

AUBURN NATIONAL BANCORPORATION, INC  
Form 10-K  
March 26, 2012  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-K**

þ **ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 31, 2011

OR

· **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934**

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

Commission File Number: 0-26486

**Auburn National Bancorporation, Inc.**

(Exact name of registrant as specified in charter)

Delaware  
(State or other jurisdiction  
of incorporation)

63-0885779  
(I.R.S. Employer  
Identification No.)

100 N. Gay Street, Auburn, Alabama  
(Address of principal executive offices)

36830  
(Zip Code)

Registrant's telephone number, including area code: (334) 821-9200

**Securities registered pursuant to Section 12 (b) of the Act:**

Title of Each Class

Name of Exchange on which Registered

# Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Common Stock, par value \$0.01

Nasdaq Global Market

**Securities registered to Section 12(g) of the Act:** None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes  No

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

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

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (Section 229.405 of this chapter) is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

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

Large Accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

(Do not check if a smaller reporting company)

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

State the aggregate market value of the voting and non-voting common equity held by non-affiliates computed by reference to the price at which the common equity was last sold, or the average bid and asked price of such common equity as of the last business day of the registrant's most recently completed second fiscal quarter: \$45,819,862 as of June 30, 2011.

## APPLICABLE ONLY TO CORPORATE REGISTRANTS

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of the latest practicable date: 3,642,738 shares of common stock as of March 9, 2012.

## DOCUMENTS INCORPORATED BY REFERENCE

Portions of the Proxy Statement for the Annual Meeting of Shareholders, scheduled to be held May 8, 2012, are incorporated by reference into Part II, Item 5 and Part III of this Form 10-K.

**Table of Contents**

**TABLE OF CONTENTS**

	<b>PAGE</b>
<b><u>PART I</u></b>	
ITEM 1. <u>BUSINESS</u>	3
ITEM 1A. <u>RISK FACTORS</u>	16
ITEM 1B. <u>UNRESOLVED STAFF COMMENTS</u>	23
ITEM 2. <u>DESCRIPTION OF PROPERTY</u>	23
ITEM 3. <u>LEGAL PROCEEDINGS</u>	25
ITEM 4. <u>MINE SAFETY DISCLOSURES</u>	25
<b><u>PART II</u></b>	
ITEM 5. <u>MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES</u>	25
ITEM 6. <u>SELECTED FINANCIAL DATA</u>	27
ITEM 7. <u>MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS</u>	28
ITEM 7A. <u>QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK</u>	58
ITEM 8. <u>FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA</u>	58
ITEM 9. <u>CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE</u>	58
ITEM 9A. <u>CONTROLS AND PROCEDURES</u>	58
ITEM 9B. <u>OTHER INFORMATION</u>	58
<b><u>PART III</u></b>	
ITEM 10. <u>DIRECTORS AND EXECUTIVE OFFICERS OF THE REGISTRANT</u>	103
ITEM 11. <u>EXECUTIVE COMPENSATION</u>	103
ITEM 12. <u>SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS</u>	103
ITEM 13. <u>CERTAIN RELATIONSHIPS, RELATED TRANSACTIONS AND DIRECTOR INDEPENDENCE</u>	103
ITEM 14. <u>PRINCIPAL ACCOUNTANT FEES AND SERVICES</u>	103

**PART IV**

ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES

104

2

**Table of Contents**

**PART I**

**SPECIAL CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS**

Various of the statements made herein under the captions Management's Discussion and Analysis of Financial Condition and Results of Operations, Quantitative and Qualitative Disclosures about Market Risk, Risk Factors and elsewhere, are forward-looking statements within the meaning and protections of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, as amended (the Exchange Act).

Forward-looking statements include statements with respect to our beliefs, plans, objectives, goals, expectations, anticipations, assumptions, estimates, intentions and future performance, and involve known and unknown risks, uncertainties and other factors, which may be beyond our control, and which may cause the actual results, performance or achievements of the Company to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. You should not expect us to update any forward-looking statements.

All statements other than statements of historical fact are statements that could be forward-looking statements. You can identify these forward-looking statements through our use of words such as may, will, anticipate, assume, should, indicate, would, believe, could, expect, estimate, continue, further, plan, point to, project, could, intend, target and other similar words and expressions of the forward-looking statements may not be realized due to a variety of factors, including, without limitation:

the effects of future economic, business and market conditions and changes, domestic and foreign, including seasonality;

governmental monetary and fiscal policies;

legislative and regulatory changes, including changes in banking, securities and tax laws, regulations and rules and their application by our regulators, including capital and liquidity requirements, and changes in the scope and cost of FDIC insurance and other coverage;

changes in accounting policies, rules and practices;

the risks of changes in interest rates on the levels, composition and costs of deposits, loan demand, and the values and liquidity of loan collateral, securities, and interest sensitive assets and liabilities, and the risks and uncertainty of the amounts realizable and the timing of dispositions of assets by the FDIC where we may have a participation or other interest;

changes in borrower credit risks and payment behaviors;

changes in the availability and cost of credit and capital in the financial markets, and the types of instruments that may be included as capital for regulatory purposes;

changes in the prices, values and sales volumes of residential and commercial real estate;

the effects of competition from a wide variety of local, regional, national and other providers of financial, investment and insurance services;

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

the failure of assumptions and estimates underlying the establishment of reserves for possible loan losses and other estimates;

the risks of mergers, acquisitions and divestitures, including, without limitation, the related time and costs of implementing such transactions, integrating operations as part of these transactions and possible failures to achieve expected gains, revenue growth and/or expense savings from such transactions;

changes in technology or products that may be more difficult, costly, or less effective than anticipated;

---

## **Table of Contents**

the effects of war or other conflicts, acts of terrorism or other catastrophic events that may affect general economic conditions;

the failure of assumptions and estimates, as well as differences in, and changes to, economic, market and credit conditions, including changes in borrowers' credit risks and payment behaviors from those used in our loan portfolio stress test;

the risks that our deferred tax assets could be reduced if estimates of future taxable income from our operations and tax planning strategies are less than currently estimated, and sales of our capital stock could trigger a reduction in the amount of net operating loss carry-forwards that we may be able to utilize for income tax purposes; and

other factors and risks described under "Risk Factors" herein and in any of our subsequent reports that we make with the Securities and Exchange Commission (the "Commission" or "SEC") under the Exchange Act.

All written or oral forward-looking statements that are made by us or are attributable to us are expressly qualified in their entirety by this cautionary notice. We have no obligation and do not undertake to update, revise or correct any of the forward-looking statements after the date of this report, or after the respective dates on which such statements otherwise are made.

### **ITEM 1. BUSINESS**

Auburn National Bancorporation, Inc. (the "Company") is a bank holding company registered with the Board of Governors of the Federal Reserve System (the "Federal Reserve") under the Bank Holding Company Act of 1956, as amended (the "BHC Act"). The Company was incorporated in Delaware in 1990, and in 1994 it succeeded its Alabama predecessor as the bank holding company controlling AuburnBank, an Alabama state member bank with its principal office in Auburn, Alabama (the "Bank"). The Company and its predecessor have controlled the Bank since 1984. As a bank holding company, the Company may diversify into a broader range of financial services and other business activities than currently are permitted to the Bank under applicable laws, regulations and rules. The holding company structure also provides greater financial and operating flexibility than is presently permitted to the Bank.

The Bank has operated continuously since 1907 and currently conducts its business primarily in East Alabama, including Lee County and surrounding areas. The Bank has been a member of the Federal Reserve System since April 1995 (the "Charter Conversion"). The Bank's primary regulators are the Federal Reserve and the Alabama Superintendent of Banks (the "Alabama Superintendent"). The Bank has been a member of the Federal Home Loan Bank of Atlanta (the "FHLB") since 1991.

#### **General**

The Company's business is conducted primarily through the Bank and its subsidiaries. Although it has no immediate plans to conduct any other business, the Company may engage directly or indirectly in a number of activities that the Federal Reserve has determined to be so closely related to banking or managing or controlling banks as to be a proper incident thereto.

The Company's principal executive offices are located at 100 N. Gay Street, Auburn, Alabama 36830, and its telephone number at such address is (334) 821-9200. The Company maintains an Internet website at [www.auburnbank.com](http://www.auburnbank.com). The Company is not incorporating the information on that website into this report, and the website and the information appearing on the website are not included in, and are not part of, this report. The Company files annual, quarterly and current reports, proxy statements, and other information with the SEC. You may read and copy any document we file with the SEC at the SEC's public reference room at 100 F Street, N.E., Washington, DC 20549. Please call the SEC at 1-800-SEC-0330 for more information on the operation of the public reference rooms. The SEC maintains an Internet site that contains reports, proxy, and other information. Our SEC filings are also available to the public free of charge from the SEC's web site at [www.sec.gov](http://www.sec.gov).

The Company directly owns all the common equity in one statutory trust, Auburn National Bancorporation Capital Trust I, an Alabama statutory trust, which was formed in 2003 for the purpose of issuing \$7.0 million of floating rate capital securities, with net proceeds being used for general corporate purposes, the purchase of investment securities, and the repurchase of the Company's outstanding common shares.

#### **Services**

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

The Bank offers checking, savings, transaction deposit accounts and certificates of deposit, and is an active residential mortgage lender in its primary service area ( PSA ). The Bank s PSA includes the cities of Auburn and Opelika,



## **Table of Contents**

Alabama and nearby surrounding areas in East Alabama, primarily in Lee County. The Bank also offers commercial, financial, agricultural, real estate construction and consumer loan products and other financial services. The Bank is one of the largest providers of automated teller services in East Alabama and operates ATM machines in 13 locations in its PSA. The Bank offers Visa® Checkcards, which are debit cards with the Visa logo that work like checks but can be used anywhere Visa is accepted, including ATMs. The Bank's Visa Checkcards can be used internationally through the Cirrus® network. The Bank offers online banking and bill payment services through its Internet website, [www.auburnbank.com](http://www.auburnbank.com).

## **Competition**

The banking business in East Alabama, including Lee County, is highly competitive with respect to loans, deposits, and other financial services. The area is dominated by a number of regional and national banks and bank holding companies that have substantially greater resources, and numerous offices and affiliates operating over wide geographic areas. The Bank competes for deposits, loans and other business with these banks, as well as with credit unions, mortgage companies, insurance companies, and other local and nonlocal financial institutions, including institutions offering services through the mail, by telephone and over the Internet. As more and different kinds of businesses enter the market for financial services, competition from nonbank financial institutions may be expected to intensify further.

Among the advantages that larger financial institutions have over the Bank are their ability to finance extensive advertising campaigns, to diversify their funding sources, and to allocate and diversify their assets among loans and securities of the highest yield in locations with the greatest demand. Many of the major commercial banks or their affiliates operating in the Bank's service area offer services which are not presently offered directly by the Bank and they may also have substantially higher lending limits than the Bank.

Community banks also have experienced significant competition for deposits from mutual funds, insurance companies and other investment companies and from money center banks' offerings of high-yield investments and deposits. Certain of these competitors are not subject to the same regulatory restrictions as the Bank.

## **Selected Economic Data**

As described above, the Bank's PSA is primarily in Lee County. The Bank also has loan production offices in Montgomery, Alabama and in Phenix City, Alabama. Lee County's population was approximately 140,247 in 2010, and has increased approximately 21.9% from 2000 to 2010. The largest employers in the area are Auburn University, East Alabama Medical Center, a Wal-Mart Distribution Center, Mando America Corporation, and Briggs & Stratton.

## **Loans and Loan Concentrations**

The Bank makes loans for commercial, financial and agricultural purposes, as well as for real estate mortgages, real estate acquisition, construction and development and consumer purposes. While there are certain risks unique to each type of lending, management believes that there is more risk associated with commercial, real estate acquisition, construction and development, agricultural and consumer lending than with residential real estate mortgage loans. To help manage these risks, the Bank has established underwriting standards used in evaluating each extension of credit on an individual basis, which are substantially similar for each type of loan. These standards include a review of the economic conditions affecting the borrower, the borrower's financial strength and capacity to repay the debt, the underlying collateral and the borrower's past credit performance. These standards are used to determine the creditworthiness of the borrower at the time a loan is made and are monitored periodically throughout the life of the loan. See "Legislative and Regulatory Changes" for a discussion of regulatory guidance on commercial real estate lending.

The Bank has loans outstanding to borrowers in all industries within its PSA. Any adverse economic or other conditions affecting these industries would also likely have an adverse effect on the local workforce, other local businesses, and individuals in the community that have entered into loans with the Bank. However, management believes that due to the diversified mix of industries located within the Bank's PSA, adverse changes in one industry may not necessarily affect other area industries to the same degree or within the same time frame. The Bank's PSA is also subject to both local and national economic conditions and fluctuations. While most loans are made within the PSA, residential mortgage loans are originated outside the PSA, and the Bank has from time to time purchased loans and loan participations from outside its PSA.

## **Employees**

At December 31, 2011, the Company and its subsidiaries had 157 full-time equivalent employees, including 35 officers.



## **Table of Contents**

### **Statistical Information**

Certain statistical information is included in response to Item 7 of this Annual Report on Form 10-K. Certain statistical information is also included in response to Item 6, Item 7A and Item 8 of this Annual Report on Form 10-K.

### **SUPERVISION AND REGULATION**

The Company and the Bank are extensively regulated under federal and state law applicable to financial institutions. The supervision, regulation and examination of the Company and the Bank and their respective subsidiaries by the bank regulatory agencies are intended primarily for the maintenance of the safety and soundness of financial institutions and the federal deposit insurance system, as well as protection of depositors, rather than holders of Company capital stock and other securities. Any change in applicable law or regulation may have a material effect on the Company's business. The following discussion is qualified in its entirety by reference to the particular statutory and regulatory provisions referred to below.

#### **Bank Holding Company Regulation**

The Company, as a bank holding company, is subject to supervision, examination and regulation by the Federal Reserve under the BHC Act. Bank holding companies are generally limited to the business of banking, managing or controlling banks, and other activities that the Federal Reserve determines to be so closely related to banking or managing or controlling banks as to be a proper incident thereto. The Company is required to file with the Federal Reserve periodic reports and such other information as the Federal Reserve may request. The Federal Reserve examines the Company, and may examine its subsidiaries. The State of Alabama currently does not regulate bank holding companies.

The BHC Act requires prior Federal Reserve approval for, among other things, the acquisition by a bank holding company of direct or indirect ownership or control of more than 5% of the voting shares or substantially all the assets of any bank, or for a merger or consolidation of a bank holding company with another bank holding company. With certain exceptions, the BHC Act prohibits a bank holding company from acquiring direct or indirect ownership or control of voting shares of any company that is not a bank or bank holding company and from engaging directly or indirectly in any activity other than banking or managing or controlling banks or performing services for its authorized subsidiary. A bank holding company may, however, engage in or acquire an interest in a company that engages in activities that the Federal Reserve has determined by regulation or order to be so closely related to banking or managing or controlling banks as to be a proper incident thereto.

The Gramm-Leach-Bliley Act of 1999 (the GLB Act) permits bank holding companies that are well-capitalized and well-managed, as defined in Federal Reserve Regulation Y, and whose subsidiary banks have and maintain satisfactory or better ratings under the Community Reinvestment Act of 1977, as amended (the CRA), and meet certain other conditions to elect to become financial holding companies. Financial holding companies and their subsidiaries are permitted to acquire or engage in previously impermissible activities such as insurance underwriting, securities underwriting, travel agency activities, broad insurance agency activities, merchant banking and other activities that the Federal Reserve determines to be financial in nature or complementary thereto. In addition, under the merchant banking authority added by the GLB Act and Federal Reserve regulations, financial holding companies are authorized to invest in companies that engage in activities that are not financial in nature, as long as the financial holding company makes its investment with the intention of limiting the terms of its investment, does not manage the company on a day-to-day basis, and the investee company does not cross-market with any depository institutions controlled by the financial holding company. Financial holding companies continue to be subject to Federal Reserve supervision, regulation and examination, but the GLB Act applies the concept of functional regulation to the activities conducted by subsidiaries. For example, insurance activities would be subject to supervision and regulation by state insurance authorities. While the Company has not elected to become a financial holding company, in order to exercise the broader activity powers provided by the GLB Act, it may elect to do so in the future.

The BHC Act permits acquisitions of banks by bank holding companies, such that the Company and any other bank holding company, whether located in Alabama or elsewhere, may acquire a bank located in any other state, subject to deposit share limits, age of bank charter requirements and other restrictions. Federal law also permits national and state-chartered banks to branch interstate through acquisitions of banks in other states. Alabama permits interstate branching. Under the Alabama Banking Code, with the prior approval of the Alabama Superintendent, an Alabama bank, may acquire and operate one or more banks in other states pursuant to a transaction in which the Alabama bank is the resulting bank. In addition, one or more Alabama banks may enter into a merger transaction with one or more out-of-state banks, and an out-of-state bank resulting from such transaction may continue to operate the acquired branches in Alabama. As a result of the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 (the Dodd-Frank Act), banks, including Alabama banks, may branch anywhere in the United States.

## **Table of Contents**

The Company is a legal entity separate and distinct from the Bank. Various legal limitations restrict the Bank from lending or otherwise supplying funds to the Company. The Company and the Bank are subject to Section 23A of the Federal Reserve Act and Federal Reserve Regulation W there under. Section 23A defines covered transactions, which include extensions of credit, and limits a bank's covered transactions with any affiliate to 10% of such bank's capital and surplus. All covered and exempt transactions between a bank and its affiliates must be on terms and conditions consistent with safe and sound banking practices, and banks and their subsidiaries are prohibited from purchasing low-quality assets from the bank's affiliates. Finally, Section 23A requires that all of a bank's extensions of credit to its affiliates be appropriately secured by permissible collateral, generally United States government or agency securities. The Company and the Bank also are subject to Section 23B of the Federal Reserve Act, which generally requires covered and other transactions among affiliates to be on terms and under circumstances, including credit standards, that are substantially the same as or at least as favorable to the bank or its subsidiary as those prevailing at the time for similar transactions with unaffiliated companies.

