FORM 10 - Q

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

For the quarter ended September 30, 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)

01-0425066
(I.R.S. Employer Identification No.)

489 Congress Street, Portland, Maine
04101
(Address of principal executive offices)
(Zip Code)
(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 October 31, 1995: 597,625 of common stock, $\$ 1.00$ par value per share.

BETHEL BANCORP AND SUBSIDIARIES
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BETHEL BANCORP AND SUBSIDIARIES Consolidated Balance Sheets

| $\begin{gathered} \text { September } 30, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 1995 \end{gathered}$ |
| :---: | :---: |
| 4,761,715 | \$ 3, 855,648 |
| 422,542 | 367,423 |
| 11,985, 284 | 10,517,000 |
| -- | 1,375 |
| 10,174,285 | 10,148,251 |
| 2,150,000 | 2,150,000 |
| 1,144,910 | 528,839 |
| -- | 941,407 |
| 168,193, 097 | 170,442, 082 |
| 313,161 | 302,178 |
| 2,494,000 | 2,396,000 |
| 165,385,936 | 167,439,672 |
| 3,844, 077 | 3,873,278 |
| 488,982 | 452,479 |
| 1,100,915 | 1,068,454 |
| 2,792,491 | 2,866,826 |
| 3,021,581 | 2,994,253 |
| 207,272,718 | 207,509,137 |

Liabilities and Shareholders' Equity
Liabilities

Deposits
Repurchase Agreements
Advances from Federal Home Loan Bank
Notes payable
Due to broker
Other Liabilities
Total Liabilities

| $\$ 147,771,292$ |
| ---: |
| $3,790,036$ |
| $33,700,000$ |
| $1,882,408$ |
| -- |
| $1,835,950$ |

\$ 147,119, 870
2,585,387
35,700, 000
2, 010, 091
989, 062
1,829,449
190,233, 859
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, 597,625 shares at 9/30/95 and 547,502 at 6/30/95
Additional paid in capital
Retained earnings

Net unrealized loss on available
for sale securities
Total Shareholders' Equity
Total Liabilities and Shareholders' Equity

999, 988
999, 992

597, 625
5,295,580
10,523, 071
18,416,256
$(123,224)$
18, 293, 032
\$ 207, 272, 718
===============

999,988
999,992

547,502
4,643, 059 10, 180, 244

17,370,785
$(95,507)$
17,275,278
\$ 207,509, 137

BETHEL BANCORP AND SUBSIDIARIES
Consolidated Statements of Income
Three Months Ended September 30, 1995 1994

Interest and Dividend Income Interest on FHLB overnight deposits Interest on loans \& loans held for sale Interest on investment securities \& available for sale securities

181, 565
4,098,163
160, 580
\$
92,286
\$

| Dividends on Federal Home Loan Bank stock | 36,850 |  | 49,403 |
| :---: | :---: | :---: | :---: |
| Other Interest Income | 5,498 |  | 6,903 |
| Total Interest Income | 4,482,656 |  | 3,899,201 |
| Interest Expense |  |  |  |
| Deposits | 1,635,482 |  | 1,152,639 |
| Repurchase agreements | 33,913 |  |  |
| Other borrowings | 599,959 |  | 635,636 |
| Total Interest Expense | 2,269,354 |  | 1,788,275 |
| Net Interest Income | 2,213,302 |  | 2,110,926 |
| Provision for loan losses | 147, 855 |  | 180,317 |
| Net Interest Income after Provision for Loan Losses | 2,065,447 |  | 1,930,609 |
| Other Income |  |  |  |
| Service charges | 281,609 |  | 219,693 |
| Available for sale securities gains (losses) | ) 120,593 |  | 3,945 |
| Gain (Loss) on trading account | -- |  | 13,147 |
| Other | 212,091 |  | 159,821 |
| Total Other Income | 614,293 |  | 396,606 |
| Other Expenses |  |  |  |
| Salaries and employee benefits | 1,043,248 |  | 928,641 |
| Net occupancy expense | 121,896 |  | 103,403 |
| Equipment expense | 168,288 |  | 142,222 |
| Goodwill amortization | 74,335 |  | 31, 264 |
| Other | 608,156 |  | 486,728 |
| Total Other Expenses | 2,015,923 |  | 1,692,258 |
| Income Before Income Taxes | 663,817 |  | 634,957 |
| Income tax expense | 242,180 |  | 229,245 |
| Net Income \$ | \$ 421,637 | \$ | 405,712 |
| Earnings Per Share |  |  |  |
| Primary \$ | 0.64 | \$ | 0.60 |
| Fully Diluted \$ | 0.58 | \$ | 0.55 |

