale amounted to $\$ 24,639$ and $\$ 141,399$ for the three and nine months ended March 31, 1995 versus \$87,772 and \$392,037 for the three and nine months ended March 31, 1994. Gains from the sale of loans have decreased as a result of decreased originations due to money center banks becoming highly competitive in originating residential loans for sale to the secondary market, as well as underwriting and selling SBA guaranteed commercial loans. Gross income for ASI Data Services amounted to $\$ 6,234$ and $\$ 16,718$ versus $\$ 34,293$ and $\$ 334,709$ for the three and nine months ended March 31, 1995 and 1994, respectively. ASI Data Services decreased income was due to decreased sales activity based on the Company's need. Gross income for First New England Benefits was $\$ 85,659$ and $\$ 255,349$ for the three and nine months ended March 31, 1995 versus $\$ 134,463$ and $\$ 184,069$ for the three and nine months ended March 31, 1994. The amounts discussed in this paragraph are reflected in other income.

Total operating expense, or non-interest expense, for the Company was
$\$ 2,030,866$ and $\$ 5,823,344$ for the three and nine months ended March 31, 1995 versus $\$ 1,878,886$ and $\$ 5,430,705$ for the three and nine months ended March 31, 1994.

Compensation expense increased by $\$ 61,607$ and $\$ 237,424$ for the three and nine months ended March 31, 1995 as a result of the addition of officers and administrative employees at Bethel Bancorp and its subsidiaries, the addition of First New England Benefits and the four new branches, as well as annual salary increases. Net occupancy expenses increased by $\$ 35,813$ and $\$ 85,120$ for the three and nine months ended March 31, 1995 primarily due to the additional space expense associated with the Portland office, First New England Benefits, and the four new branches acquired from Key Bank. Equipment expense increased by $\$ 46,066$ and $\$ 114,530$ for the three and nine months ended March 31, 1995 due to the expenses associated with the new acquisitions as well as the general needs at the subsidiaries. Goodwill expense increased by $\$ 40,343$ and $\$ 73,644$ for the three and nine months ended March 31, 1995 due to the premium paid for the four Key Bank branches and First New England Benefits. Other expenses have decreased by $\$ 31,849$ and decreased by $\$ 118,079$ for the three and nine months ended March 31, 1995. Other expenses decreased during the three and nine months ended March 31, 1995 primarily due to the decrease in ASI Data Services' costs of goods sold, in association with the reduction of its gross income, which was offset in part primarily due to the increased expenses from First New England Benefits and the four new branches.

The provision for loan loss was $\$ 145,776$ and $\$ 494,590$ for the three and nine months ended March 31, 1995 versus \$186,908 and \$724,337 for the three and nine months ended March 31, 1994. The large variance between periods was due to higher levels of non-performing loans and loans charged off at March 31, 1994.

Impact of Inflation

The consolidated financial statements and related notes herein have been presented in terms of historic dollars without considering changes in the relative purchasing power of money over time due to inflation.

Unlike many industrial companies, substantially all of the assets and virtually all of the liabilities of the Company are monetary in nature. As a result, interest rates have a more significant impact on the Company's performance than the general level of inflation. Over short periods of time, interest rates may not necessarily move in the same direction or in the same magnitude as inflation.

## BETHEL BANCORP AND SUBSIDIARIES <br> Part II - Other Information

Item 1. Legal Proceedings

Not Applicable.
Item 2. Changes in Securities

Not Applicable.
Item 3.Defaults Upon Senior Securities

Not Applicable.
Item 4. Submission of Matters to a Vote of Security Holders

Not Applicable.
Item 5. Other Information

Not Applicable.
Item 6. Exhibits and Reports on Form 8 - K
(a) Exhibits
2.1 Agreement for the Purchase and Sale of Assets and Assumption of Liabilities dated as of May 4, 1994 between Bethel Savings Bank and Key Bank of Maine, incorporated by reference to Exhibit 2.1 to Bethel Bancorp's Current Report on Form 8 - K dated May 4, 1994
2.2 Agreement for the Purchase and Sale of Assets and Assumption of Liabilities dated as of May 4, 1994 between Brunswick Federal Savings and Key Bank of Maine, incorporated by reference to Exhibit 2.2 to Bethel Bancorp's Current Report on Form 8 - K dated May 4, 1994.

11 Statement regarding computation of per share amounts
27 Financial Data Schedule
(b) Reports on Form 8 - K

On February 6, 1995, the Company filed a report on Form 8-K announcing that it had dismissed KPMG Peat Marwick LLP (KPMG) as its independent accountants and retained Baker Newman \& Noyes, Limited Liability Company (BNN) in this regard. These actions were taken following the closure of KPMG's Portland, Maine, office and the formation of BNN by former KPMG representatives and another accounting firm.

Pursuant to the requirements of the Securities Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

BETHEL BANCORP
(Registrant)
/s/ James D. Delamater
James D. Delamater President and CEO
/s/ Richard Wyman
Richard Wyman
Chief Financial Officer

BETHEL BANCORP AND SUBSIDIARIES
Index to Exhibits

DESCRIPTION

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| :---: | :---: |
| 2.2 | Agreement for the Purchase and Sale of Assets and Assumption of Liabilites dated as of May 4, 1994 between Brunswick Federal Savings Bank and Key Bank of Maine, incorporated by reference to Exhibit 2.2 to Bethel Bancorp's Current Report on Form 8 - K dated May 4, 1994 |
| 11 | Statement regarding computation of per share earnings |
| 27 | Financial Data Schedule |



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JUL-01-1994
MAR-31-1995
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2,116,204
18, 932, 804
18, 644,750
166,732,704
2,530,000
208,691,710
149, 468, 192
28, 910, 791
1,714,907
9,426,904
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14, 197, 933
208, 691, 710
11, 084,775
1, 007,528
313, 428
12,405,731
3, 864, 227
5, 773, 037
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494,590
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5, 823,344
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1,926,589
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1.82
1.67
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2,463,000
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2,530,000
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2,530,000