Federal Reserve policy, as well as the Federal Deposit Insurance Act, as amended by the Dodd-Frank Act, requires a bank holding company to act as a source of financial and managerial strength to its bank subsidiaries and to take measures to preserve and protect its bank subsidiaries in situations where additional investments in a bank subsidiary may not otherwise be warranted. In addition, where a bank holding company has more than one bank or thrift subsidiary, each of the bank holding company's subsidiary depository institutions are responsible for any losses to the Federal Deposit Insurance Corporation ( FDIC ) as a result of an affiliated depository institution's failure. As a result, a bank holding company may be required to loan money to a bank subsidiary in the form of subordinate capital notes or other instruments which qualify as capital under bank regulatory rules. However, any loans from the holding company to such subsidiary banks likely will be unsecured and subordinated to such bank's depositors and to other senior creditors of the bank.

The Federal Reserve has adopted guidelines for employee compensation to reduce incentives to take undue risks, and the FDIC and SEC have proposed further compensation guidelines under the Dodd-Frank Act.

## **Bank Regulation**

The Bank is subject to supervision, regulation and examination by the Federal Reserve and the Alabama Superintendent, which monitor all areas of the operations of the Bank, including reserves, loans, mortgages, issuances and redemption of capital securities, payment of dividends, establishment of branches, capital adequacy and compliance with laws. The Bank is a member of the FDIC and, as such, its deposits are insured by the FDIC to the maximum extent provided by law. See FDIC Insurance Assessments.

Alabama law permits statewide branching by banks. The powers granted to Alabama-chartered banks by state law include certain provisions designed to provide such banks with competitive equality to the powers of national banks.

In 2007, the Alabama legislature amended the Alabama Banking Code to, among other things; strengthen the regulatory and enforcement authority of the Alabama State Banking Department and the Alabama Superintendent of Banks.

The Federal Reserve has adopted the Federal Financial Institutions Examination Council's ( FFIEC ) updated rating system, which assigns each financial institution a confidential composite CAMELS rating based on an evaluation and rating of six essential components of an institution's financial condition and operations including Capital Adequacy, Asset Quality, Management, Earnings, Liquidity and Sensitivity to market risk, as well as the quality of risk management practices. For most institutions, the FFIEC has indicated that market risk primarily reflects exposures to changes in interest rates. When regulators evaluate this component, consideration is expected to be given to: management's ability to identify, measure, monitor and control market risk; the institution's size; the nature and complexity of its activities and its risk profile; and the adequacy of its capital and earnings in relation to its level of market risk exposure. Market risk is rated based upon, but not limited to, an assessment of the sensitivity of the financial institution's earnings or the economic value of its capital to adverse changes in interest rates, foreign exchange rates, commodity prices or equity prices management's ability to identify, measure, monitor and control exposure to market risk; and the nature and complexity of interest rate risk exposure arising from non-trading positions.

The GLB Act and related regulations requires banks and their affiliated companies to adopt and disclose privacy policies, including policies regarding the sharing of personal information they obtain from customers with third parties. The GLB Act also permits bank subsidiaries to engage in financial activities similar to those permitted to financial holding companies.

The federal bank regulators have updated their guidance several times on overdrafts, including overdrafts incurred at automated teller machines and point of sale terminals, and overdrafts have become a focus of the federal Consumer Financial Protection Bureau ( CFPB ). Among other things, the federal regulators require banks to monitor accounts and to limit the use of overdrafts by customers as a form of short-term, high-cost credit, including, for example, giving customers who overdraw their accounts on more than six occasions where a fee is charged in a rolling 12 month period a



## **Table of Contents**

reasonable opportunity to choose a less costly alternative and decide whether to continue with fee-based overdraft coverage. It also encourages the placing appropriate daily limits on overdraft fees, and asks banks to consider eliminating overdraft fees for transactions that overdraw an account by a *de minimis* amount. Overdraft policies, processes, fees and disclosures are frequently criticized in bank regulatory examinations and are the subject of litigation against banks in various jurisdictions.

### **Community Reinvestment Act and Consumer Laws**

The Bank is subject to the provisions of the CRA and the Federal Reserve's regulations there under. Under the CRA, all banks and thrifts have a continuing and affirmative obligation, consistent with their safe and sound operation, to help meet the credit needs for their entire communities, including low- and moderate-income neighborhoods. The CRA requires a depository institution's primary federal regulator, in connection with its examination of the institution's record of assessing and meeting the credit needs of the community served by that institution, including low- and moderate-income neighborhoods. The bank regulatory agency's assessment of the institution's record is made available to the public. Further, such assessment is required of any institution which has applied to: (i) charter a national bank; (ii) obtain deposit insurance coverage for a newly-chartered institution; (iii) establish a new branch office that accepts deposits; (iv) relocate an office; or (v) merge or consolidate with, or acquire the assets or assume the liabilities of, a federally regulated financial institution. In the case of a bank holding company applying for approval to acquire a bank or other bank holding company, the Federal Reserve will assess the records of each subsidiary depository institution of the applicant bank holding company, and such records may be the basis for denying the application. A less than satisfactory CRA rating will slow, if not preclude branch expansion activities and may prevent a company from becoming a financial holding company.

As a result of the GLB Act, CRA agreements with private parties must be disclosed and annual CRA reports must be made to a bank's primary federal regulator. No new activities authorized under the GLB Act may be commenced by a bank holding company or by a bank financial subsidiary if any of its bank subsidiaries received less than a satisfactory CRA rating in its latest CRA examination. The federal CRA regulations require that evidence of discriminatory, illegal or abusive lending practices be considered in the CRA evaluation.

The Bank is also subject to, among other things, the provisions of the Equal Credit Opportunity Act (the ECOA) and the Fair Housing Act (the FHA), both of which prohibit discrimination based on race or color, religion, national origin, sex and familial status in any aspect of a consumer or commercial credit or residential real estate transaction. The Department of Justice (the DOJ), and the federal bank regulatory agencies have issued an Interagency Policy Statement on Discrimination in Lending in order to provide guidance to financial institutions in determining whether discrimination exists, how the agencies will respond to lending discrimination, and what steps lenders might take to prevent discriminatory lending practices. The DOJ has increased its efforts to prosecute what it regards as violations of the ECOA and FHA.

The Dodd-Frank Act established the CFPB, which became able to exercise its regulatory authority upon the recess appointment of its director on January 4, 2012. The CFPB has the authority, previously exercised by the federal bank regulators to adopt regulations and enforce various laws, including the ECOA, and other fair lending laws, the Truth in Lending Act, the Electronic Funds Transfer Act, mortgage lending rules, Truth in Savings, Fair Credit Reporting and Privacy of Consumer Financial Privacy. Although the CFPB does not examine or supervise banks with less than \$10 billion in assets, its exercises broad authority that will affect bank regulation in these areas and bank regulators' consumer examination and enforcement and Banks of all sizes will be subject to changes as the CFPB reviews and revises the regulation it administers.

### **Other Laws and Regulations**

The International Money Laundering Abatement and Anti-Terrorism Funding Act of 2001 specifies new "know your customer" requirements that obligate financial institutions to take actions to verify the identity of the account holders in connection with opening an account at any U.S. financial institution. Bank regulators are required to consider compliance with this Act's money laundering provisions in acting upon acquisition and merger proposals, and sanctions for violations of this Act can be imposed in an amount equal to twice the sum involved in the violating transaction, up to \$1 million.

Under the Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act of 2001 (the USA PATRIOT Act), financial institutions are subject to prohibitions against specified financial transactions and account relationships as well as to enhanced due diligence and "know your customer" standards in their dealings with foreign financial institutions and foreign customers.

The USA PATRIOT Act requires financial institutions to establish anti-money laundering programs, and sets forth minimum standards for these programs, including:

the development of internal policies, procedures, and controls;

## **Table of Contents**

the designation of a compliance officer;

an ongoing employee training program; and

an independent audit function to test the programs.

The Company is also required to comply with various corporate governance and financial reporting requirements under the Sarbanes-Oxley Act of 2002, as well as new rules and regulations adopted by the SEC, the Public Company Accounting Oversight Board and Nasdaq. In particular, the Company is required to report on internal controls as part of its annual report for the year ended December 31, 2011 pursuant to Section 404 of the Sarbanes-Oxley Act. The Company has evaluated its controls, including compliance with the SEC rules on internal controls, and has and expects to continue to spend significant amounts of time and money on compliance with these rules. If the Company fails to comply with these internal control rules, it may materially adversely affect its reputation, its ability to obtain the necessary certifications to its financial statements, and the values of its securities. The Company's assessment of its financial reporting controls as of December 31, 2011 are included elsewhere in this report with no material weaknesses reported.

## **Payment of Dividends**

The Company is a legal entity separate and distinct from the Bank. The Company's primary source of cash is dividends from the Bank. Prior regulatory approval is required if the total of all dividends declared by a state member bank (such as the Bank) in any calendar year will exceed the sum of such bank's net profits for the year and its retained net profits for the preceding two calendar years, less any required transfers to surplus.

During 2011, the Bank paid cash dividends of approximately \$3.2 million to the Company.

In addition, the Company and the Bank are subject to various general regulatory policies and requirements relating to the payment of dividends, including requirements to maintain capital above regulatory minimums. The appropriate federal and state regulatory authorities are authorized to determine when the payment of dividends would be an unsafe or unsound practice, and may prohibit such dividends. The Federal Reserve has indicated that paying dividends that deplete a state member bank's capital base to an inadequate level would be an unsafe and unsound banking practice. The Federal Reserve has indicated that depository institutions and their holding companies should generally pay dividends only out of current year's operating earnings.

Under a Federal Reserve policy adopted in 2010, the board of directors of a bank holding company must consider different factors to ensure that its dividend level is prudent relative to maintaining a strong financial position, and is not based on overly optimistic earnings scenarios, such as potential events that could affect its ability to pay, while still maintaining a strong financial position. As a general matter, the Federal Reserve has indicated that the board of directors of a bank holding company should consult with the Federal Reserve and eliminate, defer or significantly reduce the bank holding company's dividends if:

its net income available to shareholders for the past four quarters, net of dividends previously paid during that period, is not sufficient to fully fund the dividends;

its prospective rate of earnings retention is not consistent with its capital needs and overall current and prospective financial condition; or

It will not meet, or is in danger of not meeting, its minimum regulatory capital adequacy ratios.

## **Capital**

The Federal Reserve has risk-based capital guidelines for bank holding companies and state member banks, respectively. These guidelines currently require a minimum ratio of capital to risk-weighted assets (including certain off-balance sheet activities, such as standby letters of credit) of 8%. At least half of the total capital must consist of common equity, retained earnings and a limited amount of qualifying preferred stock, less goodwill and certain core deposit intangibles ( Tier 1 capital ). Voting common equity must be the predominant form of capital. The



## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

remainder may consist of non-qualifying preferred stock, qualifying subordinated, perpetual, and/or mandatory convertible debt, term subordinated debt and intermediate term preferred stock, up to 45% of pretax unrealized holding gains on available for sale equity securities with readily determinable market values that are prudently valued, and a limited amount of general loan loss allowance ( Tier 2 capital and, together with Tier 1 capital, Total Capital ). Many of these other capital items may be eliminated or restricted under the Dodd-Frank Act and Basel III.

## Table of Contents

In addition, the Federal Reserve has established minimum leverage ratio guidelines for bank holding companies and state member banks, which provide for a minimum leverage ratio of Tier 1 capital to adjusted average quarterly assets ( leverage ratio ) equal to 3%, plus an additional cushion of 1.0% to 2.0%, if the institution has less than the highest regulatory rating. The minimum capital ratios sought by the regulators are increasing, and a 5% leverage ratio is the minimum for the largest institutions. The guidelines also provide that institutions experiencing internal growth or making acquisitions will be expected to maintain strong capital positions substantially above the minimum supervisory levels without significant reliance on intangible assets. Higher capital may be required in individual cases and depending upon a bank holding company's risk profile. All bank holding companies and banks are expected to hold capital commensurate with the level and nature of their risks including the volume and severity of their problem loans. Lastly, the Federal Reserve's guidelines indicate that the Federal Reserve will continue to consider a tangible Tier 1 leverage ratio (deducting all intangibles) in evaluating proposals for expansion or new activity. The level of Tier 1 capital to risk-adjusted assets is becoming more widely used by the bank regulators to measure capital adequacy. The Federal Reserve has not advised the Company or the Bank of any specific minimum leverage ratio or tangible Tier 1 leverage ratio applicable to them. Under Federal Reserve policies, bank holding companies are generally expected to operate with capital positions well above the minimum ratios. The Federal Reserve believes the risk-based ratios do not take into account the quality of capital and interest rate, liquidity, market and operational risks. Accordingly, supervisory assessments of capital adequacy may differ significantly from conclusions based solely on the level of an organization's risk-based capital ratio.

The Federal Deposit Insurance Corporation Improvement Act of 1991 ( FDICIA ), among other things, requires the federal banking agencies to take prompt corrective action regarding depository institutions that do not meet minimum capital requirements. FDICIA establishes five capital tiers: well capitalized, adequately capitalized, undercapitalized, significantly undercapitalized and critically undercapitalized. A depository institution's capital tier will depend upon how its capital levels compare to various relevant capital measures and certain other factors, as established by regulation.

All of the federal bank regulatory agencies have regulations establishing risk-adjusted measures and relevant capital levels implementing the prompt corrective action standards. The relevant capital measures are the total capital ratio, Tier 1 risk-based capital ratio, as well as, the leverage capital ratio. Under the regulations, a state member bank will be: (i) well capitalized if it has a total risk-based capital ratio of 10% or greater, a Tier 1 risk-based capital ratio of 6% or greater, a leverage capital ratio of 5% or greater and is not subject to any written agreement, order, capital directive or prompt corrective action directive by a federal bank regulatory agency to maintain a specific capital level for any capital measure; (ii) adequately capitalized if it has a total risk-based capital ratio of 8% or greater, a Tier 1 risk-based capital ratio of 4% or greater, and generally has a leverage capital ratio of 4% or greater; (iii) undercapitalized if it has a total risk-based capital ratio of less than 8%, a Tier 1 risk-based capital ratio of less than 4% or generally has a leverage capital ratio of less than 2%; (iv) significantly undercapitalized if it has a total risk-based capital ratio of less than 6%, a Tier 1 risk-based capital ratio of less than 3% or a leverage capital ratio of less than 3%; or (v) critically undercapitalized if its tangible equity is equal to or less than 2% to total assets. The federal bank regulatory agencies have authority to require additional capital, and have been indicating that higher capital levels may be required in light of current market conditions and risk.

The Dodd-Frank Act significantly modified the capital rules applicable to the Company and calls for increased capital, generally.

The generally applicable prompt corrective action leverage and risk-based capital standards (the generally applicable standards ), including the types of instruments that may be counted as Tier 1 capital, will be applicable on a consolidated basis to depository institution holding companies, as well as their bank and thrift subsidiaries.

The generally applicable standards in effect prior to the Dodd-Frank Act will be floors for the standards to be set by the regulators.

Bank and thrift holding companies with assets of less than \$15 billion as of December 31, 2009, will be permitted to include trust preferred securities that were issued before May 19, 2010, as Tier 1 capital, but trust preferred securities issued by a bank holding company (other than those with assets of less than \$500 million) after May 19, 2010, will no longer count as Tier 1 capital.

The Dodd-Frank Act also requires studies of the use of hybrid instruments as capital, and of smaller (consolidated assets of \$5 billion or less) financial companies' access to the capital markets.

Information concerning the Company's and the Bank's regulatory capital ratios at December 31, 2011 is included in Note 20 to the Consolidated Financial Statements.

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Depository institutions that are no longer well capitalized for bank regulatory purposes must receive a waiver from the FDIC prior to accepting or renewing brokered deposits. FDICIA generally prohibits a depository institution from making any capital distribution (including paying dividends) or paying any management fee to its holding company, if the depository institution would thereafter be undercapitalized. Institutions that are undercapitalized are subject to growth limitations and are required to submit a capital restoration plan for approval. A depository institution's parent holding

## **Table of Contents**

company must guarantee that the institution will comply with such capital restoration plan. The aggregate liability of the parent holding company is limited to the lesser of 5% of the depository institution's total assets at the time it became undercapitalized and the amount necessary to bring the institution into compliance with applicable capital standards. If a depository institution fails to submit an acceptable plan, it is treated as if it is significantly undercapitalized. If the controlling holding company fails to fulfill its obligations under FDICIA and files (or has filed against it) a petition under the federal Bankruptcy Code, the claim against the holding company's capital restoration obligation would be entitled to a priority in such bankruptcy proceeding over third party creditors of the bank holding company. Significantly undercapitalized depository institutions may be subject to a number of requirements and restrictions, including orders to sell sufficient voting stock to become adequately capitalized, requirements to reduce total assets, and cessation of receipt of deposits from correspondent banks. Critically undercapitalized institutions are subject to the appointment of a receiver or conservator. Because the Company and the Bank exceed applicable capital requirements, the respective managements of the Company and the Bank do not believe that the provisions of FDICIA have had or will have any material impact on the Company and the Bank or their respective operations.

Historically, the minimum risk-based capital requirements adopted by the federal banking agencies typically followed the Capital Accord of the Basel Committee on Banking Supervision (the "Basel Committee"). On December 16, 2010, the Basel Committee on Banking Supervision issued the final text of a comprehensive update of the 2004 Basel II Accord ("Basel III"). On January 13, 2011, the Basel Committee issued an Annex to Basel III containing the final elements of reform to the definition of regulatory capital. Basel III seeks to significantly increase global capital and liquidity requirements, and adds leverage standards on an international basis. Basel III is not itself binding, but rather must be adopted into United States law or regulation before affecting banks supervised in the United States. Moreover, if adopted in the United States, Basel III likely would be subject to a multi-year transition period.