## BETHEL BANCORP AND SUBSIDIARIES

Consolidated Statements of Changes in Shareholders' Equity
Three Months Ended September 30, 1995 and 1994

|  |  | Common Stock |  | $\begin{aligned} & \text { Preferred } \\ & \text { Stock } \end{aligned}$ | $\begin{gathered} \text { Additional } \\ \text { Paid - In } \\ \text { Capital } \end{gathered}$ |  | Retained Earnings |  | ns(Losses) Available or Sale curities | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at June 30, 1994 | \$ | 547,400 |  | 1,999,980 | \$ 4, 640, 968 |  | 9,006,038 | \$ | $(438,023)$ | \$15, 756, 363 |
| Net income for three months ended September 30,1994 |  | - - |  | - - | - - |  | 405,712 |  | - - | 405,712 |
| Dividends paid on common stock |  | -- |  | -- | -- |  | $(43,792)$ |  | -- | $(43,792)$ |
| Dividends paid on preferred stock |  | -- |  | -- | -- |  | $(35,000)$ |  | -- | $(35,000)$ |
| Net change in unrealized losses on securities available for sale |  | -- |  | -- | -- |  | -- |  | $(5,570)$ | $(5,570)$ |
| Balance September 30, 1994 | \$ | 547,400 |  | 1,999,980 | \$4,640,968 |  | 9,332,958 |  | $(443,593)$ | \$16,077,713 |
| Balance at June 30, 1995 | \$ | 547,502 |  | 1,999,980 | \$ 4,643, 059 |  | 10,180,244 | \$ | $(95,507)$ | \$17,275,278 |
| Net income for three months ended September 30, 1995 |  | - - |  | - - | - - |  | 421,637 |  | -- | 421,637 |
| Dividends paid on common stock |  | -- |  | -- | -- |  | $(43,810)$ |  | -- | $(43,810)$ |
| Dividends paid on preferred stock |  | -- |  |  |  |  | $(35,000)$ |  | -- | $(35,000)$ |
| Issuance of common stock |  | 123 |  | -- | 2,522 |  | -- |  | -- | 2,645 |
| Common stock warrants exercised |  | 50,000 |  | -- | 650,000 |  | -- |  | -- | 700,000 |
| Net change in unrealized losses on securities available for sale |  | -- |  | -- | - - |  | -- |  | $(27,717)$ | $(27,717)$ |
| Balance September 30, 1995 | \$ | 597,625 |  | 1,999,980 | \$ 5,295,581 |  | 10,523, 071 |  | $(123,224)$ | \$18, 293, 033 |

# Three Months Ended 

 September 30,Cash provided by operating activities \$

6,862
-- $(165,000)$


2,070,386

651, 422
1,204,649
$(78,810)$
702,645
$(2,000,000)$
$(127,683)$


2,429,471
$(3,394,557)$

14,740, 070
Cash flows from investing activities:

Cash flows from financing activities:
Net change in deposits
Net change in repurchase agreements
Dividends paid
Proceeds from stock issuance
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

Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of period

Held to maturity securities purchased Held to maturity securities matured Available for sale securities purchase Available for sale securities principal reductions
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 Net cash provided by (used in) investing activities end

$$
\$ 17,169,541
$$

$$
===============
$$

11,336,505
\$11,146,634

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:

Net increase (decrease) in valuation for unrealized market value adjustments on available for sale securities

Net transfer (to) from Loans to Other Real Estate Owned
(251, 771)
481, 829
Supplemental disclosure of cash paid during the period for:

Income taxes paid, net of refunds
1,500

27,500
Interest paid
2,278,724
1,787,528

## BETHEL BANCORP AND SUBSIDIARIES

Notes to Consolidated Financial Statements September 30, 1995

## 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 three month period ended September 30, 1995 are not necessarily indicative of the results that may be expected for the year ending June 30, 1996. For further information, refer to the audited consolidated financial statements and footnotes thereto for the fiscal year ended June 30, 1995 included in the Company's annual report on Form 10-K.

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

|  | September 30, 1995 |  | June 30, 1995 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Cost | Market Value | Cost | Market Value |
| Debt securities issued |  |  |  |  |
| by the U.S. Treasury and other U.S. |  |  |  |  |
| Government corporations and agencies | \$ 250,000 | \$ 239,225 | \$ 250,000 | \$ 239,225 |
| Corporate bonds | 149,611 | 142,308 | 149,599 | 141,436 |
| Mortgage-backed |  |  |  |  |
| Equity securities | 555,675 | 465,906 | 577,939 | 470, 085 |
|  | \$10, 360, 989 | \$10,174,285 | \$10,292,957 | \$10,148, 251 |
|  | September | 30, 1995 | June | , 1995 |
|  | Cost | Market Value | Cost | Market Value |
| Due in one year |  |  |  |  |
| Due after one year |  |  |  | -- |
| Due after five years through ten years | 399,611 | 381,533 | 399,599 | 380,661 |
| Due after ten years | -- | -- | -- | -- |
| Mortgage-backed |  |  |  |  |
| securities (including |  |  |  |  |
| securities with interest |  |  |  |  |
| rates ranging from |  |  |  |  |
| 5.15\% to 8.5\% maturing |  |  |  |  |
| December 2007 to |  |  |  |  |
| November 2024) | 9,405,703 | 9,326,846 | 9,315,419 | 9,297,505 |
| Equity securities | 555,675 | 465,906 | 577,939 | 470, 085 |
|  | \$10,360, 989 | \$10,174,285 | \$10,292,957 | \$10,148,251 |

## 3. Allowance for Loan Losses

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

|  | Three Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  |  | 1994 |
| Balance at beginning of year | \$ | 2,396,000 | \$ | 2,463,000 |
| Add provision charged to operations |  | 147,855 |  | 180,317 |
| Recoveries on loans previously charged off |  | 6,842 |  | 12,897 |
|  |  | 2,550,697 |  | 2,656,214 |
| Less loans charged off |  | 56,697 |  | 14,214 |
| Balance at end of period | \$ | 2,494,000 | \$ | 2,642,000 |

4. Advances from Federal Home Loan Bank

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

September 30, 1995

| Principal <br> Amounts | Interest <br> Rates | Maturity <br> Dates |
| :--- | :---: | :---: |
| $\$ 23,700,000$ | $3.98 \%-7.65 \%$ | 1996 |

June 30, 1995

| Principal Amounts | Interest Rates | Maturity <br> Dates |
| :---: | :---: | :---: |
| \$ 25,400,000 | 4.41\% - 7.65\% | 1996 |
| 5,300, 000 | 5.17\% - 8.30\% | 1997 |
| 4,000, 000 | 4.97\% - 6.35\% | 1998 |
| 1,000,000 | 5.75\% | 1999 |
| \$ 35,700, 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 $\$ 27,749,000$. 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 $\$ 498,500$.

## 6. Reserve for Credit Losses

Effective July 1, 1995, the Company adopted Financial Accounting Standards Board (FASB) Statement No. 114, "Accounting by Creditors for Impairment of a Loan"(SFAS No. 114) as amended by SFAS No. 118, "Accounting by Creditors for Impairment of a Loan-Income Recognition and Disclosures"(SFAS No. 118). SFAS 114 and 118, taken together, require the Company to identify impaired loans and generally value them at the lower of (i) the present value of expected cash flows discounted at the loan's effective interest rate or (ii) the loan's observable market price or (iii) fair value of the loan's collateral, if the loan is collateral dependent. The two statements, in connection with recent regulatory guidance, require the Company to reclassify its in-substance foreclosures to loans and disclose them as impaired loans.

Commercial and commercial real estate loans, with balances to one borrower greater than $\$ 25,000$, are considered impaired when it is probable that the Company will not collect all amounts due in accordance with the contractual terms of the loan. Except for certain restructured loans, impaired loans are loans on non-accrual status. Residential mortgage loans and consumer installment loans are considered homogenous loans that will be reserved for under the Company's general reserve analysis. The Company's policy for charging off loans to the reserve is 120 days delinquent for consumer installment loans and for all other loans when a loss has been determined. The Company policy for an insignificant delay in payments is when the contractual payment is up to 60 days delinquent and considers an immaterial shortfall in payments to be $10 \%$ or less of the contractual payment amount due. Upon adoption of SFAS 114 and 118, the Company did not change its method of recognizing interest income on impaired loans. When a loan is placed on non-accrual status, all interest previously accrued, but not collected, is reversed against interest income. Subsequent cash receipts are amortized and applied to principal and interest based on the contractual terms of the non-accrual loan. Impaired loans are returned to accrual status and are no longer considered impaired when they become current, as to principal and interest, and demonstrate a period of performance under the contractual terms, and, in management's opinion, are fully collectable. Residential and consumer installment loans are returned to accrual status when the contractual payments are less than 90 days delinquent and in management's opinion are fully collectable.

Loans which were restructured prior to the adoption of SFAS No. 114, and which are performing in accordance with the renegotiated terms are not required to be reported as impaired. Loans restructured subsequent to the adoption of SFAS No. 114 are required to be reported as impaired in the year of restructuring. Thereafter, such loans can be removed from the impaired loan disclosure if the loans were paying a market rate of interest at the time of restructuring and are performing in accordance with their renegotiated terms.

In accordance with SFAS No. 114, a loan is classified as an in-substance foreclosure when the Company has taken possession of the collateral regardless of whether formal foreclosure proceedings have taken place. Loans classified as in-substance foreclosures prior to adoption of SFAS No. 114, but for which the Company had not taken possession of the collateral was \$304,232 at September 30, 1995 and at June 30, 1995. This balance was reclassified from real state owned to loans for the comparable periods on the consolidated balance sheets and did not have a significant effect on the financial position, liquidity or results of operations of the Company.

At September 30, 1995, the recorded investment in impaired loans was \$411,027 of commercial loans and $\$ 1,486,541$ of commercial real estate loans, for a total of $\$ 1,897,568$, all of which were on non-accrual status. Included in this amount is $\$ 1,269,493$ of impaired loans for which the related impairment reserve is $\$ 578,529$, and $\$ 628,075$ of impaired loans which do not require an impairment
reserve. The average recorded investment in impaired loans during the quarter was $\$ 1,404,402$. The amount of interest income recognized on impaired loans during the quarter was $\$ 28,991$. The allowance for loan losses contains $\$ 1,915,000$ for homogenous loans as deemed necessary to maintain reserves at levels considered adequate by management.