Basel III significantly revises the definitions of regulatory capital. In addition to higher minimum capital standards, Basel III also institutes new capital conservation and countercyclical buffers that could, if fully implemented, will require additional capital, especially for the largest institutions.

Basel III also introduces new liquidity requirements, including two measures of liquidity based on risk exposure. One measures liquidity on a 30-day time horizon under an acute liquidity stress scenario and one is designed to promote more medium and long-term funding of the assets and activities of banks over a longer horizon. Although United States banking regulators are expected to revise their capital standards and possibly their liquidity guidance in light of Basel III and the new Basel Committee's liquidity tests, no proposals have been published and the exact terms, effects and timing of the U.S. regulators' implementation of the new Basel Committee rules cannot be predicted.

## **FDICIA**

FDICIA directs that each federal bank regulatory agency prescribe standards for depository institutions and depository institution holding companies relating to internal controls, information systems, internal audit systems, loan documentation, credit underwriting, interest rate exposure, asset growth composition, a maximum ratio of classified assets to capital, minimum earnings sufficient to absorb losses, a minimum ratio of market value to book value for publicly traded shares, and such other standards as the federal bank regulatory agencies deem appropriate.

## **Enforcement Policies and Actions**

The Federal Reserve and the Alabama Superintendent monitor compliance with laws and regulations. Violations of laws and regulations, or other unsafe and unsound practices, may result in these agencies imposing fines or penalties, cease and desist orders, or taking other enforcement actions. Under certain circumstances, these agencies may enforce these remedies directly against officers, directors, employees and others participating in the affairs of a bank or bank holding company.

## **Fiscal and Monetary Policy**

Banking is a business that depends on interest rate differentials. In general, the difference between the interest paid by a bank on its deposits and its other borrowings, and the interest received by a bank on its loans and securities holdings, constitutes the major portion of a bank's earnings. Thus, the earnings and growth of the Company and the Bank, as well as the values of, and earnings on, its assets and the costs of its deposits and other liabilities are subject to the influence of economic conditions generally, both domestic and foreign, and also to the monetary and fiscal policies of the United States and its agencies, particularly the Federal Reserve. The Federal Reserve regulates the supply of money through various means, including open market dealings in United States government securities, the discount rate at which banks may borrow from the Federal Reserve, and the reserve requirements on deposits.



## **Table of Contents**

The Federal Reserve lowered its target federal funds rate from 5.25% per annum on August 7, 2007 to 3.00% on January 30, 2008, and finally to 0-0.25% on December 16, 2008, where it remains today, and which the Federal Reserve has announced it intends to maintain through 2014. The Federal Reserve's discount rate, at 5.57% per annum on September 17, 2007, was steadily lowered to 4.75% on January 2, 2008, to 1.25% on October 28, 2008, and to 0.50% on December 16, 2008, where it remained until an increase on February 19, 2010 to 0.75%.

On April 30, 2010, the Federal Reserve Board amended Regulation D (Reserve Requirements of Depository Institutions) authorizing the Reserve Banks to offer term deposits to institutions certain institutions. Term deposits, which are deposits with specified maturity dates, will be offered through a Term Deposit Facility (TDF). Term deposits will be one of several tools that the Federal Reserve could employ to drain reserves when policymakers judge that it is appropriate to begin moving to a less accommodative stance of monetary policy.

Beginning October 6, 2008, the Federal Reserve has been paying interest on depository institutions' required and excess reserve balances. The payment of interest on excess reserve balances was expected to give the Federal Reserve greater scope to use its lending programs to address conditions in credit markets while also maintaining the federal funds rate close to the target rate established by the Federal Open Market Committee. The Federal Reserve has indicated that it may use this authority to implement a mandatory policy to reduce excess liquidity, in the event of inflation or the threat of inflation.

In 2011, the Federal Reserve repealed Regulation Q to permit banks to pay interest on demand deposits. The Federal Reserve has also engaged in several rounds of quantitative easing (QE) to reduce interest rates by buying bonds, and Operation Twist to reduce long term interest rates by buying long term bonds, while selling intermediate term securities.

The nature and timing of any changes in such policies and their effect on the Company and the Bank cannot be predicted.

## **FDIC Insurance Assessments**

The Bank's deposits are insured by the FDIC's DIF, and the Bank is subject to FDIC assessments for its deposit insurance, as well as assessments by the FDIC to pay interest on Financing Corporation (FICO) bonds.

The FDIC issued a final rule effective April 1, 2009 that changed the way that the FDIC's assessment system differentiates for risk, made corresponding changes to assessment rates beginning with the second quarter of 2009, and made other changes to the deposit insurance assessment rules. These rules included a decrease for long-term unsecured debt, including senior and subordinated debt and, for small institutions with assets under \$10 billion, a portion of Tier 1 capital; (2) an increase for secured liabilities above a threshold amount; and (3) an increase for brokered deposits above a threshold amount. These assessment rules increased assessments for banks that use brokered deposits above a threshold level to fund rapid asset growth. As a result, we were required to pay significantly increased premiums or additional special assessments.

In 2009, the Bank paid \$1.2 million in FDIC insurance premiums, including \$0.4 million for a special industry-wide FDIC deposit insurance assessment of five basis points of an institution's assets minus Tier 1 capital as of June 30, 2009. In addition, to restore the FDIC's Deposit Insurance Fund, all FDIC-insured institutions were required to prepay their deposit premiums for the next 3 years on December 30, 2009. The FDIC ruling also provided for maintaining the assessment rates at their current levels through the end of 2010, with a uniform increase of \$0.03 per \$100 of covered deposits effective January 1, 2011. On December 30, 2009, the Bank prepaid \$3.5 million of FDIC insurance premiums for the calendar quarters ending December 31, 2009 through December 31, 2012.

Effective April 1, 2011, and as discussed above (see Recent Regulatory Developments), the FDIC began calculating assessments based on an institution's average consolidated total assets less its average tangible equity in accordance with changes mandated by the Dodd-Frank Act. Changes to assessment rates were developed to approximate the same inflow of premiums to the FDIC, but with a shifting of the burden of deposit insurance premiums toward those depository institutions that rely on funding sources other than U.S. deposits. Initial base assessment rates applicable to second quarter 2011 assessments (and prospectively until the DIF reserve ratio reaches 1.15 percent) were as follows:

**Table of Contents****Deposit Insurance**

<b>Risk Category</b>	<b>Assessment Rate</b>
I	5 to 9 basis points
II	14 basis points
III	23 basis points
IV	35 basis points

An institution's overall rate may be higher by as much as 10 basis points or lower by as much as 5 basis points depending on adjustments to the base rate for unsecured debt and/or brokered deposits. Furthermore, under the new system, different rate schedules will take effect when the DIF reserve ratio reaches certain levels. For example, for banks in risk category II, the initial base assessment rate will be 14 basis points when the DIF reserve ratio is below 1.15 percent, 12 basis points when the DIF reserve ratio is between 1.15 percent and 2 percent, 10 basis points when the DIF reserve ratio is between 2 percent and 2.5 percent and 9 basis points when the DIF reserve ratio is 2.5 percent or higher.

Since inception of the new schedule, the Bank's overall rate for assessment calculations has been 9 basis points or less, which is within the range of assessment rates for Risk Category I. The new methodology has reduced our expense related to FDIC insurance premiums in 2011 compared to 2010. In 2010, the Company recorded \$1.0 million to expense for FDIC insurance premiums. In 2011, the Company recorded \$0.7 million in expense for FDIC insurance premiums, comprised of expense recognized for the first quarter of 2011 (under the old basis), and expense recognized for the second, third and fourth quarters of 2011, respectively (under the new basis).

In addition, all FDIC-insured institutions are required to pay a pro rata portion of the interest due on bonds issued by the Financing Corporation ( FICO ). FICO assessments are set by the FDIC quarterly and ranged from 1.14 basis points in the first quarter of 2009 to 1.02 basis points in the last quarter of 2009, 1.06 basis points in the first quarter of 2010 to 1.04 basis points in the last quarter of 2010, and 1.02 basis points in the first quarter of 2011 to 0.68 basis points in the last quarter of 2011. The FICO assessment rate for the first quarter of 2012 is 0.66 basis points. FICO assessments of approximately \$63,000, \$62,000 and \$55,000 were paid to the FDIC in 2009, 2010 and 2011, respectively.

**TARP Capital Purchase Program and Small Business Lending Fund**

The Company elected not to participate in the TARP Capital Purchase Program ( CPP ) or any other TARP Program, or under the Small Business Lending Fund (the SBLF ), under the Small Business Jobs Act of 2010. We believed that we did not need funding under these programs.

**Lending Practices**

The federal bank regulatory agencies released guidance in 2006 on Concentrations in Commercial Real Estate Lending (the Guidance ). The Guidance defines commercial real estate ( CRE ) loans as exposures secured by raw land, land development and construction (including 1-4 family residential construction), multi-family property, and non-farm nonresidential property where the primary or a significant source of repayment is derived from rental income associated with the property (that is, loans for which 50% or more of the source of repayment comes from third party, non-affiliated, rental income) or the proceeds of the sale, refinancing, or permanent financing of this property. Loans to REITs and unsecured loans to developers that closely correlate to the inherent risks in CRE markets would also be considered CRE loans under the Guidance. Loans on owner occupied CRE are generally excluded.

The Guidance requires that appropriate processes be in place to identify, monitor and control risks associated with real estate lending concentrations. This could include enhanced strategic planning, CRE underwriting policies, risk management, internal controls, portfolio stress testing and risk exposure limits as well as appropriately designed compensation and incentive programs. Higher allowances for loan losses and capital levels may also be required. The Guidance is triggered when either:

Total reported loans for construction, land development, and other land of 100% or more of a bank's total capital; or

Total reported loans secured by multifamily and nonfarm nonresidential properties and loans for construction, land development, and other land are 300% or more of a bank's total risk-based capital.

---

## **Table of Contents**

The Guidance also applies when a bank has a sharp increase in CRE loans or has significant concentrations of CRE secured by a particular property type.

The Guidance did not apply to the Bank's CRE lending activities at year-end 2011. At December 31, 2011, the Bank had outstanding \$39.8 million in construction and land development loans and \$130.0 million in total CRE loans (excluding owner occupied), which represent approximately 54.5% and 177.7%, respectively, of the Bank's total risk-based capital at December 31, 2011. The Company has always had significant exposures to loans secured by commercial real estate due to the nature of its markets and the loan needs of both its retail and commercial customers. The Company believes its long term experience in CRE lending, underwriting policies, internal controls, and other policies currently in place, as well as improvements in its loan and credit monitoring and administration procedures, are generally appropriate to managing its concentrations as required under the Guidance. The federal bank regulators are looking more closely at the risks of various assets and asset categories and risk management, and the need for additional rules regarding liquidity, as well as capital rules that better reflect risk, and implement the Dodd-Frank Act and Basel III.

### **Other Dodd-Frank Act Provisions**

The Dodd-Frank Act was signed into law on July 21, 2011. In addition to the capital, liquidity and FDIC deposit insurance changes discussed above, some of the provisions of the Dodd-Frank Act we believe may affect us are set forth below.

*Financial Stability Oversight Council.* The Dodd-Frank Act creates the Financial Stability Oversight Council or FSOC, which is chaired by the Secretary of the Treasury and composed of expertise from various financial services regulators. The FSOC has responsibility for identifying risks and responding to emerging threats to financial stability.

*Executive Compensation.* The Dodd-Frank Act provides for a say on pay for shareholders of all public companies. Under the Dodd-Frank Act, each company must give its shareholders the opportunity to vote on the compensation of its executives at least once every three years. The Dodd-Frank Act also adds disclosure and voting requirements for golden parachute compensation that is payable to named executive officers in connection with sale transactions. The SEC has indicated that it intends to issue these rules in the first half of 2012.

The SEC is required under the Dodd-Frank Act to issue rules obligating companies to disclose in proxy materials for annual meetings of shareholders information that shows the relationship between executive compensation actually paid to their named executive officers and their financial performance, taking into account any change in the value of the shares of a company's stock and dividends or distributions. The Dodd-Frank Act also provides that a company's compensation committee may only select a compensation consultant, legal counsel or other advisor after taking into consideration factors to be identified by the SEC that affect the independence of a compensation consultant, legal counsel or other advisor.

Section 954 of the Dodd-Frank Act adds section 10D to the Exchange Act. Section 10D directs the SEC to adopt rules prohibiting a national securities exchange or association from listing a company unless it develops, implements, and discloses a policy regarding the recovery of executive compensation in certain circumstances. The policy must require that, in the event an accounting restatement due to material noncompliance with a financial reporting requirement under the federal securities laws, the company will recover from any current or former executive officer any incentive-based compensation (including stock options) received during the three year period preceding the date of the restatement, which is in excess of what would have been paid based on the restated financial statements. There is no requirement of wrongdoing by the executive, and the claw-back is mandatory and applies to all executive officers. Section 954 augments section 304 of the Sarbanes-Oxley Act of 2002 (SOX), which requires the CEO and CFO to return any bonus or other incentive or equity-based compensation received during the 12 months following the date of similarly inaccurate financial statements, as well as any profit received from the sale of employer securities during the period, if the restatement was due to misconduct. Unlike section 304, under which only the SEC may seek recoupment, the Dodd-Frank Act requires the company to seek the return of compensation. The SEC currently intends to issue proposed rules under Section 954 in the first half of 2012.

The Dodd-Frank Act requires the SEC, by rule, to require that each company disclose in the proxy materials for its annual meetings whether an employee or board member is permitted to purchase financial instruments designed to hedge or offset decreases in the market value of equity securities granted as compensation or otherwise held by the employee or board member.

Section 956 of the Dodd-Frank Act prohibits incentive-based compensation arrangements that encourage inappropriate risk taking by covered financial institutions and are deemed to be excessive, or that may lead to material losses. Since it has less than \$1 billion in assets the Company will not be subject currently to rules proposed by the federal bank regulators on February 7, 2011 to implement this provision of the Dodd-Frank Act. However, on June 21, 2010, the federal bank





## **Table of Contents**

regulators adopted *Guidance on Sound Incentive Compensation Policies*, which is targeted to larger, more complex organizations than the Company, includes principles that have been applied to smaller organizations similar to the Company. This Guidance applies to incentive compensation to executives as well as employees, who, individually or a part of a group, have the ability to expose the relevant banking organization to material amounts of risk. Incentive compensation should:

Provide employees incentives that appropriately balance risk and reward;

Be compatible with effective controls and risk-management;

Be supported by strong corporate governance, including active and effective oversight by the organization's board of directors.

*Other.* The Dodd-Frank Act requires approximately 240-300 rulemakings and an estimated 130 studies. Many of the rules have not yet been proposed, and many are complex and require consultation among a variety of agencies, and their effects upon us, whether directly, or indirectly on the regulation and cost imposed on the markets and on others with whom we do business cannot be predicted.

*Corporate Governance.* The Dodd-Frank Act clarifies that the SEC may, but is not required to promulgate rules that would require that a company's proxy materials include a nominee for the board of directors submitted by a shareholder.

The Dodd-Frank Act requires stock exchanges to have rules prohibiting their members from voting securities that they do not beneficially own (unless they have received voting instructions from the beneficial owner) with respect to the election of a member of the board of directors (other than an uncontested election of directors of an investment company registered under the Investment Company Act of 1940), executive compensation or any other significant matter, as determined by the SEC by rule.

Additionally, the Dodd-Frank Act includes a number of provisions that are targeted at improving the reliability of credit ratings. The SEC has been charged with adopting various rules in this regard, and the federal regulators have proposed rules to implement the Act's requirement to delete references to rating agency ratings for various purposes, including investment securities, which are permissible bank investments.

*Consumer Issues.* The Dodd-Frank Act created the CFPB that has the authority to implement regulations pursuant to numerous consumer protection laws and will have supervisory authority, including the power to conduct examination and take enforcement actions, with respect to depository institutions with more than \$10 billion in consolidated assets. The federal bank regulators will examine and enforce compliance with the CFPB's rules for institutions with \$10 billion or fewer assets. The CFPB will also have new authority, among other things, to declare acts unfair, deceptive or abusive and to require certain consumer disclosures. The Act limits federal pre-emption of state consumer protection laws, and allows state enforcement of federal consumer protection rules.

*Debit Card Interchange Fees.* The Dodd-Frank Act provides for a set of new rules requiring that interchange transaction fees for electric debit transactions be reasonable and proportional to certain costs associated with processing the transactions. The FRB has established standards for assessing whether interchange fees are reasonable and proportional.

*Derivatives.* The Dodd-Frank Act requires a new regulatory system for the U.S. market for swaps and other over-the-counter derivatives, which includes strict capital and margin requirements, central clearing of standardized over-the-counter derivatives, and heightened supervision of over-the-counter derivatives dealers and major market participants. These rules could increase the costs and collateral required to utilize derivatives that we could find useful to reduce our interest rate and other risks.

## **Other Legislative and Regulatory Changes**

Various legislative and regulatory proposals regarding substantial changes in banking, and the regulation of banks, thrifts and other financial institutions, compensation, and the regulation of financial markets and their participants and financial instruments, and the regulators of all of these, as well as the taxation of these entities, are being considered by the executive branch of the federal government, Congress and various state governments, including Alabama. Certain of these proposals, if adopted, could significantly change the regulation or operations of banks and the financial services industry. New regulations and statutes are regularly proposed that contain wide-ranging proposals for altering the structures, regulations and competitive relationships of the nation's financial institutions.

## **Table of Contents**

### **ITEM 1A. RISK FACTORS**

Any of the following risks could harm our business, results of operations and financial condition and an investment in our stock. The risks discussed below also include forward-looking statements, and our actual results may differ substantially from those discussed in these forward-looking statements.