## 7. Subsequent Events

The Company announced at its annual meeting, held on October 18, 1995, a 100\% stock dividend for all shareholders of record on December 1, 1995, to be paid as of December 15, 1995. Based on the 597,625 shares of common stock outstanding, reported as of September 30, 1995, the effect of the stock dividend would increase the outstanding shares to 1,195,250 common. The Company anticipates continuing the annual dividend of $\$ .32$ per share, resulting in an increase in yield to shareholders. The Company has the ability to pay dividends from the subsidiaries to the holding company. Due to this ability, the effect of increasing the dividend payout to common stock shareholders will not have a significant effect on the financial position, liquidity or results of operations of the Company. If the stock dividend had occured during the current period, earnings per share would have been reported as $\$ .32$ per share primary and $\$ .29$ fully diluted at September 30, 1995 versus $\$ .30$ per share primary and \$. 28 fully diluted at September 30, 1994.

BETHEL BANCORP AND SUBSIDIARIES
Part I.
Item 2. Management's Discussion and Analysis of Financial Condition and Results
of Operation

Financial Condition
Total consolidated assets were $\$ 207,272,718$, which was a decrease of $\$ 236,419$ for the three months ended September 30, 1995, when compared to June 30, 1995. Total loans decreased by $\$ 2,248,985$, while loans held for sale and cash equivalents increased by $\$ 616,071$ and $\$ 2,429,470$, respectively during the same period. Total deposits increased by $\$ 651,422$, total repurchase agreements increased by $\$ 1,204,649$, and total borrowings from the Federal Home Loan Bank (FHLB) decreased by \$2,000,000 from June 30, 1995 to September 30, 1995.

Cash and due from banks has increased by \$906,067, from fiscal year end, due to large cash items clearing through the Federal Reserve Bank and the Maine clearing house on September 30, 1995. FHLB overnight deposits increased by $\$ 1,468,284$ due to the cash provided by increased deposits and repurchase agreements as well as the principal reduction in the loan portfolio.

Total loans decreased by $\$ 2,248,985$ for the three months ended September 30, 1995. The total principal decrease was primarily due to regular principal payments on the loan portfolio as well as principal reductions from portfolio loan pay-offs. The Company's local market as well as the secondary market has become very competitive for loan volume. The local competitive environment and customers response to favorable secondary market rates has effected the Company's ability to increase the loan portfolio. In the effort to increase loan volume, the Company's offering rates for its loan products has been reduced to compete in the various markets. The decrease in loan rates will result in some margin compression to the Company. Loans held for sale increased by $\$ 616,071$ due to the increased volume of mortgage loans sold and still pending closure to Freddie Mac and Fannie Mae. The increased volume was due to favorable secondary market rates during the Company's first quarter. The loan portfolio contains elements of credit and interest rate risk. The Company primarily lends within its local market areas, which management believes helps them to better evaluate credit risk. The Company also maintains a well collateralized position in real estate mortgages. Residential real estate mortgages make up $69 \%$ of the total loan portfolio, in which $48 \%$ of the residential loans are variable rate products. It is management's intent to increase the volume in variable rate residential loans, by selling fixed rate loans to the secondary market and marketing portfolio variable rate loans, to reduce the interest rate risk in this area. Fourteen percent of the Company's total loan portfolio balance is commercial real estate mortgages. Similar to the residential mortgages, the Company tries to mitigate credit risk by lending in its local market area as well as maintaining a well collateralized position in the real estate. The commercial real estate loans have minimal interest rate risk as $87 \%$ of the portfolio consists of variable rate products. Commercial loans make up $7 \%$ of the total loan portfolio, in which $91 \%$ of its balance are variable rate instruments. The credit loss exposure on commercial loans is highly dependent on the cash flow of the customer's business. The Bank's attempt to mitigate losses in commercial loans through lending in accordance to the Company's credit policies. Consumer and other loans make up $10 \%$ of the loan portfolio. Since these loans are primarily fixed rate products, they have interest rate risk when market rates increase. These loans also have credit risk with, at times, minimal collateral security. Management attempts to mitigate these risks by keeping the products offered short-term, receiving a rate of return equal to the measured risks, and lending to individuals in the Company's known market areas.

Other real estate owned has increased by $\$ 32,461$ from June 30, 1995 to September 30,1995. On July 1, 1995 the Company adopted FASB Statement of Financial Accounting Standards Nos. 114 and 118. The adoption resulted in the reclassification of in-substance foreclosure loans to impaired loans. SFAS 114
and 118, taken together, require the Company to identify impaired loans and generally value them at the lower of (i) the present value of expected future cash flows discounted at the loan's original effective interest rate or (ii) the loan's observable market price or (iii) fair value of the loan's collateral, if the loan is collateral dependent. The two statements, in connection with recent regulatory guidance, require the Company to reclassify its in-substance foreclosures to loans and disclose them as impaired loans. The effect of SFAS 114 and 118 did not have a significant effect on the financial position, liquidity or results of operations of the Company and is more fully discussed in footnote 6 to the financial statements.