*There can be no assurance that recent legislation and administrative actions will improve the long term stability of the U.S. financial system.*

Numerous actions by the U.S. Congress, the Federal Reserve, the Treasury, the FDIC, the SEC and other governmental authorities have been taken to address the liquidity and credit crisis that commenced in 2007. These measures include various laws regulations and other actions, including, but not limited to, those described under Supervision and Regulation.

We cannot predict the actual effects of the Dodd-Frank Act, various governmental, regulatory, and fiscal and monetary initiatives, studies and rulemakings which have been and may be enacted, adopted or proposed will have on the financial markets, our competitors, counterparties and customers and on us. The terms and costs of these activities, or the failure of these actions to continue to stabilize the financial markets, asset prices, market liquidity or a worsening of current financial market and economic conditions could materially and adversely affect our business, financial condition, results of operations, and the trading prices of our common stock.

*Difficult market conditions have adversely affected our industry.*

We are exposed to downturns in the U.S. economy, although the local markets in which we operate in East Alabama have not been as adversely affected as various other areas of the country. Although declines in the housing market appear to be stabilizing over the past year, the declines in home prices and high levels of foreclosures, unemployment and under-employment since 2007, have negatively affected the credit performance of mortgage loans and resulted in significant write-downs of asset values by various financial institutions, including government-sponsored entities as well as major commercial and investment banks. This market turmoil and the tightening of available credit have led to increased levels of commercial and consumer delinquencies, reduced consumer confidence, increased market volatility and reductions in business activity, although signs of stabilization and some recovery are beginning to evolve. Failures have increased among financial services companies, and various companies, weakened by market conditions, have merged with other institutions. We believe the following, among other things, may affect us in 2012:

We expect to face further increased regulation of our industry as a result of the Dodd-Frank Act and other initiatives by the U.S. government. Compliance with such regulations may increase our costs, reduce our profitability, and limit our ability to pursue business opportunities.

Market developments, including employment and price levels, as well as personal income, may affect consumer confidence levels from time to time in different directions, and may cause adverse changes in payment behaviors and payment rates, causing increases in delinquencies and default rates, which could affect our charge-offs and provisions for credit losses.

Our ability to assess the creditworthiness of our customers and those we do business with, and to estimate the values of our assets and collateral for loans may be impaired if the models and approaches we use become less predictive of future behaviors, valuations, assumptions or estimates. The process we use to estimate losses inherent in our credit exposure or estimate the value of certain assets requires difficult, subjective, and complex judgments, including forecasts of economic conditions and how these economic predictions might affect the ability of our borrowers to repay their loans or the value of assets.

Our ability to borrow from and engage in other business with other financial institutions on favorable terms or at all could be adversely affected by disruptions in the capital markets or other events, including, among other things, deteriorating investor expectations and changes in regulations.

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Our investments in trust preferred securities and securities backed by pools of trust preferred securities, issued by, and loans and loan participations purchased from other financial institutions, and financial institutions in which we have common stock or equity investments could be materially and adversely affected, if these institutions exercise or continue to exercise their rights to defer payment on their trust preferred securities, experience financial difficulties, defer payments on or reduce or eliminate dividends or distributions on their securities that we hold, are subject to regulatory enforcement actions, or fail.

---

**Table of Contents**

Failures of other depository institutions in our markets and increasing consolidation of financial services companies as a result of current market conditions could increase our deposits and assets and necessitate additional capital, and could have unexpected adverse effects upon us and our business.

*The soundness of other financial institutions could adversely affect us.*

Our ability to engage in routine investment and banking transactions, as well as the quality and values of our investments in equity securities and obligations of other financial institutions, could be adversely affected by the actions, financial condition, and profitability of such other financial institutions with which we deal, including, without limitation, the FHLB and our correspondent banks. At December 31, 2011, the amortized cost of the Bank's investments in FHLB common stock, individual issuer trust preferred securities of financial institutions, and pooled trust preferred securities of other financial institutions was approximately \$4.4 million, \$1.9 million, and \$0.2 million, respectively. In 2009, Silverton Bank, N.A., one of our correspondent banks, failed, which had a material adverse effect on our 2009 results of operations. Financial services institutions are interrelated as a result of trading, clearing, counterparty and other relationships. As a result, defaults by, or even rumors or questions about, one or more financial institutions, or the financial services industry generally, have led to market-wide liquidity problems, losses of depositor, creditor or counterparty confidence in certain institutions and could lead to losses or defaults by other institutions, and in some cases, failure of such institutions. Any losses, defaults by, or failures of, the institutions we do business with could adversely affect our holdings of the debt of and equity in, such other institutions, our participation interests in loans originated by other institutions, and our business, including our liquidity, financial condition and earnings.

*Nonperforming assets take significant time to resolve and may adversely affect our results of operations and financial condition.*

At December 31, 2011, our nonaccrual loans totaled \$10.4 million, or 2.8% of total loans. In addition, we had approximately \$7.9 million of other real estate owned ( OREO ) at December 31, 2011. Our non-performing assets may adversely affect our net income in various ways. We do not record interest income on nonaccrual loans or OREO, and these assets require higher loan administration and other costs, thereby adversely affecting our income. Decreases in the value of these assets, or the underlying collateral, or in the related borrowers' performance or financial condition, whether or not due to economic and market conditions beyond our control, could adversely affect our business, results of operations and financial condition. In addition, the resolution of nonperforming assets requires commitments of time from management, which can be detrimental to the performance of their other responsibilities. There can be no assurance that we will not experience increases in nonperforming loans in the future.

*Our allowance for loan losses may prove inadequate or we may be negatively affected by credit risk exposures.*

Our business depends on the creditworthiness of our customers. We periodically review our allowance for loan losses for adequacy considering economic conditions and trends, collateral values and credit quality indicators, including past charge-off experience and levels of past due loans and nonperforming assets. We cannot be certain that our allowance for loan losses will be adequate over time to cover credit losses in our portfolio because of unanticipated adverse changes in the economy, market conditions or events adversely affecting specific customers, industries or markets. If the credit quality of our customer base materially decreases, if the risk profile of a market, industry or group of customers changes materially or weaknesses in the real estate markets persist or worsen, borrower payment behaviors change, or if our allowance for loan losses is not adequate, our business, financial condition, including our liquidity and capital, and results of operations could be materially adversely affected.

*Weaknesses in the real estate markets, including the secondary market for residential mortgage loans, may continue to adversely affect us.*

The Lee County Association of Realtors ( LCAR ) reported that the average median residential home price in Lee County, Alabama for the quarter ended December 31, 2011 was \$139,461, a decrease of 24.2% from the same quarter a year earlier. The number of homes sold during the quarter ended December 31, 2011 increased by 30.8% from the same quarter a year ago. LCAR also reported that residential inventory at December 31, 2011 was 1,047 homes, a decrease of 16.1% from a year earlier. The effects of ongoing mortgage market challenges, combined with the ongoing correction in residential real estate market prices and current levels of home sales, could result in further price reductions in single family home values, further adversely affecting the liquidity and value of collateral securing commercial loans for residential acquisition, construction and development, as well as residential mortgage loans that we hold, mortgage loan originations and gains on sale of mortgage loans. Declining real estate prices and higher interest rates charged on mortgage loans have caused higher delinquencies and losses on certain mortgage loans, generally, particularly second lien mortgages and home equity lines of credit. Significant ongoing disruptions in the secondary market for residential mortgage loans have limited the market for and liquidity of most mortgage loans other than conforming Fannie Mae, Freddie Mac, and VHA loans. These trends could continue. Continued declines in real estate values, or low home sales volumes and financial stress on



---

**Table of Contents**

borrowers as a result of job losses, interest rate resets on adjustable rate mortgage loans or other factors could have further adverse effects on borrowers that result in higher delinquencies and greater charge-offs in future periods, which would adversely affect our financial condition, including capital and liquidity, or our results of operations. In the event our allowance for loan losses is insufficient to cover such losses, our earnings, capital and liquidity could be adversely affected. Fannie Mae and Freddie Mac, the largest purchasers of residential mortgage loans remain in federal conservatorship and the timing and effects of their resolution cannot be predicted.

Weaknesses in real estate markets may adversely affect the length of time required to dispose of, and the values realized from the sale of our OREO. We have no control over the sale of other real estate owned where the FDIC has the controlling interest as a result of the FDIC receivership of Silverton Bank.

*Our concentration of commercial real estate loans could result in further increased loan losses, and adversely affect our business, earnings, and financial condition.*

Commercial real estate or CRE is cyclical and poses risks of possible loss due to concentration levels and risks of the assets being financed, which include loans for the acquisition and development of land and residential construction. We had 53.9 % of our portfolio in CRE loans, as defined by the Federal Reserve, at year-end 2011 compared to 56.4 % at year-end 2010. The banking regulators continue to give CRE lending greater scrutiny, and require banks with higher levels of CRE loans to implement improved underwriting, internal controls, risk management policies and portfolio stress testing, as well as higher levels of allowances for possible losses and capital levels as a result of CRE lending growth and exposures. Continued low demand for CRE, reduced availability of, and higher costs for, CRE lending could adversely affect our CRE loans and sales of our OREO, and therefore our earnings and financial condition, including our capital and liquidity.

*We may be contractually obligated to repurchase mortgage loans we sold to third parties on terms unfavorable to us.*

As a routine part of its business, the Company originates mortgage loans that it subsequently sells in the secondary market, including to governmental agencies and government sponsored utilities such as Fannie Mae. In connection with the sale of these loans, the Company makes customary representations and warranties, the breach of which could result in the Company being required to repurchase the loan or loans. Furthermore, the amount paid may be greater than the fair value of the loan or loans at the time of the repurchase.

*Servicing requirements may change and require us to incur additional costs and risks.*

On February 9, 2012, the DOJ and various state attorneys general announced a \$25 billion agreement with the nation's five largest mortgage servicers to address mortgage loan servicing and foreclosure abuses. While we were not a party to the settlement or a subject of the joint governmental investigation, we cannot be assured that the settlement may ultimately affect mortgage servicing standards generally, which could increase compliance and other costs of servicing residential mortgage loans. This could reduce our income from servicing these types of loans and make it more difficult and costly to timely realize the value of collateral securing such loans upon a borrower default.

*Costs of insuring our deposits remain high.*

FDIC insurance premiums increased substantially beginning in 2009 and we expect to pay significantly higher FDIC insurance premiums and guarantee fees in the future. Market developments have significantly depleted the FDIC's DIF and reduced the FDIC's ratio of reserves to insured deposits. The FDIC has also required all FDIC-insured institutions to prepay their estimated quarterly risk-based assessments for the fourth quarter of 2009 and for all of 2010, 2011 and 2012, which we paid on December 30, 2009, and has implemented a new risk-based assessment system upon all liabilities (not just insured deposits) and increased the DIF's designated reserve ratio, as described more fully under *Supervision and Regulation - FDIC Insurance Assessments*.

*We have experienced high levels of market volatility.*

The capital and credit markets have experienced volatility and disruption since 2007. In some cases, the markets have produced downward pressure on stock prices and credit availability for certain issuers without regard to those issuers' underlying financial condition or performance. Although market disruptions and volatility appear more stable currently, there can be no assurance that we will not experience future market conditions and volatility, which may have material adverse effects on our ability to access capital and on our business, financial condition (including liquidity) and results of operations.

## **Table of Contents**

*Our ability to realize our deferred tax assets may be further reduced in the future if our estimates of future taxable income from our operations and tax planning strategies do not support this amount, and the amount of net operating loss carry-forwards realizable for income tax purposes may be reduced under Section 382 of the Internal Revenue Code by sales of our capital securities.*

We are allowed to carry-back losses for five years for Federal income tax purposes as otherwise permitted generally under the Worker, Homeownership, and Business Assistance Act of 2009 which was signed into law on November 6, 2009. As of December 31, 2011, we had net deferred tax assets of \$2.4 million after we recorded \$0.5 million of valuation allowance based on management's estimation of the likelihood of those deferred tax assets being realized. These and future deferred tax assets may be further reduced in the future if our estimates of future taxable income from our operations and tax planning strategies do not support the amount of the deferred tax asset. The amount of net operating loss carry-forwards realizable for income tax purposes potentially could be further reduced under Section 382 of the Internal Revenue Code by a significant offering and/or other sales of our capital securities.

*Our future success is dependent on our ability to compete effectively in highly competitive markets.*

The East Alabama banking markets in which we do business are highly competitive and our future growth and success will depend on our ability to compete effectively in these markets. We compete for loans, deposits and other financial services in our markets with other local, regional and national commercial banks, thrifts, credit unions, mortgage lenders, and securities and insurance brokerage firms. Many of our competitors offer products and services different from us, and have substantially greater resources, name recognition and market presence than we do, which benefits them in attracting business. In addition, larger competitors may be able to price loans and deposits more aggressively than we are able to and have broader and more diverse customer and geographic bases to draw upon. The Dodd-Frank Act allows others to branch into our markets more easily from other states.

*Our success depends on local economic conditions where we operate.*

Our success depends on the general economic conditions in the geographic markets we serve in Alabama. The local economic conditions in our markets have a significant effect on our commercial, real estate and construction loans, the ability of borrowers to repay these loans and the value of the collateral securing these loans. Adverse changes in the economic conditions of the Southeastern United States in general, or in one or more of our local markets could negatively affect our results of operations and our profitability.

*Our cost of funds may increase as a result of general economic conditions, interest rates, inflation and competitive pressures.*

The Federal Reserve has taken aggressive actions to reduce interest rates generally, and the federal government continues large deficit spending. Our cost of funds may increase as a result of general economic conditions, interest rates and competitive pressures, and potential inflation resulting from government deficit spending. Traditionally, we have obtained funds principally through local deposits and borrowings from other institutional lenders. Generally, we believe local deposits are a cheaper and more stable source of funds than borrowings because interest rates paid for local deposits are typically lower than interest rates charged for borrowings from other institutional lenders. See Fiscal and Monetary Policy .

*The Federal Reserve has acknowledged the possibility of further recession and deflation. Should this occur, the financial services industry and our business could be adversely affected.*

The recovery of the U.S. economy continues to progress slowly; consumer confidence remains low, unemployment remains high at 8.5 % for December 2011, and the housing market remains an important downside risk, and prices may continue at current low levels or fall further. Given the concerns about the U.S. economy, U.S. employers continue to approach hiring with caution, and as a result unemployment may continue at high levels. Monetary and fiscal policy measures, including the two-year extension of the existing federal personal income tax rates through 2012, may adversely affect the recovery, return unemployment to lower levels, and promote long-term stability in the financial markets. Any shift from fiscal stimulus efforts to fiscal restraint and higher income and other taxes to reduce government deficits could adversely affect the economy and cause instability in the financial markets. Various governments in Europe have announced budget reductions and/or austerity measures as a means to limit fiscal budget deficits as a result of the economic crisis. Additionally, many state and local governments in the U.S. have also implemented budget reductions. Such economic factors could affect us in a variety of substantial and unpredictable ways, as well as affect our borrowers' ability and willingness to meet their repayment obligations. These factors could have a material adverse effect on our results of operation and financial condition, liquidity and earnings.



## **Table of Contents**

*Our profitability and liquidity may be affected by changes in interest rates and interest rate levels, the shape of the yield curve and economic conditions.*

Our profitability depends upon net interest income, which is the difference between interest earned on assets, and interest expense on interest-bearing liabilities, such as deposits and borrowings. Net interest income will be adversely affected if market interest rates change such that the interest we pay on deposits and borrowings increases faster than the interest earned on loans and investments. Interest rates, and consequently our results of operations, are affected by general economic conditions (domestic and foreign) and fiscal and monetary policies, as well as expectations of these rates and policies. Decreases in interest rates generally increase the market values of fixed-rate, interest-bearing investments and loans held, and increase the values of loan sales and mortgage loan activities. However, the production of mortgages and other loans and the value of collateral securing our loans, are dependent on demand within the markets we serve, as well as interest rates. The levels of sales, as well as the values of real estate in our markets, have declined. Declining interest rates reflect efforts by the Federal Reserve to stimulate the economy, but such efforts may not be effective, and otherwise adversely affect our net interest margin and thus may negatively affect our results of operations and financial condition, liquidity and earnings.

Increases in interest rates generally decrease the market values of fixed-rate, interest-bearing investments and loans held and the production of mortgage and other loans and the value of collateral securing our loans, and therefore may adversely affect our liquidity and earnings, to the extent not offset by potential increases in our net interest margin.

*Liquidity risks could affect operations and jeopardize our financial condition.*

Liquidity is essential to our business. An inability to raise funds through deposits, borrowings, the sale of loans and other sources could have a substantial negative effect on our liquidity. Our funding sources include federal funds purchased securities sold under repurchase agreements, core and non-core deposits, and short- and long-term debt. We are also members of the FHLB and the Federal Reserve Bank of Atlanta, where we can obtain advances collateralized with eligible assets. We maintain a portfolio of securities that can be used as a source of liquidity. There are other sources of liquidity available to the Company or the Bank should they be needed, including our ability to acquire additional non-core deposits. We may be able, depending upon market conditions, to issue and sell debt securities, and preferred or common securities in public or private transactions. Our access to funding sources in amounts adequate to finance or capitalize our activities or on terms which are acceptable to us could be impaired by factors that affect us specifically or the financial services industry or economy in general. Our ability to borrow could also be impaired by factors that are not specific to us, such as further disruption in the financial markets or negative views and expectations about the prospects for the financial services industry in light of the recent turmoil faced by banking organizations and the continued deterioration in credit markets, as well as the financial condition, liquidity and profitability of the financial institutions we deal with.