Both Banks continue to attract new deposit relationships. Total deposits were $\$ 147,771,292$ and securities sold under repurchase agreements were $\$ 3,790,036$ as of September 30, 1995. These amounts represent increases of $\$ 651,422$ and $\$ 1,204,649$, respectively, when compared to June 30, 1995. Brokered deposits represented $\$ 8,301,214$ of the total deposits for the quarter ended September 30, 1995 and decreased by $\$ 486,487$ when compared to June 30, 1995's $\$ 8,787,701$ balance. The Company utilizes, as alternative sources of funds, brokered CD's when the national brokered CD interest rates are less than the interest rates on local market deposits. Brokered deposits are similar to local deposits, in that both are interest rate sensitive with the respect to the Company's ability to retain the funds. Total advances from the Federal Home Loan Bank were $\$ 33,700,000$ as of September 30, 1995, for a decrease of $\$ 2,000,000$ when compared to June 30, 1995. The cash received from loan principal repayments as well as the increase in deposits and repurchase agreements was utilized to reduce FHLB advances. The Company's current advance availability, subject to the satisfaction of certain conditions, is approximately $\$ 57,700,000$ over and above the September 30, 1995 advances reported. Mortgages, free of liens, pledges and encumbrances are required to be pledged to secure FHLB advances. The Company utilizes Federal Home Loan Bank advances, as alternative sources of funds, when the interest rates of the advances are less than market deposit interest rates and to fund short-term liquidity demands for loan volume. With the borrowing capacity at the Federal Home Loan Bank and the continued growth in bank deposits and repurchase agreements, management believes that the Company's available liquidity resources are sufficient to support future loan growth.

Notes payable has decreased by $\$ 127,683$ due to principal payments.

Total equity of the Company was at $\$ 18,293,032$ as of September 30, 1995 versus $\$ 17,275,278$ at June 30, 1995. On September 8, 1995 Square Lake Holding Corporation exercised 50,000 warrants at an aggregate price of $\$ 700,000$, to be utilized as general working capital. The exercise of these warrants contributed to the growth of the Company's total equity in the September 30, 1995 quarter. Warrants outstanding were 66,882 as of September 30, 1995. Book value per common share was $\$ 27.26$ as of September 30, 1995 versus $\$ 27.90$ at June 30, 1995. Total equity to total assets of the Company as of September 30, 1995 was 8.83\%.

At September 30, 1995, the Banks' regulatory capital was in compliance with regulatory capital requirements as follows:

|  | Brunswick |
| :---: | :---: |
| Bethel Savings | Federal Savings, |
| Bank, F.S.B. | 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
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

| $1,568,000$ | $\$$ | $1,487,000$ |
| :---: | :---: | :---: |
| $1.50 \%$ |  | $1.50 \%$ |
| $3,137,000$ | $\$$ | $2,975,000$ |
| $3.00 \%$ |  | $3.00 \%$ |
| $4,182,000$ | $\$$ | $3,966,000$ |
| $4.00 \%$ | $4.00 \%$ |  |
| $5,716,000$ | $\$$ | $4,547,000$ |
| $8.00 \%$ |  | $8.00 \%$ |
|  |  |  |
| $8,103,000$ | $\$$ | $7,619,000$ |
| $7.75 \%$ |  | $7.68 \%$ |
| $6,535,000$ | $\$$ | $6,132,000$ |
| $8,103,000$ | $\$$ | $7,619,000$ |
| $7.75 \%$ |  | $7.68 \%$ |
| $4,966,000$ | $\$$ | $4,644,000$ |
| $8,103,000$ | $\$$ | $7,619,000$ |
| $7.75 \%$ |  | $7.68 \%$ |
| $3,921,000$ | $\$$ | $3,653,000$ |
| $8,530,000$ | $\$$ | $8,332,000$ |
| $11,94 \%$ |  | $14.66 \%$ |
| $2,814,000$ | $\$$ | $3,785,000$ |

1.50\%

2,975, 000
3.00\%
4.00\%
8.00\%

7,619,000
7.68\%

7,619,
7.68\%

7,619
7.68\%

3,653,00
14.66\%

3,785, 000

The carrying value of securities available for sale of the Company was
$\$ 10,174,285$, which is $\$ 186,704$ less than the cost of the underlying securities, at September 30, 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. The Company has primarily invested in
mortgage-backed securities. Primarily, all of the mortgage-backed securities are high grade government backed securities. Management believes that the yields currently received on this portfolio are satisfactory. As in any long term earning asset in which its earning rate is fixed, mortgage-backed securities have a risk in its market value declining when market interest rates increase from the time of purchase. Since these mortgage-backed securities are backed by the U.S. government, there is little or no risk in loss of principal. Therefore, management believes that during adverse market fluctuations it would be advantageous to hold these securities until the market values recover.