*We are subject to extensive regulation that could limit or restrict our activities and adversely affect our earnings.*

We and our subsidiaries are regulated by several regulators, including the Federal Reserve, the Alabama Superintendent, the SEC and the FDIC. Our success is affected by state and federal regulations affecting banks and bank holding companies, and the securities markets, and our costs of compliance could adversely affect our earnings. Banking regulations are primarily intended to protect depositors, not shareholders. The financial services industry also is subject to frequent legislative and regulatory changes and proposed changes, the effects of which cannot be predicted. Federal bank regulatory agencies and the Treasury, as well as the Congress and the President, are evaluating the regulation of banks, other financial services providers and the financial markets and such changes, if any, could require us to maintain more capital and liquidity, and restrict our activities, which could adversely affect our growth, profitability and financial condition.

*Changes in accounting and tax rules applicable to banks could adversely affect our financial conditions and results of operations.*

From time to time, the Financial Accounting Standards Board (the FASB ) and the SEC change the financial accounting and reporting standards that govern the preparation of our financial statements. These changes can be hard to predict and can materially impact how we record and report our financial condition and results of operations. In some cases, we could be required to apply a new or revised standard retroactively, resulting in us restating prior period financial statements.

---

## **Table of Contents**

*We are subject to internal control reporting requirements that increase compliance costs and failure to comply timely could adversely affect our reputation and the value of our securities.*

We are required to comply with various corporate governance and financial reporting requirements under the Sarbanes-Oxley Act of 2002, as well as rules and regulations adopted by the SEC, the Public Company Accounting Oversight Board and Nasdaq. In particular, we are required to report on internal controls as part of our annual report on Form 10-K pursuant to Section 404 of the Sarbanes-Oxley Act. We expect to continue to spend significant amounts of time and money on compliance with these rules. Our failure to comply with these internal control rules may materially adversely affect our reputation, ability to obtain the necessary certifications to financial statements, and the value of our securities.

*We are required to maintain capital to meet regulatory requirements, and if we fail to maintain sufficient capital, our financial condition, liquidity and results of operations would be adversely affected.*

We and the Bank must meet regulatory capital requirements and maintain sufficient liquidity, including liquidity at the Company, as well as the Bank. If we fail to meet these capital and other regulatory requirements, including more rigorous requirements arising from our regulators implementation of Basel III, our financial condition, liquidity and results of operations would be materially and adversely affected. Our failure to remain well capitalized and well managed for bank regulatory purposes could affect customer confidence, our ability to grow, our costs of funds and FDIC insurance, our ability to raise brokered deposits, our ability to pay dividends on common stock, our ability to make acquisitions, and we would no longer meet the requirements for becoming a financial holding company.

*The Dodd-Frank Act restricts our future issuance of trust preferred securities and cumulative preferred securities as eligible Tier 1 risk-based capital for purposes of the regulatory capital guidelines for bank holding companies.*

Under the Dodd-Frank Act, banks and thrift holding companies with assets of less than \$15 billion as of December 31, 2009 will be permitted to include trust preferred securities that were issued before May 19, 2010 as Tier 1 capital, only bank holding companies with assets of less than \$500 million will be permitted to continue to issue trust preferred securities and have them count as Tier 1 capital. Accordingly, should we determine it is advisable, or should our regulators require us, based upon new capital or liquidity regulations or otherwise, to raise additional Tier 1 risk-based capital, we would not be able to issue additional trust preferred securities, and would instead have to issue preferred stock or common equity. To the extent we issue new equity, it could result in dilution to our shareholders. To the extent we issue preferred stock, dividends on the preferred stock, unlike distributions paid on trust preferred securities, would not be tax deductible.

*We may need to raise additional capital in the future, but that capital may not be available when it is needed or on favorable terms.*

We anticipate that our current capital resources will satisfy our capital requirements for the foreseeable future under currently effective rules. We may, however, need to raise additional capital to support our growth or currently unanticipated losses, or to meet the needs of our communities, resulting from failures or cutbacks by our competitors, and new capital rules being considered, including Basel III. Our ability to raise additional capital, if needed, will depend, among other things, on conditions in the capital markets at that time, which are currently disrupted and limited by events outside our control, and on our financial performance. If we cannot raise additional capital on acceptable terms when needed, our ability to further expand our operations through internal growth and acquisitions could be limited.

*Future acquisitions and expansion activities may disrupt our business, dilute shareholder value and adversely affect our operating results.*

We regularly evaluate potential acquisitions and expansion opportunities. To the extent that we grow through acquisitions, we cannot assure you that we will be able to adequately or profitably manage this growth. Acquiring other banks, branches, or businesses, as well as other geographic and product expansion activities, involve various risks including:

risks of unknown or contingent liabilities;

unanticipated costs and delays;

risks that acquired new businesses will not perform consistent with our growth and profitability expectations;

risks of entering new markets or product areas where we have limited experience;

**Table of Contents**

risks that growth will strain our infrastructure, staff, internal controls and management, which may require additional personnel, time and expenditures;

exposure to potential asset quality issues with acquired institutions;

difficulties, expenses and delays of integrating the operations and personnel of acquired institutions;

potential disruptions to our business;

possible loss of key employees and customers of acquired institutions;

potential short-term decreases in profitability; and

diversion of our management's time and attention from our existing operations and business.

*We may engage in FDIC-assisted transactions, which could present additional risks to our business.*

We may have opportunities to acquire the assets and liabilities of failed banks in FDIC-assisted transactions, which present the risks of acquisitions, although generally, as well as some risks specific to these transactions. Although these FDIC-assisted transactions typically provide for FDIC assistance to an acquiror to mitigate certain risks, which may include loss-sharing, where the FDIC absorbs most losses on covered assets and provides some indemnity, we would be subject to many of the same risks we would face in acquiring another bank in a negotiated transaction, without FDIC assistance, including risks associated with pricing such transactions, the risks of loss of deposits and maintaining customer relationships and failure to realize the anticipated acquisition benefits in the amounts and within the timeframes we expect. In addition, because these acquisitions provide for limited diligence and negotiation of terms, these transactions may require additional resources and time, servicing acquired problem loans and costs related to integration of personnel and operating systems, the establishment of processes to service acquired assets, require us to raise additional capital, which may be dilutive to our existing shareholders. If we are unable to manage these risks, FDIC-assisted acquisitions could have a material adverse effect on our business, financial condition and results of operations.

*Attractive acquisition opportunities may not be available to us in the future.*

While we seek continued organic growth, we also may consider the acquisition of other businesses. We expect that other banking and financial companies, many of which have significantly greater resources, will compete with us to acquire financial services businesses. This competition could increase prices for potential acquisitions that we believe are attractive. Also, acquisitions are subject to various regulatory approvals. If we fail to receive the appropriate regulatory approvals, we will not be able to consummate an acquisition that we believe is in our best interests, and regulatory approvals could contain conditions that reduce the anticipated benefits of any transaction. Among other things, our regulators consider our capital, liquidity, profitability, regulatory compliance and levels of goodwill and intangibles when considering acquisition and expansion proposals. Any acquisition could be dilutive to our earnings and shareholders' equity per share of our common stock.

*Technological changes affect our business, and we may have fewer resources than many competitors to invest in technological improvements.*

The financial services industry is undergoing rapid technological changes with frequent introductions of new technology-driven products and services. In addition to serving clients better, the effective use of technology may increase efficiency and may enable financial institutions to reduce costs. Our future success will depend, in part, upon our ability to use technology to provide products and services that provide convenience to customers and to create additional efficiencies in operations. We may need to make significant additional capital investments in technology in the future, and we may not be able to effectively implement new technology-driven products and services. Many competitors have substantially greater resources to invest in technological improvements.

*Our information systems may experience an interruption or security breach.*

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

We rely heavily on communications and information systems, including those provided by third-party service providers, to conduct our business. Any failure, interruption, or security breach of these systems could result in failures or disruptions which could affect our customers' privacy and our customer relationships, generally. While we have policies and procedures designed to prevent or limit the effect of the possible failure, interruption, cyber-attack, or security breaches will not occur or, if they do occur, that they will be adequately addressed. In addition to the immediate costs of any failure, interruption or security breach, including those at our third-party service providers, these events could damage our reputation, result in a loss of customer business, subject us to additional regulatory scrutiny, or expose us to civil litigation and possible financial liability, any of which could have a material adverse effect on our financial condition and results of operations.

## **Table of Contents**

*Severe weather, natural disasters, acts of war or terrorism or other external events could have significant effects on our business.*

Severe weather and natural disasters, including hurricanes and tornados, acts of war or terrorism or other external events could have a significant effect on our ability to conduct business. Such events could affect the stability of our deposit base; impair the ability of borrowers to repay outstanding loans, impair the value of collateral securing loans, cause significant property damage, result in loss of revenue and/or cause us to incur additional expenses. Although management has established disaster recovery policies and procedures, the occurrence of any such event could have a material adverse effect on our business, which, in turn, could have a material adverse effect on our financial condition and results of operations.

*Our ability to continue to pay dividends to shareholders in the future is subject to profitability, capital, liquidity and regulatory requirements and these limitations may prevent us from paying dividends in the future.*

Cash available to pay dividends to our shareholders is derived primarily from dividends paid to the Company by the Bank. The ability of the Bank to pay dividends, as well as our ability to pay dividends to our shareholders, will continue to be subject to and limited by the results of operations of our subsidiaries and our need to maintain appropriate liquidity and capital at all levels of our business consistent with regulatory requirements and the needs of our businesses. *See* Supervision and Regulation .

*A limited trading market exists for our common shares, which could lead to price volatility.*

Your ability to sell or purchase common shares depends upon the existence of an active trading market for our common stock. Although our common stock is quoted on the Nasdaq Global Market, the volume of trades on any given day has been limited historically. As a result, you may be unable to sell or purchase shares of our common stock at the volume, price and time that you desire. Additionally, a fair valuation of the purchase or sales price of our common stock also depends upon an active trading market, and thus the price you receive for a thinly-traded stock such as common stock, may not reflect its true value. The limited trading market for our common stock may cause fluctuations in the market value of our common stock to be exaggerated, leading to price volatility in excess of that which would occur in a more active trading market.

## **ITEM 1B. UNRESOLVED STAFF COMMENTS**

None.

## **ITEM 2. DESCRIPTION OF PROPERTY**

The Bank conducts its business from its main office and ten full-service branches. The Bank also operates loan production offices in Montgomery and Phenix City, Alabama. The bank owns its main office building, which is located in downtown Auburn, Alabama, and has approximately 16,150 square feet of space. The original building was constructed in 1964, and an addition was completed in 1981. Portions of the building have been renovated to accommodate growth and changes in the Bank's operational structure and to adapt to technological changes. The main office building has paved parking for 84 vehicles. The main office offers the full line of the Bank's services and has two ATMs, including one walk-up ATM and one drive-through ATM. The Bank leases a drive-in facility located directly across the street from its main office. This drive-in facility has five drive-through lanes and a walk-up window.

The Bank's Auburn Kroger branch was opened in August 1988 and is located in the Kroger supermarket in the Corner Village Shopping Center in Auburn, Alabama. The bank leases approximately 500 square feet of space for this branch. In September 2008, the Bank entered into a new lease agreement with the Kroger Corporation for five years with options for two 5-year extensions. This branch offers the full line of the Bank's deposit and other services including an ATM, except safe deposit boxes.

The Opelika branch is located in Opelika, Alabama. This branch, built in 1991, is owned by the Bank and has approximately 4,000 square feet of space. This branch offers the full line of the Bank's services and has drive-through windows and an ATM. This branch offers parking for approximately 36 vehicles.

The Bank's Phenix City branch was opened in August 1998 in the Wal-Mart shopping center in Phenix City, Alabama, about 35 miles southeast of Auburn, Alabama. The bank leases approximately 500 square feet of space in the Wal-Mart. In September 2010, the Bank entered into a new three-year lease agreement. This branch offers the full line of the Bank's deposit and other services including an ATM, except safe deposit boxes.



## **Table of Contents**

The Bank's Hurtsboro branch was opened in June 1999. This branch is located in Hurtsboro, Alabama, about 35 miles south of Auburn, Alabama. The Bank owns this branch, which has approximately 1,000 square feet of space. The Bank leases the land for this branch from a third party. In June 2009, the Bank exercised its option to extend the lease for another five years. This branch offers the full line of the Bank's services including safe deposit boxes, a drive-through window and an ATM. This branch offers parking for approximately 12 vehicles, including a handicapped ramp.

The Bank's Auburn Wal-Mart Supercenter branch was opened in September 2000 inside the Wal-Mart shopping center on the south side of Auburn, Alabama. The lease is for approximately 700 square feet of space in the Wal-Mart. In September 2010, the Bank exercised its option to extend the lease for another five years. This branch offers the full line of the Bank's deposit and other services, including an ATM, except safe deposit boxes.

The Bank's Notasulga branch was opened in August 2001. This branch is located in Notasulga, Alabama, about 15 miles south of Auburn, Alabama. This branch is owned by the Bank and has approximately 1,344 square feet of space. The Bank leased the land for this branch from a third party. In May 2009, the Bank's land lease renewed for another three year term. This branch offers the full line of the Bank's services including safe deposit boxes and a drive-through window. This branch offers parking for approximately 11 vehicles, including a handicapped ramp.

In July 2002, the Bank's Opelika Wal-Mart Supercenter branch was opened inside the Wal-Mart shopping center in Opelika, Alabama. In July 2007, the Bank exercised its option to extend the lease for another five years. The lease is for approximately 700 square feet of space in the Wal-Mart. This branch offers the full line of the Bank's deposits and other services including an ATM, except safe deposit boxes.

In November 2002, the Bank opened a loan production office in Phenix City, Alabama, about 35 miles south of Auburn, Alabama. In November 2011, the Bank renewed its lease for another year.

In July 2007, the Bank opened a new branch located in the Kroger supermarket in the TigerTown retail center in Opelika, Alabama. The Bank entered into a lease agreement with the Kroger Corporation for five years with options for two 5-year extensions. The Branch offers the full line of bank deposit and other services including an ATM, except for safe deposit boxes.

In February 2009, the Bank opened a branch located on Bent Creek Road in Auburn, Alabama. This branch is owned by the Bank and has approximately 4,000 square feet of space. This branch offers the full line of the Bank's services and has drive-through windows and a drive-up ATM. This branch offers parking for approximately 29 vehicles.

In September 2011, the Bank opened a loan production office in Montgomery, Alabama, about 50 miles west of Auburn, Alabama. The Bank's lease agreement will expire in two years.

In December 2011, the Bank opened a branch located on Fob James Drive in Valley, Alabama, about 30 miles northeast of Auburn, Alabama. This branch is owned by the Bank and has approximately 5,000 square feet of space. This branch offers the full line of the Bank's services and has drive-through windows and a drive-up ATM. This branch offers parking for approximately 35 vehicles. Prior to December 2011, the Bank leased office space for a loan production office in Valley, Alabama. The loan production office was originally opened in September 2004.

In addition, the Bank owns a commercial office building, the AuburnBank Center (the Center), which is located next to the Bank's main office. The Center has approximately 23,000 square feet of space and the Bank occupies approximately 80% of the building's leasable square footage. The remaining leasable space is rented to outside third parties. The Bank's mortgage division, data processing activities, as well as other operations, are located in the Center. The parking lot provides parking for approximately 120 vehicles.

The Bank also owns several parcels of land adjoining the main office and the Center. In 2012, the Bank plans to remove any unoccupied buildings located on these tracts in order to consolidate its main campus and build a new drive-through facility to replace the location it currently leases.

The Company owns a commercial office building (the Hudson Building) located across the street from the main office in downtown Auburn. The Hudson Building has two floors and a basement which contain approximately 14,500 square feet of leasable space. This building is rented by unaffiliated third-party tenants.



**Table of Contents****ITEM 3 LEGAL PROCEEDINGS**

In the normal course of its business, the Company and the Bank from time to time are involved in legal proceedings. The Company's management believe there are no pending or threatened legal proceedings that, upon resolution, are expected to have a material adverse effect upon the Company's or the Bank's financial condition or results of operations.

**ITEM 4. MINE SAFETY DISCLOSURES**

Not applicable.

**PART II****ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES**

The Company's Common Stock is listed on the Nasdaq Global Market, under the symbol AUBN. As of March 9, 2012, there were approximately 3,642,738 shares of the Company's Common Stock issued and outstanding, which were held by approximately 416 shareholders of record. The following table sets forth, for the indicated periods, the high and low closing sale prices for the Company's Common Stock as reported on the Nasdaq Global Market, and the cash dividends declared to shareholders during the indicated periods.

		Closing Price Per Share (1)		Cash Dividends Declared
	<u>High</u>	<u>Low</u>		
<b>2011</b>				
First Quarter	\$ 20.37	\$ 19.51	\$ 0.20	
Second Quarter	19.91	19.40	0.20	
Third Quarter	19.70	19.10	0.20	
Fourth Quarter	19.65	18.52	0.20	
<b>2010</b>				
First Quarter	\$ 21.93	\$ 17.61	\$ 0.195	
Second Quarter	20.42	17.04	0.195	
Third Quarter	22.00	18.08	0.195	
Fourth Quarter	22.00	19.50	0.195	

(1) The price information represents actual transactions.

The Company has paid cash dividends on its capital stock since 1985. Prior to this time, the Bank paid cash dividends since its organization in 1907, except during the Depression years of 1932 and 1933. Holders of Common Stock are entitled to receive such dividends as may be declared by the Company's Board of Directors. The amount and frequency of cash dividends will be determined in the judgment of the Board based upon a number of factors, including the Company's earnings, financial condition, capital requirements and other relevant factors. The Board currently intends to continue its present dividend policies.

Federal Reserve policy could restrict future dividends on our Common Stock, depending on our earnings and capital position and likely needs. See SUPERVISION AND REGULATION Payment of Dividends and MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS CAPITAL ADEQUACY.

The amount of dividends payable by the Bank is limited by law and regulation. The need to maintain adequate capital in the Bank also limits dividends that may be paid to the Company.



**Table of Contents****Performance Graph**

The following performance graph compares the cumulative, total return on the Company's Common Stock from December 31, 2006 to December 31, 2011, with that of the Nasdaq Composite Index and SNL Southeast Bank Index (assuming a \$100 investment on December 31, 2006). Cumulative total return represents the change in stock price and the amount of dividends received over the indicated period, assuming the reinvestment of dividends.

<i>Index</i>	<i>Period Ending</i>					
	<b>12/31/06</b>	<b>12/31/07</b>	<b>12/31/08</b>	<b>12/31/09</b>	<b>12/31/10</b>	<b>12/31/11</b>
Auburn National Bancorporation, Inc.	100.00	78.02	73.81	74.77	79.29	76.23
NASDAQ Composite	100.00	110.66	66.42	96.54	114.06	113.16
SNL Southeast Bank	100.00	75.33	30.50	30.62	29.73	17.39

**Table of Contents**

**ISSUER PURCHASES OF EQUITY SECURITIES**

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Number of Shares that May Yet Be Under the Plans or Programs
October 1 - October 31, 2011				
November 1 - November 30, 2011				
December 1 - December 31, 2011				
Total				

**Securities Authorized for Issuance Under Equity Compensation Plans**

See the information included under Part III, Item 12, which is incorporated in response to this item by reference.

**ITEM 6. SELECTED FINANCIAL DATA**

See Table 2 Selected Financial Data and general discussion in Item 7, MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS .

**Table of Contents****ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

The following is a discussion of our financial condition at December 31, 2011 and 2010 and our results of operations for the years ended December 31, 2011, 2010, and 2009. The purpose of this discussion is to provide information about our financial condition and results of operations which is not otherwise apparent from the consolidated financial statements. The following discussion and analysis should be read along with our consolidated financial statements and the related notes included elsewhere herein. In addition, this discussion and analysis contains forward-looking statements, so you should refer to Item 1A, Risk Factors and Special Cautionary Notice Regarding Forward-Looking Statements.

Certain amounts reported in prior periods have been reclassified to conform to the current-period presentation. These reclassifications had no effect on the Company's previously reported stockholders' equity or net earnings during the periods involved.

**OVERVIEW**

The Company was incorporated in 1990 under the laws of the State of Delaware and became a bank holding company after it acquired its Alabama predecessor, which was a bank holding company established in 1984. The Bank, the Company's principal subsidiary, is an Alabama state-chartered bank that is a member of the Federal Reserve System and has operated continuously since 1907. Both the Company and the Bank are headquartered in Auburn, Alabama. The Bank conducts its business primarily in East Alabama, including Lee County and surrounding areas. The Bank operates full-service branches in Auburn, Opelika, Hurtsboro, Notasulga and Valley, Alabama. In-store branches are located in the Auburn and Opelika Kroger stores, as well as Wal-Mart SuperCenter stores in Auburn, Opelika and Phenix City, Alabama. Loan production offices are located in Montgomery and Phenix City, Alabama.

**Summary of Results of Operations**

	Year ended December 31		
	2011	2010	2009
<i>(Dollars in thousands, except per share amounts)</i>			
Net interest income (a)	\$ 20,944	\$ 20,664	\$ 20,448
Less: tax-equivalent adjustment	1,719	1,765	1,633
Net interest income (GAAP)	19,225	18,899	18,815
Noninterest income	5,177	6,718	2,433
Total revenue	24,402	25,617	21,248
Provision for loan losses	2,450	3,580	5,250
Noninterest expense	16,357	15,893	13,934
Income tax expense (benefit)	57	798	(340)
Net earnings	\$ 5,538	\$ 5,346	\$ 2,404
Basic and diluted earnings per share	\$ 1.52	\$ 1.47	\$ 0.66

(a) Tax-equivalent. See Table 1 - Explanation of Non-GAAP Financial Measures.

**Financial Summary**

The Company's net earnings were \$5.5 million, or \$1.52 per share, for the full year 2011, compared to \$5.3 million, or \$1.47 per share, for the full year 2010.

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Tax-equivalent net interest income increased 1% in 2011 from 2010 as improvement in the Company's net interest margin offset a decrease in average total interest earning assets in 2011 compared to 2010. Average total interest earning assets decreased 2% in 2011 when compared to 2010 as cash proceeds from securities sold, called, and matured in 2011 were used to reduce the level of wholesale funding (such as brokered certificates of deposit and Federal Home Loan Bank advances) on our balance sheet. Average loans decreased slightly in 2011 compared to 2010 due to weak loan demand and a challenging economic environment. Average loans were \$373.9 million in 2011, a decrease of 1%, compared to 2010.

In 2011, the Company's net charge-off ratio was 0.86%, compared to 0.64% in 2010. The provision for loan losses was \$2.5 million for 2011, compared to \$3.6 million in 2010. Despite the increase in net charge-offs during 2011, the provision for loan losses decreased during 2011 primarily due to the reduced level of allowance for loan losses related to the construction and land development loan portfolio segment. The decline in the allowance for loan losses was due to declines in total construction and land development loans outstanding as well as a decline in adversely risk-graded construction and land development loans.

---

## **Table of Contents**

Noninterest income was \$5.2 million in 2011, compared to \$6.7 million in 2010. The decrease in noninterest income was primarily due to a decrease in mortgage lending income of \$0.6 million, a decrease in net securities gains of \$0.5 million, and an increase in losses related to affordable housing investments of \$0.3 million.

Noninterest expense was \$16.4 million in 2011, compared to \$15.9 million in 2010. The increase in noninterest expense was primarily due to an increase in salaries and benefits expense of \$0.8 million and an increase in net expenses related to OREO of \$0.6 million. These increases were partially offset by a decrease in FDIC and other regulatory assessments of \$0.3 million and a decrease in prepayment penalties on long-term debt of \$0.7 million.

Income tax expense for 2011 was \$0.1 million, compared to \$0.8 million in 2010. The Company's effective income tax rate was 1.02% in 2011, compared to 12.99% in 2010. The decrease in the Company's effective tax rate during 2011 compared to 2010 was due to a decline in the level of earnings before taxes and an increase in federal tax credits related to the Company's investments in affordable housing limited partnerships, which increased in 2011.

In 2011, the Company paid cash dividends of \$2.9 million, or \$0.80 per share. The Company remains well capitalized under current regulatory guidelines with a total risk-based capital ratio of 16.66%, a tier one risk-based capital ratio of 15.40%, and a tier one leverage capital ratio of 8.82% at December 31, 2011.

## **CRITICAL ACCOUNTING POLICIES**

The accounting and financial reporting policies of the Company conform with U.S. generally accepted accounting principles, or GAAP, and with general practices within the banking industry. In connection with the application of those principles, we have made judgments and estimates which, in the case of the determination of our allowance for loan losses, our assessment of other-than-temporary impairment, recurring and non-recurring fair value measurements, valuation of OREO, and the valuation of deferred tax assets, were critical to the determination of our financial position and results of operations. Other policies also require subjective judgment and assumptions and may accordingly impact our financial position and results of operations.

### **Allowance for Loan Losses**

The Company assesses the adequacy of its allowance for loan losses prior to the end of each calendar quarter. The level of the allowance is based upon management's evaluation of the loan portfolios, past loan loss experience, current asset quality trends, known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay (including the timing of future payment), the estimated value of any underlying collateral, composition of the loan portfolio, economic conditions, industry and peer bank loan loss rates and other pertinent factors, including regulatory recommendations. This evaluation is inherently subjective as it requires material estimates including the amounts and timing of future cash flows expected to be received on impaired loans that may be susceptible to significant change. Loan losses are charged off when management believes that the full collectability of the loan is unlikely. A loan may be partially charged-off after a confirming event has occurred which serves to validate that full repayment pursuant to the terms of the loan is unlikely. Allocation of the allowance may be made for specific loans, but the entire allowance is available for any loan that, in management's judgment, is deemed to be uncollectible.

The Company deems loans impaired when, based on current information and events, it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan agreement. Collection of all amounts due according to the contractual terms means that both the interest and principal payments of a loan will be collected as scheduled in the loan agreement.

An impairment allowance is recognized if the fair value of the loan is less than the recorded investment in the loan. The impairment is recognized through the allowance. Loans that are impaired are recorded at the present value of expected future cash flows discounted at the loan's effective interest rate, or if the loan is collateral dependent, impairment measurement is based on the fair value of the collateral, less estimated disposal costs.

The level of allowance maintained is believed by management to be adequate to absorb probable losses inherent in the portfolio at the balance sheet date. The allowance is increased by provisions charged to expense and decreased by charge-offs, net of recoveries of amounts previously charged-off.

In assessing the adequacy of the allowance, the Company also considers the results of its ongoing independent loan review process. The Company's loan review process assists in determining whether there are loans in the portfolio whose credit quality has weakened over time and evaluating the risk characteristics of the entire loan portfolio. The Company's





---

## **Table of Contents**

loan review process includes the judgment of management, the input from our independent loan reviewers, and reviews that may have been conducted by bank regulatory agencies as part of their examination process. The Company incorporates loan review results in the determination of whether or not it is probable that we will be able to collect all amounts due according to the contractual terms of a loan.

As part of the Company's quarterly assessment of the allowance, management divides the loan portfolio into five segments: commercial and industrial loans, construction and land development loans, commercial real estate, residential real estate, and consumer installment loans. The Company analyzes each segment and estimates an allowance allocation for each loan segment.

The allocation of the allowance for loan losses begins with a process of estimating the probable losses inherent for these types of loans. The estimates for these loans are established by category and based on the Company's internal system of credit risk ratings and historical loss data. The estimated loan loss allocation rate for the Company's internal system of credit risk grades is based on its experience with similarly graded loans. For loan segments where the Company believes it does not have sufficient historical loss data, the Company may make adjustments based, in part, on loss rates of peer bank groups. At December 31, 2011 and 2010, and for the years then ended, the Company adjusted its historical loss rates for the commercial real estate portfolio segment based, in part, on loss rates of peer bank groups.

The estimated loan loss allocation for all five loan portfolio segments is then adjusted for management's estimate of probable losses for several qualitative and environmental factors. The allocation for qualitative and environmental factors is particularly subjective and does not lend itself to exact mathematical calculation. This amount represents estimated probable inherent credit losses which exist, but have not yet been identified, as of the balance sheet date, and are based upon quarterly trend assessments in delinquent and nonaccrual loans, credit concentration changes, prevailing economic conditions, changes in lending personnel experience, changes in lending policies or procedures and other influencing factors. These qualitative and environmental factors are considered for each of the five loan segments and the allowance allocation, as determined by the processes noted above, is increased or decreased based on the incremental assessment of these factors.

The Company constantly re-evaluates its practices in determining the allowance for loan losses. During the fourth quarter of 2011, the Company's management decided to eliminate a previously unallocated component of the allowance. As a result, the Company had no unallocated amount included in the allowance at December 31, 2011, compared to an unallocated amount of \$0.1 million, or 1.4% of the total allowance, at December 31, 2010. During 2010, the Company implemented certain refinements to its allowance for loan losses methodology, specifically the way that historical loss factors are calculated. Prior to September 30, 2010, the Company calculated average losses by loan segment using a rolling 12 quarter historical period. In order to better capture the effect of current economic conditions on the Company's loan loss experience, the Company calculated average losses by loan segment using a rolling 6 quarter historical period beginning with the quarter ended September 30, 2010. Correspondingly, the Company reduced the level of adjustments made to historical losses for qualitative and environmental factors since the updated historical losses are more representative of current economic conditions.

### **Assessment for Other-Than-Temporary Impairment of Securities**

On a quarterly basis, management makes an assessment to determine whether there have been events or economic circumstances to indicate that a security on which there is an unrealized loss is other-than-temporarily impaired. For equity securities with an unrealized loss, the Company considers many factors including the severity and duration of the impairment; the intent and ability of the Company to hold the security for a period of time sufficient for a recovery in value; and recent events specific to the issuer or industry. Equity securities for which there is an unrealized loss that is deemed to be other-than-temporary are written down to fair value with the write-down recorded as a realized loss in securities gains (losses).

For debt securities with an unrealized loss, an other-than-temporary impairment write-down is triggered when (1) the Company has the intent to sell the debt security, (2) it is more likely than not that the entity will be required to sell the debt security before recovery of its amortized cost basis, or (3) the entity does not expect to recover the entire amortized cost basis of the debt security. If the Company has the intent to sell a debt security or if it is more likely than not that it will be required to sell the debt security before recovery, the other-than-temporary write-down is equal to the entire difference between the debt security's amortized cost and its fair value. If the Company does not intend to sell the security or it is not more likely than not that it will be required to sell the security before recovery, the other-than-temporary impairment write-down is separated into the amount that is credit related (credit loss component) and the amount due to all other factors. The credit loss component is recognized in earnings, as a realized loss in securities gains (losses), and is the difference between the security's amortized cost basis and the present value of its expected future cash flows. The remaining difference between the security's fair value and the present value of future expected cash flows is due to factors that are not credit related and is recognized in other comprehensive income, net of applicable taxes.

## **Table of Contents**

The Company assesses impairment for pooled trust preferred securities using a cash flow model. The key assumptions include default probabilities of the underlying collateral and recoveries on collateral defaults. These assumptions may have a significant effect on the determination of the present value of expected future cash flows and the resulting amount of other-than-temporary impairment. As such, the use of different models and assumptions, as well as changes in market conditions, could result in materially different net earnings and retained earnings results.

### **Fair Value Determination**

GAAP requires management to value and present at fair value certain of the Company's assets and liabilities, including investments classified as available-for-sale and derivatives. FASB ASC 820, *Fair Value Measurements and Disclosures*, which defines fair value, establishes a framework for measuring fair value under GAAP and expands disclosures about fair value measurements. For more information regarding fair value measurements and disclosures, please refer to Note 17, Fair Value Disclosures, of the consolidated financial statements that accompany this report.

Fair values are based on market prices when available. However, some of the Company's transactions lack an available trading market characterized by frequent transactions between a willing buyer and seller. In these cases, such values are estimated using pricing models that use discounted cash flows and other pricing techniques. Pricing models and their underlying assumptions are based upon management's best estimates for appropriate discount rates, default rates, prepayments, market volatility and other factors, taking into account current observable market data and experience.

These assumptions may have a significant effect on the reported fair values of assets and liabilities and the related income and expense. As such, the use of different models and assumptions, as well as changes in market conditions, could result in materially different net earnings and retained earnings results.

### **Other Real Estate Owned**

OREO consists of properties obtained through foreclosure or in satisfaction of loans, is reported at the lower of cost or fair value, less estimated costs to sell at the date acquired with any loss recognized as a charge-off through the allowance for loan losses. Additional OREO losses for subsequent valuation adjustments are determined on a specific property basis and are included as a component of other noninterest expense along with holding costs. Any gains or losses on disposal realized at the time of disposal are also reflected in noninterest expense. Significant judgments and complex estimates are required in estimating the fair value of OREO, and the period of time within which such estimates can be considered current is significantly shortened during periods of market volatility, as experienced during 2011 and 2010. As a result, the net proceeds realized from sales transactions could differ significantly from appraisals, comparable sales, and other estimates used to determine the fair value of OREO.

### **Deferred Tax Asset Valuation**

A valuation allowance is recognized for a deferred tax asset if, based on the weight of available evidence, it is more-likely-than-not that some portion or the entire deferred tax asset will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. Management considers the scheduled reversal of deferred tax liabilities, projected future taxable income and tax planning strategies in making this assessment. Based upon the level of taxable income over the last three years and projections for future taxable income over the periods in which the deferred tax assets are deductible, management believes it is more likely than not that we will realize the benefits of these deductible differences at December 31, 2011. The amount of the deferred tax assets considered realizable, however, could be reduced in the near term if estimates of future taxable income during the future periods are reduced.

**Table of Contents****Average Balance Sheet and Interest Rates**

	Year ended December 31					
	2011		2010		2009	
	Average Balance	Yield/ Rate	Average Balance	Yield/ Rate	Average Balance	Yield/ Rate
<i>(Dollars in thousands)</i>						
Loans and loans held for sale	\$ 376,000	5.67%	\$ 380,552	5.73%	\$ 380,434	5.75%
Securities - taxable	223,638	2.69%	246,610	3.33%	269,266	4.37%
Securities - tax-exempt	79,329	6.37%	81,256	6.39%	74,794	6.42%
Total securities	302,967	3.65%	327,866	4.09%	344,060	4.82%
Federal funds sold	28,905	0.19%	13,984	0.21%	10,138	0.23%
Interest bearing bank deposits	1,394	0.05%	1,076	0.09%	1,135	0.09%
Total interest-earning assets	709,266	4.57%	723,478	4.87%	735,767	5.23%
Deposits:						
NOW	90,565	0.58%	88,070	0.69%	90,794	0.95%
Savings and money market	138,428	0.72%	117,725	1.04%	93,484	1.13%
Certificates of deposits less than \$100,000	114,490	1.95%	113,912	2.42%	112,894	3.32%
Certificates of deposits and other time deposits of \$100,000 or more	181,242	2.38%	197,387	2.76%	221,028	3.39%
Total interest-bearing deposits	524,725	1.54%	517,094	1.94%	518,200	2.54%
Short-term borrowings	2,423	0.50%	3,530	0.65%	10,790	0.51%
Long-term debt	86,899	3.91%	112,312	4.02%	120,248	4.01%
Total interest-bearing liabilities	614,047	1.87%	632,936	2.30%	649,238	2.78%
Net interest income and margin (a)	\$ 20,944	2.95%	\$ 20,664	2.86%	\$ 20,448	2.78%

(a) Tax-equivalent. See Table 1 - Explanation of Non-GAAP Financial Measures .

**RESULTS OF OPERATIONS****Net Interest Income and Margin**2011 vs. 2010 comparison

Tax-equivalent net interest income increased 1% in 2011 from 2010 as improvement in the Company's net interest margin offset a decrease in total interest earning assets.