The Company's allowance for loan losses was $\$ 2,494,000$ as of September 30, 1995 versus $\$ 2,396,000$ as of June 30, 1995, representing $1.48 \%$ and $1.41 \%$ of total loans, respectively. The Company had non-performing loans totaling $\$ 2,825,000$ at September 30, 1995 as compared to $\$ 2,266,000$ at June 30, 1995. Non-performing loans represented $1.36 \%$ and $1.09 \%$ of total assets at September 30 and June 30, 1995, respectively. The Company's allowance for loan losses was equal to $88 \%$ and $106 \%$ of the total non-performing loans at September 30, 1995 and June 30, 1995, respectively. At September 30, 1995, the Company had approximately $\$ 3,093,000$ 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. The loans classified substandard, as of September 30, 1995, have decreased from the June 30, 1995 amount of $\$ 3,623,000$. Even though substandard loans decreased, there is a continuation of economic weakness in the 0xford county region. Along with non-performing and delinquent loans, management takes an aggressive posture in reviewing its loan portfolio to classify loans substandard. The following table represents the Company's non-performing loans as of September 30 and June 30, 1995, respectively:

| Description | $\begin{gathered} \text { September } 30, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 1995 \end{gathered}$ |
| :---: | :---: | :---: |
| 1-4 Family Mortgages | \$681, 000 | 637,000 |
| Commercial Mortgages | 1,573,000 | 1,223,000 |
| Commercial Installment | 433,000 | 375,000 |
| Consumer Installment | 138,000 | 31,000 |
| Total non-performing | \$2,825,000 | 2,266,000 |

The majority of the non-performing loans are seasoned loans located in the 0xford county area. This geographic area continues to have a depressed economy resulting in high unemployment and a soft real estate market. Management has allocated substantial resources to the collection area in an effort to control the growth in non-performing, delinquent and substandard loans in this area. The Company has decreased its total delinquent accounts during the September 30, 1995 quarter. The reduction was largely due to the collection efforts of the 30 and 60 day delinquent accounts.

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:

| $12-31-94$ | $3-31-95$ | $6-30-95$ | $9-30-95$ |
| :---: | :---: | :---: | :---: |
| $1.96 \%$ | $2.27 \%$ | $2.46 \%$ | $2.15 \%$ |

The level of the allowance for loan losses as a percentage of non-performing loans at September 30, 1995 decreased in comparison to the same percentage at June 30, 1995. However, the level of the allowance for loan losses as a percentage of total loans and total delinquencies as a percentage of total loans improved in the September 30, 1995 quarter. Loans classified substandard decreased in the September 30, 1995 quarter, when compared to June 30, 1995. Classified assets are also considered in management's analysis in the adequacy of allowance for loan losses. Based on reviewing the credit risk and collateral of these classified loans, management has considered the risks of the classified portfolio and believes the allowance for loan losses is adequate. Management at each Bank primarily lends within their local market areas which management believes helps them to better evaluate credit risk. The Company also maintains a well collateralized position in real estate mortgage loans. On a regular and ongoing basis, Company management evaluates the adequacy of the allowance for loan losses. The process to evaluate the allowance involves a high degree of management judgement. The methods employed to evaluate the allowance for loan losses are quantitative in nature and consider such factors as the loan mix, the level of non-performing loans, delinquency trends, past charge-off history, loan reviews and classifications, collateral, and the current economic climate. Management believes that the allowance for loan losses is adequate considering the level of risk in the loan portfolio. While management uses its best judgement in recognizing loan losses in light of available information, there can be no assurance that the Company will not have to increase its provision for loan losses in the future
as a result of changing economic conditions, adverse markets for real estate or other factors. In addition, various regulatory agencies, as an integral part of their examination process, periodically review the Company's allowance for loan losses. Such agencies may require the Company to recognize additions to the allowance for loan losses based on their judgements about information available to them at the time of their examination. The Company's most recent examination by the OTS was on May 15, 1995. At the time of the exam the regulators proposed no additions to the allowance for loan losses.

The state of Maine's economy appears to be stable with moderate or flat growth. However, the weakness in the Oxford county economy, which has resulted in high unemployment and a soft real estate market, must be considered a risk to the overall credit quality of the loan portfolio of Bethel Savings Bank. Bethel Savings Bank has expanded its market beyond the Oxford county with the acquisition of the Key Bank branches. The Company will continue to monitor loans within these portfolios and increase the levels of allowance for loan losses when necessary.

Results of Operations

Net income for the quarter ended September 30, 1995 was $\$ 421,637$. The primary earnings per share was $\$ .64$ and the fully diluted earnings per share was $\$ .58$ for the quarter ended September 30, 1995. This compares to earnings of $\$ 405,712$, or a primary earnings per share of $\$ .60$ per share and a fully diluted earnings per share of $\$ .55$, for the quarter ended September 30, 1994.

The Company's net interest income was $\$ 2,213,302$ for the quarter ended September 30, 1995, versus \$2,110,926 for the quarter ended September 30, 1994, for an increase of $\$ 102,376$. Total interest income increased $\$ 583,455$ during the three months ended September 30, 1995 when compared to the three months ended September 30, 1994, resulting from the following items. Interest income on loans and loans held for sale increased by $\$ 520,180$ for the three months ended September 30, 1995 resulting from a $\$ 278,769$ increase due to an increase in the volume of loans as well as an increase of $\$ 241,411$ due to increased rates on loans. Interest income on investment securities decreased by $\$ 24,599$ resulting from a $\$ 50,503$ decrease due to a decrease in volume offset by an increase of $\$ 25,904$ due to increased rates on investments. Interest income on short term liquid funds increased by $\$ 87,874$ resulting from a $\$ 71,268$ increase due to an increase in volume as well as an increase of $\$ 16,606$ due to increased rates on FHLB overnight deposits. The increase in total interest expense of $\$ 481,079$ for the three months ended September 30, 1995 resulted from the following items. Interest expense on deposits increased by $\$ 482,843$ for the three months ended September 30, 1995 resulting from a \$244,431 increase due to an increase in the volume of deposits as well as an increase of $\$ 238,412$ due to increasing deposit rates. Interest expense on repurchase agreements increased by $\$ 33,913$ due to the new volume acquired from Key Bank. Interest expense on borrowings decreased $\$ 35,677$ for the three months ended September 30,1995 resulting from an decrease of $\$ 895,526$ due to an decrease in the volume of borrowings offset by an increase of $\$ 859,849$ 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 three months ended September 30, 1995 versus September 30, 1994

|  |  | Differen Volume |  | e to Rate | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | \$ | $(50,503)$ | \$ | 25,904 | \$ | $(24,599)$ |
| Loans |  | 278,769 |  | 241,411 |  | 520,180 |
| FHLB \& Other Deposits |  | 71,268 |  | 16,606 |  | 87,874 |
| Total |  | 299,534 |  | 283,921 |  | 583,455 |
| Deposits |  | 244,431 |  | 238,412 |  | 482,843 |
| Repurchase Agreements |  | 33,913 |  | 0 |  | 33,913 |
| Borrowings |  | $(895,526)$ |  | 859,849 |  | 35,677 |
| Total |  | 617,182 |  | 1, 098,261 |  | 481, 079 |
| Net Interest Inc | \$ | $(317,648)$ | \$ | $(814,340)$ | \$ | 102,376 |

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. The Company is experiencing and anticipates additional net interest margin compression due to fluctuating 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 $\$ 614,293$ for the three months ended September 30,1995 versus $\$ 396,606$ for the three months ended September 30, 1994. Service fee income was \$281, 609 for the three months ended September 30, 1995 versus $\$ 219,693$ for the quarter ended September 30, 1994. The $\$ 61,916$ increase was primarily due to the deposit fee income generated from the acquisition of the Key Bank branches. Income from available for sale securities gains was $\$ 120,593$ for the three months ended September 30, 1995 versus \$3,945 for the three months ended September 30, 1994. Gains from the sale of securities have increased due to the Company selling some of its available for sale securities, taking advantage of the fluctuation in market prices in the mortgage-backed security portfolio. Income from trading account securities was $\$ 0$ versus $\$ 13,147$ for the three months ended September 30, 1995 and 1994, respectively. The gain on trading account, in the September 30, 1994 quarter, was due to the sale and appreciation in the market values of the securities classified as trading. Currently, all of the trading account portfolio has been liquidated.

Other income was $\$ 212,091$ for the three months ended September 30, 1995, which was a $\$ 52,270$ increase from the September 30, $1994 \$ 159,821$ balance. Gains on the sale of loans held for sale amounted to $\$ 82,815$ for the three months ended September 30, 1995 versus $\$ 59,902$ for the three months ended September 30, 1994. Gains from the sale of loans have increased as a result of increased originations due to secondary market loan demand from the Company's customers due to current low rates. Gross income for ASI Data Services amounted to $\$ 6,938$ versus $\$ 4,479$ for the three months ended September 30, 1995 and 1994, respectively. Gross income for First New England Benefits was \$78,323 for the three months ended September 30, 1995 versus $\$ 66,015$ for the three months ended September 30, 1994. The amounts discussed in this paragraph are reflected in other income.

Total operating expense, or non-interest expense, for the Company was $\$ 2,015,923$ for the three months ended September 30, 1995 versus $\$ 1,692,258$ for the three months ended September 30, 1994.

Compensation expense increased by $\$ 114,607$ for the three months ended September 30, 1995 as a result of the addition of officers and administrative employees at Bethel Bancorp and its subsidiaries, the addition of the four new branches, as well as annual salary increases. Net occupancy expenses increased by $\$ 18,493$ for the three months ended September 30, 1995 primarily due to the four new branches acquired from Key Bank. Equipment expense increased by $\$ 26,066$ for the three months ended September 30, 1995 due to the expenses associated with the new acquisitions as well as the general needs at the subsidiaries. Goodwill expense increased by $\$ 43,071$ for the three months ended September 30, 1995 due to the premium paid for the four Key Bank branches. Other expenses have increased by $\$ 121,428$ for the three months ended September 30, 1995 versus the three months ended September 30, 1994. Other expenses increased during the three months ended September 30, 1995 primarily due to the increased expenses from the four new branches as well as increased costs in legal and consulting expenses. In September 1995, the Company received a rebate from the FDIC for its BIF insured deposits. This rebate reduced other expenses by approximately $\$ 56,000$. The FDIC has proposed a one time assessment on all SAIF insured deposits in a range of $\$ .85$ to $\$ .90$ per $\$ 100$ of domestic deposits held as of March 31, 1995. This one time assessment is intended to recapitalize the SAIF to the required level of $1.25 \%$ of insured deposits and could be payable in the fourth quarter of 1995 or ealy 1996. If the assessment is made at the proposed rates, the effect on the Company would be an after tax charge of approximately $\$ 320,000$ (assuming an income tax rate of $36 \%$ ). The one time charge asssumes a . $85 \%$ charge on Brunswick Federal Savings, F.A. deposits of approximately $\$ 60,000,000$ at March 31, 1995, which does not include the BIF insured deposits of the newly acquired Key Bank branches. Subsequent to the proposed payment of the one time assessment, the ongoing risk based assessment schedule for the newly capitalized SAIF would be similar to the schedule of BIF (the current FDIC board proposal has rates ranging from 4 to 31 basis points). The Company anticipates that it would be assessed at the lowest BIF rate as it currently is assessed at the lowest SAIF rate due to its regulatory standing. If the Company's premium is reduced to 4 basis points, the Company would have future after tax annual savings of approximately $\$ 180,000$ (assuming an income tax rate of $36 \%$ ). The annual savings assumes a . $04 \%$ insurance premium charge compared to the current . $23 \%$ insurance premium paid on the Company's total deposit base of $\$ 147,000,000$.