The tax-equivalent yield on total interest earning assets decreased 30 basis points in 2011 from 2010 to 4.57%. This decrease was primarily due to a decline of 64 basis points in the yield on taxable securities to 2.69%.

The cost of total interest-bearing liabilities decreased 43 basis points in 2011 from 2010, to 1.87%. This decrease was primarily due to a 40 basis point decrease in the cost of total interest-bearing deposits to 1.54%.

2010 vs. 2009 comparison

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Tax-equivalent net interest income increased 1% in 2010 from 2009 as improvement in the Company's net interest margin offset the decrease in total interest earning assets.

The tax-equivalent yield on total interest earning assets decreased 36 basis points in 2010 from 2009 to 4.87%. The decrease was mainly due to a decline of 104 basis points in the yield on taxable securities to 3.33%.

The cost of total interest-bearing liabilities decreased 48 basis points in 2010 from 2009, to 2.30%. This decrease was primarily due to a 60 basis point decrease in the cost of total interest-bearing deposits to 1.94%.

### **Provision for Loan Losses**

The provision for loan losses represents a charge to earnings necessary to provide an allowance for loan losses that, in management's evaluation, should be adequate to provide coverage for the probable losses on outstanding loans. The provision for loan losses amounted to \$2.5 million, \$3.6 million, and \$5.3 million for the years ended December 31, 2011, 2010 and 2009, respectively.

**Table of Contents**

The provision for loan losses decreased in 2011 compared to 2010 due to a decline in the level of allowance for loan losses related to the construction and land development portfolio segment. The decline in the allowance for loan losses was due to declines in total construction and development loans outstanding as well as a decline in adversely risk-graded construction and land development loans. The provision for losses declined in 2010 when compared to 2009 due to a decline in net charge-offs and nonperforming loan inflows. Also, the provision for loan losses in 2009 was impacted by \$2.8 million in impairments related to the deterioration of two construction and land development loans.

Based upon its assessment of the loan portfolio, management adjusts the allowance for loan losses to an amount it believes should be appropriate to adequately cover probable losses in the loan portfolio. The Company's allowance for loan losses to total loans decreased to 1.87% at December 31, 2011 from 2.05% at December 31, 2010. Based upon our evaluation of the loan portfolio, management believes the allowance for loan losses to be adequate to absorb our estimate of probable losses existing in the loan portfolio at December 31, 2011. While our policies and procedures used to estimate the allowance for loan losses, as well as the resultant provision for loan losses charged to operations, are believed adequate by management and are reviewed from time to time by our regulators, they are necessarily approximate and imprecise. There exist factors beyond our control, such as conditions in the local and national economy, a local real estate market or particular industry conditions which may negatively impact, materially, our asset quality and the adequacy of our allowance for loan losses and, thus, the resulting provision for loan losses.

**Noninterest Income**

	Year ended December 31		
<i>(Dollars in thousands)</i>	2011	2010	2009
Service charges on deposit accounts	\$ 1,167	\$ 1,280	\$ 1,243
Mortgage lending	1,922	2,494	3,349
Bank-owned life insurance	460	452	424
Affordable housing investment losses	(646)	(323)	(228)
Securities gains (losses), net	878	1,423	(3,703)
Other	1,396	1,392	1,348
Total noninterest income	\$ 5,177	\$ 6,718	\$ 2,433

The Company's income from mortgage lending is primarily attributable to the (1) origination and sale of new mortgage loans and (2) servicing of mortgage loans. Origination income, net, is comprised of gains or losses from the sale of the mortgage loans originated, origination fees, underwriting fees and other fees associated with the origination of loans, which are netted against the commission expense associated with these originations. The Company's normal practice is to originate mortgage loans for sale in the secondary market and to either release or retain the associated mortgage servicing rights (MSRs) when the loan is sold.

MSRs are recognized based on the fair value of the servicing right on the date the corresponding mortgage loan is sold. Subsequent to the date of transfer, the Company has elected to measure its MSRs under the amortization method. Servicing fee income is reported net of any related amortization expense.

MSRs are also evaluated for impairment periodically. Impairment is determined by grouping MSRs by common predominant characteristics, such as interest rate and loan type. If the aggregate carrying amount of a particular group of MSRs exceeds the group's aggregate fair value, a valuation reserve for that group is established. The valuation reserve is adjusted as the fair value changes. An increase in mortgage interest rates typically results in an increase in the fair value of the MSRs while a decrease in mortgage interest rates typically results in a decrease in the fair value of MSRs. Despite an increase in the balance of loans serviced by the Company in 2011, the fair value of the Company's MSRs decreased due to a decline in mortgage interest rates. As a result, the Company established a valuation reserve of \$117,000 at December 31, 2011, compared to none at December 31, 2010.

The following table presents a breakdown of the Company's mortgage lending income for 2011, 2010 and 2009.

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Year ended December 31

*(Dollars in thousands)*

	<b>2011</b>	<b>2010</b>	<b>2009</b>
Origination income, net	\$ 1,680	\$ 2,143	\$ 3,002
Servicing fees, net	359	351	347
Increase in MSR valuation allowance	(117)		
Total mortgage lending income	\$ 1,922	\$ 2,494	\$ 3,349

## **Table of Contents**

### **2011 vs. 2010 comparison**

Service charges on deposit accounts were \$1.2 million in 2011, compared to \$1.3 million in 2010. The decrease is primarily due to a decline in insufficient funds charges, reflecting changes in customer behavior and spending patterns.

Mortgage lending income was \$1.9 million in 2011, compared to \$2.5 million in 2010. A decline in the level of mortgage refinance activity during 2011 when compared to the levels experienced during 2010 contributed to the decrease in mortgage lending income. The Company's income from mortgage lending typically fluctuates as mortgage interest rates change and is primarily attributable to origination and sale of new mortgage loans.

Losses related to affordable housing partnership investments were \$0.6 million in 2011, compared to \$0.3 million in 2010. The increase in losses on affordable housing partnership investments was primarily due to the Company's increased total investment in these projects in 2011. While the losses incurred by the partnerships are recognized in pre-tax earnings, these investments are designed to generate a return primarily through the realization of federal tax credits. As a result, these investments have significantly reduced the Company's income tax expense during 2011 when compared to 2010. In January of 2012, the Company sold its interests in three affordable housing partnership investments. The Company will recognize a pre-tax gain on sale of \$3.2 million related to these investments in 2012. Accordingly, the Company expects it will not incur any losses related to affordable housing partnership investments subsequent to the sale. In addition, the Company does not expect to receive any federal tax credits related to affordable housing partnership investments in 2012.

The net gain on securities was \$0.9 million in 2011, compared to a net gain of \$1.4 million in 2010. Gross realized gains of \$1.7 million in 2011 were reduced by gross realized losses of \$0.5 million and other-than-temporary impairment charges of \$0.3 million related to trust preferred securities. Gross realized gains of \$3.5 million in 2010 were primarily reduced by approximately \$2.0 million in other-than-temporary impairment charges related to trust preferred securities and corporate debt securities.

### **2010 vs. 2009 comparison**

Service charges on deposit accounts were \$1.3 million in 2010, compared to \$1.2 million in 2009. The increase was primarily due to increased insufficient funds charges, reflecting changes in customer behavior and spending patterns.

Mortgage lending income was \$2.5 million in 2010, compared to \$3.3 million in 2009. A significant decline in the level of mortgage refinance activity during 2010 when compared to the record levels experienced during 2009 contributed to the decrease in mortgage lending income. The Company's income from mortgage lending typically fluctuates as mortgage interest rates change and is primarily attributable to origination and sale of new mortgage loans.

Losses related to affordable housing partnership investments were \$0.3 million in 2010, compared to \$0.2 million in 2009. The increase in losses on affordable housing partnership investments was primarily due to the Company's increased total investment in these projects. While the losses incurred by the partnerships are recognized in pre-tax earnings, these investments are designed to generate a return primarily through the realization of federal tax credits.

The net gain on securities was \$1.4 million in 2010, compared to a net loss of \$3.7 million in 2009. Gross realized gains of \$3.5 million in 2010 were offset by gross realized losses of \$2.1 million. Gross realized losses in 2010 primarily related to other-than-temporary impairment charges for trust preferred securities and corporate debt securities. Gross realized losses of \$6.6 million in 2009 primarily related to other-than-temporary impairment charges for trust preferred securities and an investment in the common stock of Silverton Financial Services, Inc. These losses were offset by gross realized gains of \$2.9 million during the same period.

**Table of Contents****Noninterest Expense**

	Year ended December 31		
<i>(Dollars in thousands)</i>	2011	2010	2009
Salaries and benefits	\$ 8,167	\$ 7,402	\$ 7,120
Net occupancy and equipment	1,404	1,450	1,500
Professional fees	735	702	799
FDIC and other regulatory assessments	792	1,092	1,322
Other real estate owned, net	2,007	1,378	43
Prepayment penalty on long-term debt		679	
Other	3,252	3,190	3,150
Total noninterest expense	\$ 16,357	\$ 15,893	\$ 13,934

**2011 vs. 2010 comparison**

Salaries and benefits expense was \$8.2 million in 2011, compared to \$7.4 million in 2010. The increase in 2011 when compared to 2010 was primarily due to increased costs related to salaries, bonus compensation, and group medical insurance. No cash bonuses were accrued for Company or Bank officers in 2010.

FDIC and other regulatory assessments expense was \$0.8 million in 2011, compared to \$1.1 million in 2010. The decrease in 2011 when compared to 2010 was primarily due to the FDIC redefining the deposit insurance assessment base effective April 1, 2011. Most FDIC insured institutions with less than \$10 billion in assets experienced a reduction in their FDIC deposit insurance assessments during 2011.

Other real estate owned expense, net was \$2.0 million in 2011, compared to \$1.4 million in 2010. Approximately \$2.0 million and \$1.3 million of other real estate owned expense, net, in 2011 and 2010, respectively, related to realized holding losses due to reduced valuations of certain OREO properties. These properties could also be subject to future valuation adjustments as a result of updated appraisal information and further deterioration in real estate values, thus causing additional fluctuations in other real estate owned expense, net. Also, the Company will continue to incur expenses associated with maintenance costs and property taxes associated with these assets. In 2011, rental income on OREO properties largely offset these costs.

The Company incurred no prepayment penalties on long-term debt in 2011, compared to \$0.7 million in 2010. In 2010, the Company repaid \$10.0 million of securities sold under agreements to repurchase prior to their maturity that had been included in long-term debt. In January 2012, the Company repaid \$38.0 million of FHLB advances with a weighted average rate of 4.26% and a weighted average duration of 2.6 years. Accordingly, the Company will incur approximately \$3.7 million in prepayment penalties on long-term debt in 2012 related to the repayment of these FHLB advances.

**2010 vs. 2009 comparison**

Salaries and benefits expense was \$7.4 million in 2010, compared to \$7.1 million in 2009. The increase in 2010 when compared to 2009 was primarily due to increased salaries expense and group medical insurance costs. No cash bonuses were accrued for Company or Bank officers in 2010 or 2009.

FDIC and other regulatory assessments expense was \$1.1 million in 2010, compared to \$1.3 million in 2009. The decrease in 2010 when compared to 2009 was primarily due to the impact of the \$0.4 million special assessment from the FDIC included in FDIC and other regulatory assessments expense in 2009.

Other real estate owned expense, net increased by \$1.3 million in 2010 when compared to 2009. The increase was primarily due to write-downs of the carrying value of certain foreclosed properties due to deterioration in real estate values.



Prepayment penalties on long-term debt were approximately \$0.7 million during 2010 compared to nil during 2009. As part of its strategy to reduce wholesale funding and interest expense, the Company repaid \$10.0 million of securities sold under agreements to repurchase prior to their maturity that had been included in long-term debt during 2010.

**Income Tax Expense**

2011 vs. 2010 comparison

In 2011, the Company recorded income tax expense of \$0.1 million, compared to \$0.8 million in 2010. The effective income tax rate was 1.02% in 2011, compared to 12.99% in 2010. The decrease in income tax expense and the effective

**Table of Contents**

tax rate from 2010 to 2011 was primarily due to a decrease in the level of earnings before taxes and an increase in federal tax credits related to the Company's increased investments in affordable housing limited partnerships in 2011. In January of 2012, the Company sold its interests in three affordable housing partnership investments. Accordingly, the Company expects that income tax expense will increase in 2012 when compared to 2011 since the Company currently does not expect to receive any federal tax credits related to affordable housing partnership investments in 2012.

2010 vs. 2009 comparison

In 2010, the Company recorded income tax expense of \$0.8 million, compared to an income tax benefit of \$0.3 million in 2009. This change was primarily due to an increase in the level of earnings before taxes. The effective income tax rate was 12.99% in 2010, compared to an effective income tax benefit rate of 16.47% in 2009. The increase in the effective tax rate from 2009 to 2010 was primarily due to a 198% increase in earnings before taxes. Also reflected in the Company's effective income tax benefit rate for 2009 was a change in valuation allowance of \$0.5 million related to nondeductible capital losses and an income tax benefit of \$0.3 million related to the correction of an accounting error in prior periods. Information concerning the correction of an accounting error is included in Note 1 to the Consolidated Financial Statements.

**BALANCE SHEET ANALYSIS****Securities**

Securities available-for-sale were \$299.6 million and \$315.2 million as of December 31, 2011 and 2010, respectively. The decrease from December 31, 2010 primarily reflects management's decision to utilize a portion of the cash proceeds from securities sold, called, and matured during 2011 to reduce the level of wholesale funding (such as brokered certificates of deposit and FHLB advances) on our balance sheet. Unrealized net gains on securities available-for-sale were \$6.7 million as of December 31, 2011 compared to unrealized net losses of \$3.5 million as of December 31, 2010. The change in net unrealized gains (losses) of \$10.2 million from December 31, 2010 was primarily due to changes in interest rates and a narrowing of credit spreads on securities of U.S. states and political subdivisions during 2011. The average tax-equivalent yields earned on total securities were 3.65% in 2011 and 4.09% in 2010.

The following table shows the carrying value and weighted average yield of securities available-for-sale as of December 31, 2011 according to contractual maturity. Actual maturities may differ from contractual maturities of mortgage-backed securities because the mortgages underlying the securities may be called or prepaid with or without penalty.

					December 31, 2011
					Total
					Fair Value
					or less
					years
					years
					years
<i>(Dollars in thousands)</i>					
Agency obligations	\$		5,013	46,072	51,085
Agency RMBS			14,935	149,863	164,798
State and political subdivisions		414	17,761	63,538	81,713
Trust preferred securities				1,986	1,986
Total available-for-sale	\$	414	37,709	261,459	299,582
<b>Weighted average yield:</b>					
Agency obligations			1.25%	2.22%	2.12%
Agency RMBS				2.56%	2.45%
State and political subdivisions		3.74%	4.05%	4.22%	4.18%
Trust preferred securities				4.64%	4.64%

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Total available-for-sale	3.74%	2.63%	2.91%	2.88%
--------------------------	-------	-------	-------	-------

**Table of Contents****Loans**

	<b>December 31</b>				
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
Commercial and industrial	\$ 54,988	53,288	53,884	53,883	50,797
Construction and land development	39,814	47,850	56,820	67,420	45,724
Commercial real estate	162,435	166,241	156,928	132,818	120,789
Residential real estate	101,725	96,241	97,407	102,835	93,888
Consumer installment	11,454	10,676	11,236	12,463	11,525
<b>Total loans</b>	<b>370,416</b>	<b>374,296</b>	<b>376,275</b>	<b>369,419</b>	<b>322,723</b>
Less: unearned income	(153)	(81)	(172)	(257)	(312)
<b>Loans, net of unearned income</b>	<b>\$ 370,263</b>	<b>374,215</b>	<b>376,103</b>	<b>369,162</b>	<b>322,411</b>

Total loans, net of unearned income, were \$370.3 million as of December 31, 2011, a decrease of \$3.9 million, or 1%, from \$374.2 million at December 31, 2010. The loan portfolio decreased slightly in 2011 as new loans were unable to offset the impact of pay-downs, charge-offs, foreclosures and other problem loan resolutions. In particular, construction and land development loans decreased by \$8.0 million, or 17%, in 2011. Four loan categories represented the majority of the loan portfolio as December 31, 2011: commercial real estate mortgage loans (44%), residential real estate mortgage loans (27%), commercial and industrial loans (15%) and construction and land development loans (11%).

Within its residential real estate mortgage portfolio, the Company had junior lien mortgages of approximately \$23.9 million, or 6%, and \$24.3 million, or 6%, of total loans, net of unearned income at December 31, 2011 and 2010, respectively. For residential real estate mortgage loans with a consumer purpose, approximately \$1.8 million and \$4.1 million required interest-only payments at December 31, 2011 and 2010, respectively. The Company's residential real estate mortgage portfolio does not include any option ARM loans, subprime loans, or any material amount of other high-risk consumer mortgage products.

Purchased loan participations included in the Company's loan portfolio were approximately \$3.8 million and \$7.2 million as of December 31, 2011 and 2010, respectively. All purchased loan participations are underwritten by the Company independent of the selling bank. In addition, all loans, including purchased participations, are evaluated for collectability during the course of the Company's normal loan review procedures. If the Company deems a participation loan impaired, it applies the same accounting policies and procedures as described in **CRITICAL ACCOUNTING POLICIES**.

The average yield earned on loans and loans held for sale was 5.67% in 2011 and 5.73% in 2010.

The specific economic and credit risks associated with our loan portfolio include, but are not limited to, the impact of recessionary economic conditions on our borrowers' cash flows, real estate market sales volumes, valuations, and availability and cost of financing for properties, real estate industry concentrations, deterioration in certain credits, interest rate fluctuations, reduced collateral values or non-existent collateral, title defects, inaccurate appraisals, financial deterioration of borrowers, fraud, and any violation of laws and regulations.