## 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
Part II - Other Information

Item 1. Legal Proceedings

## 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

SUMMARY OF VOTING AT 10/18/95 ANNUAL SHAREHOLDERS' MEETING
At the Annual Meeting of Shareholders held in South Portland, Maine on October 18, 1995, the following proposals were approved, each proposal receiving the vote of the Company's outstanding common and preferred shares, voting as one class, as follows:

Proposal 1 - Election of Officers:

|  | Votes For | Votes Withheld | Broker Non-Votes |
| :---: | :---: | :---: | :---: |
| John B. Bouchard | 583,428 | 7 | 0 |
| Judith W. Hayes | 583,428 | 7 | 0 |
| Stephen Wight | 580,528 | 2,907 | 0 |
| Dennis Wilson | 583,328 | 107 | 0 |

Ms. Hayes and Messrs. Bouchard, Wight and Wilson were elected to serve until the 1998 Annual Meeting. The terms of the following Directors continued after the meeting: Messrs. Brown, Goguen, Trinward, Vachon, Delamater, Jackson, Morrell, and Kendall. There was no solicitation in opposition to management's nominees, and all nominees were elected without contest.

Proposal 2 - Appointment of Baker Newman \& Noyes, Limited Liability Company as auditors for fiscal year 1996.

| Votes For | $\frac{\text { Votes Against }}{582,885}$ | 0 | Votes Abstaining |
| :---: | :---: | :---: | :---: |$\quad$| Broker Non-Votes |
| :---: |
| 5 |

Item 5. Other Information
Not Applicable.

Item 6. Exhibits and Reports on Form 8 - K
(a) Exhibits
10.1 Employment agreement between Bethel Savings Bank, F.S.B. and James D. Delamater, incorporated by reference to Bethel Bancorp's Registration Statement Form S-1 (No. 33-12815), filed with the Securities and Exchange Commission. This employement agreement was terminated by the parties thereto on September 19, 1995.

11 Statement regarding computation of per share earnings.
27 Financial data schedule
(b) Reports on Form 8 - K

Not Applicable. duly authorized.
/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

| EXHIBIT NUMBER | DESCRIPTION |
| :---: | :--- |
| 10.1 | Employment agreement between Bethel Savings Bank, F.S.B. and <br> James D. Delamater, incorporated by reference to Bethel <br> Bancorp's Registration Statement on Form S-1 (No. 33-12815), <br> filed with the Securities and Exchange Commission. This <br> employment agreement was terminated by the parties thereto <br> on September 19, 1995. |
| 11 | Statement regarding computation of per share earnings |
| 27 | Finanacial Data Schedule |

Exhibit 11. Statement Regarding Computation of Per Share Earnings

Three Months Ended September 30,1995

Three Months Ended September 30, 1994

EQUIVALENT SHARES:

| Average Shares Outstanding | 560,125 |  | 547,400 |  |
| :---: | :---: | :---: | :---: | :---: |
| Total Equivalent Shares |  | 560,125 |  | 547,400 |
| Total Primary Shares |  | 608,261 |  | 617,816 |
| Total Fully Diluted Shares |  | 725,785 |  | 734,698 |
| Net Income | \$ | 421, 637 | \$ | 405,712 |
| Less Preferred Stock Dividend |  | 35,000 |  | 35,000 |
| Net Income after Preferred Dividend | \$ | 386,637 | \$ | 370,712 |
| Primary Earnings Per Share | \$ | 0.64 | \$ | 0.60 |
| Fully Diluted Earnings Per Share | \$ | 0.58 | \$ | 0.55 |

3-MOS
JUN-30-1996
JUL-01-1995 SEP-30-1995 $4,761,715$
$12,407,826$
0
$10,174,285$
0
0
167,879,936
2,494,000
207,272,718
$147,771,292$
24,207,408
1, 835, 950
11,375, 000 597,625

0
1,999,980
15, 818, 651
207,272,718
4,098,163
197,430
187,063
4,482,656
1,635,482
2, 269, 354
2,213,302
147, 855
120, 593
2,015,923
633, 817
633, 817
0
0
421, 637
. 64
.58
4.569

2,825,000
2, 016, 000
3, 093, 000
2,396,000
56, 697
6,842
2,494,000
630,529
$1,863,471$