The Company attempts to reduce these economic and credit risks by adhering to loan to value (LTV) guidelines for collateralized loans, investigating the creditworthiness of borrowers and monitoring borrowers' financial position. Also, we establish and periodically review our lending policies and procedures. Banking regulations limit our credit exposure by prohibiting unsecured loan relationships that exceed 10% of the capital accounts of the Bank; or 20% of the capital accounts if loans in excess of 10% are fully secured, which would approximate \$14.6 million. Furthermore, we have an internal limit for aggregate credit exposure (loans outstanding plus unfunded commitments) to a single borrower of \$13.2 million. Our loan policy requires that the Loan Committee of the Board of Directors approve any loan relationships that exceed this internal limit. At December 31, 2011, the Company had no loan relationships exceeding these limits.

**Table of Contents**

We periodically analyze our commercial loan portfolio to determine if a concentration of credit risk exists in any one or more industries. We use broadly accepted industry classification systems in order to classify borrowers into various industry classifications. Loan concentrations to borrowers in the following industries exceeded 25% of the Bank's total risk-based capital at December 31, 2011 (and related balances at December 31, 2010).

	<b>December 31</b>	
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>
Lessors of 1-4 family residential properties	\$ 43,767	38,679
Office buildings	20,004	24,185

**Allowance for Loan Losses**

The Company maintains the allowance for loan losses at a level that management deems appropriate to adequately cover the Company's estimate of probable losses in the loan portfolio. As of December 31, 2011 and 2010, respectively, the allowance for loan losses was \$6.9 million and \$7.7 million, respectively, which management deemed to be adequate at each of the respective dates. The judgments and estimates associated with the determination of the allowance for loan losses are described under "CRITICAL ACCOUNTING POLICIES".

A summary of the changes in the allowance for loan losses and certain asset quality ratios for each of the five years in the five year period ended December 31, 2011 is presented below.

	<b>Year ended December 31</b>				
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
<b>Allowance for loan losses:</b>					
Balance at beginning of period	\$ 7,676	6,495	4,398	4,105	4,044
Charge-offs:					
Commercial and industrial	(679)	(537)	(495)	(454)	(62)
Construction and land development	(1,758)	(1,487)	(2,088)		
Commercial real estate	(422)				
Residential real estate	(533)	(552)	(704)	(153)	(143)
Consumer installment	(21)	(111)	(61)	(98)	(45)
Total charge-offs	(3,413)	(2,687)	(3,348)	(705)	(250)
Recoveries:					
Commercial and industrial	34	63	47	102	14
Construction and land development	2	54	50		
Commercial real estate					69
Residential real estate	155	151	92	6	199
Consumer installment	15	20	6	20	6
Total recoveries	206	288	195	128	288
Net (charge-offs) recoveries	(3,207)	(2,399)	(3,153)	(577)	38
Provision for loan losses	2,450	3,580	5,250	870	23

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Ending balance	\$	6,919	7,676	6,495	4,398	4,105
as a % of loans		1.87 %	2.05	1.73	1.19	1.27
as a % of nonperforming loans		67 %	65	69	99	918
Net charge-offs as a % of average loans		0.86 %	0.64	0.84	0.17	(0.01)

As noted in the Company's critical accounting policies, management assesses the adequacy of the allowance prior to the end of each calendar quarter. The level of the allowance is based upon management's evaluation of the loan portfolios, past loan loss experience, known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay (including the timing of future payment), the estimated value of any underlying collateral, composition of the loan portfolio, economic conditions, industry and peer bank loan quality indications and other pertinent factors. This evaluation is inherently subjective as it requires various material estimates and judgments including the amounts and timing of future cash flows expected to be received on impaired loans that may be susceptible to significant change. The ratio of our allowance for loan losses to total loans outstanding was 1.87% at December 31, 2011, compared to 2.05% at December 31, 2010. In the future, the allowance to total loans outstanding ratio will increase or decrease to the extent the factors that influence our quarterly allowance assessment in their entirety either improve or weaken.

**Table of Contents**

Net charge-offs were \$3.2 million, or 0.86% of average loans, in 2011, compared to net charge-offs of \$2.4 million, or 0.84%, in 2010. In both 2011 and 2010, net charge-offs were affected by a few individually significant charge-offs. In 2011, the Company charged off \$1.9 million related to one borrowing relationship and approximately \$0.6 million related to two A/B note restructurings. In 2010, the Company charged off \$1.3 million related to one construction and land development loan.

At December 31, 2011 and 2010, the ratio of our allowance for loan losses as a percentage of nonperforming loans was 67% and 65%, respectively.

At December 31, 2011, the Company's recorded investment in loans considered impaired was \$11.0 million, with a corresponding valuation allowance (included in the allowance for loan losses) of \$1.2 million. At December 31, 2010, the Company's recorded investment in loans considered impaired was \$11.7 million, with a corresponding valuation allowance (included in the allowance for loan losses) of \$1.3 million.

In addition, our regulators, as an integral part of their examination process, will periodically review the Company's allowance for loan losses, and may require the Company to make additional provisions to the allowance for loan losses based on their judgment about information available to them at the time of their examinations.

**Nonperforming Assets**

At December 31, 2011 the Company had \$18.3 million in nonperforming assets compared to \$20.0 million at December 31, 2010. Included in nonperforming assets were nonperforming loans of \$10.4 million and \$11.8 million at December 31, 2011 and 2010, respectively.

Nonperforming assets decreased during 2011 due to continued efforts by management to reduce or resolve problem assets. The majority of the balance in nonperforming assets at December 31, 2011 related to deterioration in the construction and land development loan portfolio.

The table below provides information concerning total nonperforming assets and certain asset quality ratios.

	<b>December 31</b>				
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
<b>Nonperforming assets:</b>					
Nonaccrual loans	\$ 10,354	11,833	9,352	4,431	447
Other real estate owned	7,898	8,125	7,292	324	98
<b>Total nonperforming assets</b>	<b>\$ 18,252</b>	<b>19,958</b>	<b>16,644</b>	<b>4,755</b>	<b>545</b>
as a % of loans and foreclosed properties	4.83 %	5.22	4.34	1.29	0.17
as a % of total assets	2.35 %	2.61	2.15	0.64	0.08
Nonperforming loans as a % of total loans	2.80 %	3.16	2.49	1.20	0.14
Accruing loans 90 days or more past due	\$		5	104	4

LCAR reported that the average median residential home price in Lee County, Alabama for the quarter ended December 31, 2011 was \$139,461, a decrease of 24.2% from the same quarter a year earlier. Although residential home prices declined, this appears to have had a positive impact on sales activity. The number of homes sold during the quarter ended December 31, 2011 increased by 30.8% from the same quarter a year ago. LCAR also reported that residential inventory at December 31, 2011 was 1,047 homes, a decrease of 16.1% from a year earlier. Continued weakness in the residential real estate market and the overall economy could adversely affect the Company's volume of nonperforming assets. For additional discussion of this risk, see Part I Item 1A. Risk Factors .

**Table of Contents**

The table below provides information concerning the composition of nonaccrual loans at December 31, 2011 and 2010, respectively.

	<b>December 31</b>	
	<b>2011</b>	<b>2010</b>
<i>(In thousands)</i>		
<b>Nonaccrual loans:</b>		
Commercial and industrial	\$ 76	521
Construction and land development	5,095	4,102
Commercial real estate	3,457	4,735
Residential real estate	1,726	2,474
Consumer installment		1
 Total nonaccrual loans / nonperforming loans	 \$ 10,354	 11,833

The Company discontinues the accrual of interest income when (1) there is a significant deterioration in the financial condition of the borrower and full repayment of principal and interest is not expected or (2) the principal or interest is more than 90 days past due, unless the loan is both well-secured and in the process of collection. At December 31, 2011, the Company had \$10.4 million in loans on nonaccrual, compared to \$11.8 million at December 31, 2010.

Due to the weakening credit status of a borrower, the Company may elect to formally restructure certain loans to facilitate a repayment plan that minimizes the potential losses that we might incur. Restructured loans, or troubled debt restructurings ( TDRs ), are classified as impaired loans, and if the loans are on nonaccrual status as of the date of restructuring, the loans are included in the nonaccrual loan balances noted above. Nonaccrual loan balances do not include loans that have been restructured that were performing as of the restructure date. At December 31, 2011, the Company had \$1.1 million in accruing TDRs. At December 31, 2010, the Company had no accruing TDRs.

At December 31, 2011 and 2010, there were no loans 90 days past due and still accruing interest.

The table below provides information concerning the composition of OREO at December 31, 2011 and 2010, respectively.

	<b>December 31</b>	
	<b>2011</b>	<b>2010</b>
<i>(In thousands)</i>		
<b>Other real estate owned:</b>		
Commercial:		
Building	\$ 615	
Developed lots	1,325	
Residential:		
Condominiums	3,663	5,494
New construction	97	369
Developed lots	141	136
Undeveloped land	1,401	1,746
Other	656	380
 Total other real estate owned	 \$ 7,898	 8,125



## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

The Company owned \$7.9 million in other real estate at December 31, 2011, which we had acquired from borrowers, compared to \$8.1 million at December 31, 2010. OREO primarily relates to four properties with a total carrying value of \$6.3 million at December 31, 2011. One of the properties, with a carrying value of \$2.3 million at December 31, 2011, is a completed condominium project on the Florida Gulf Coast. The Company had previously purchased a participation interest in the first lien mortgage loan on the condominium project on the Florida Gulf Coast from Silverton Bank. Subsequently, this loan defaulted and was foreclosed upon and the Company's interest in the property is currently included in OREO. Following Silverton Bank's failure on May 1, 2010, the FDIC has held this property as the receiver of Silverton Bank. CB Richard Ellis, a national real estate firm, has been managing this property and selling condominiums in the project as a FDIC contractor. The Company depends upon the FDIC and CB Richard Ellis for information regarding this property and its performance. Based upon the latest information available to us, including appraisals, current unit sales, and comparable sales, we believe that the fair value of the Company's interest in these properties, less selling costs, is greater than or equal to the Company's recorded investment. During 2011, the Company learned that the FDIC approved a bulk sale of the condominiums and club amenities, which may speed the disposition of this property.

**Table of Contents****Potential Problem Loans**

Potential problem loans represent those loans with a well-defined weakness and where information about possible credit problems of borrowers has caused management to have serious doubts about the borrower's ability to comply with present repayment terms. Potential problem loans, which are not included in nonperforming assets, amounted to \$18.5 million, or 5.0% of total loans at December 31, 2011, compared to \$13.2 million, or 3.5% of total loans outstanding, net of unearned income at December 31, 2010. Continued weakness in the overall economy has adversely affected the Company's volume of potential problem loans, and these economic conditions are expected to persist for the foreseeable future.

The table below provides information concerning the composition of potential problem loans at December 31, 2011 and 2010, respectively.

	<b>December 31</b>	
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>
<b>Potential problem loans:</b>		
Commercial and industrial	\$ 719	413
Construction and land development	1,080	1,075
Commercial real estate	9,278	5,016
Residential real estate	7,311	6,600
Consumer installment	128	116
Total potential problem loans	\$ 18,516	13,220

At December 31, 2011, approximately \$1.0 million or 4.4% of total potential problem loans were past due at least 30 but less than 90 days.

The following table is a summary of the Company's performing loans that were past due at least 30 days but less than 90 days as of December 31, 2011 and 2010, respectively.

	<b>December 31</b>	
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>
<b>Performing loans past due 30 to 89 days:</b>		
Commercial and industrial	\$ 1,191	124
Construction and land development	317	201
Commercial real estate		
Residential real estate	1,245	2,986
Consumer installment	57	29
Total performing loans past due 30 to 89 days	\$ 2,810	3,340

**Deposits**

*(Dollars in thousands)*

**December 31**

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

	<b>2011</b>	<b>2010</b>
Noninterest bearing demand	\$ 106,276	87,660
NOW	88,438	82,817
Money market	113,077	107,193
Savings	30,400	23,344
Certificates of deposit under \$100,0000	112,178	115,836
Certificates of deposit and other time deposits of \$100,000 or more	144,284	148,616
Brokered certificates of deposit	24,899	41,661
 Total deposits	 \$ 619,552	 607,127

---

## **Table of Contents**

Total deposits were \$619.6 million and \$607.1 million at December 31, 2011 and 2010, respectively. The increase in total deposits of \$12.4 million reflects changes in customer preferences for short-term instruments in a low interest rate environment. In addition, the growth in deposits during 2011 allowed the Company to reduce wholesale funding sources, including brokered certificates of deposit.

The average rates paid on total interest-bearing deposits were 1.54% in 2011 and 1.94% in 2010. Noninterest bearing deposits were 17% and 14% of total deposits as of December 31, 2011 and 2010, respectively.

### **Other Borrowings**

Other borrowings consist of short-term borrowings and long-term debt. Short-term borrowings consist of federal funds purchased, securities sold under agreements to repurchase with an original maturity of one year or less, and other short-term borrowings. The Bank had available federal fund lines totaling \$40.0 million with none outstanding at December 31, 2011, compared to \$34.0 million with none outstanding at December 31, 2010. The Company has reviewed all available sources of liquidity and believes the current level of available federal funds lines is sufficient. Securities sold under agreements to repurchase totaled \$2.8 million at December 31, 2011, compared to \$2.7 million at December 31, 2010.

The average rates paid on short-term borrowings were 0.50% in 2011 and 0.65% in 2010. Information concerning the average balances, weighted average rates, and maximum amounts outstanding for short-term borrowings during the three-year period ended December 31, 2011 is included in Note 10 to the Consolidated Financial Statements.

Long-term debt included FHLB advances with an original maturity greater than one year, securities sold under agreements to repurchase with an original maturity greater than one year, and subordinated debentures related to trust preferred securities. The Bank had \$63.1 million and \$71.1 million in long-term FHLB advances at December 31, 2011 and 2010, respectively. The Bank had \$15.0 million in securities sold under agreements to repurchase with an original maturity greater than one year December 31, 2011 and 2010. The Company had \$7.2 million in junior subordinated debentures related to trust preferred securities outstanding at December 31, 2011 and 2010.

The average rates paid on long-term debt were 3.91% in 2011 and 4.02% in 2010.

### **CAPITAL ADEQUACY**

The Company's consolidated stockholders' equity was \$65.4 million and \$56.4 million as of December 31, 2011 and 2010, respectively. The increase in 2011 was primarily due to net earnings of \$5.5 million and other comprehensive income due to the change in unrealized gains (losses) on securities available-for-sale, net of \$6.4 million, which was reduced by cash dividends paid of \$2.9 million.

The Company's Tier 1 leverage ratio was 8.82%, Tier 1 risk-based capital ratio was 15.40% and Total risk-based capital ratio was 16.66% at December 31, 2011. These ratios exceed the minimum regulatory capital percentages of 4.0% for Tier 1 leverage ratio, 4.0% for Tier 1 risk-based capital ratio and 8.0% for Total risk-based capital ratio. Based on current regulatory standards, the Company is classified as well capitalized.

### **MARKET AND LIQUIDITY RISK MANAGEMENT**

Management's objective is to manage assets and liabilities to provide a satisfactory, consistent level of profitability within the framework of established liquidity, loan, investment, borrowing, and capital policies. The Bank's Asset Liability Management Committee (ALCO) is charged with the responsibility of monitoring these policies, which are designed to ensure acceptable composition of asset/liability mix. Two critical areas of focus for ALCO are interest rate risk and liquidity risk management.

#### **Interest Rate Risk Management**

In the normal course of business, the Company is exposed to market risk arising from fluctuations in interest rates. The Company is subject to interest rate risk because assets and liabilities may mature or reprice at different times. For example, if liabilities reprice faster than assets, and interest rates are generally rising, earnings will initially decline. In addition, assets and liabilities may reprice at the same time but by different amounts. For example, when the general level of interest rates is rising, the Company may increase rates paid on interest bearing demand deposit accounts and savings deposit accounts by an amount that is less than the general increase in market interest rates. Also, short-term and long-term market interest rates may change by different amounts. For example, a flattening yield curve may reduce the interest spread



**Table of Contents**

between new loan yields and funding costs. Further, the remaining maturity of various assets and liabilities may shorten or lengthen as interest rates change. For example, if long-term mortgage interest rates decline sharply, mortgage-backed securities in the securities portfolio may prepay significantly earlier than anticipated, which could reduce earnings. Interest rates may also have a direct or indirect effect on loan demand, loan losses, mortgage origination volume, the fair value of MSRs and other items affecting earnings.

ALCO measures and evaluates the interest rate risk so that we can meet customer demands for various types of loans and deposits. ALCO determines the most appropriate amounts of on-balance sheet and off-balance sheet items. Measurements used to help manage interest rate sensitivity include an earnings simulation and an economic value of equity model.

**Earnings simulation.** Management believes that interest rate risk is best estimated by our earnings simulation modeling. On at least a quarterly basis, the following 12 month time period is simulated to determine a baseline net interest income forecast and the sensitivity of this forecast to changes in interest rates. The baseline forecast assumes an unchanged or flat interest rate environment. Forecasted levels of earning assets, interest-bearing liabilities, and off-balance sheet financial instruments are combined with ALCO forecasts of market interest rates for the next 12 months and other factors in order to produce various earnings simulations and estimates.

To limit interest rate risk, we have guidelines for earnings at risk which seek to limit the variance of net interest income to less than a 10 percent decline for a 200 basis point gradual change up or down in rates from management's baseline net interest income forecast over the next 12 months. The following table reports the variance of net interest income over the next 12 months assuming a gradual change in interest rates of 200 basis points when compared to the baseline net interest income forecast at December 31, 2011.

<b>Changes in Interest Rates</b>	<b>Net Interest Income % Variance</b>
200 basis points	5.37 %
(200) basis points	NM

NM=not meaningful

At December 31, 2011, our earnings simulation model indicated a slightly asset-sensitive position over the next 12 months, which could serve to improve net interest income during that time period if interest rates increased by 200 basis points. The actual realized change in net interest income would depend upon several factors, which could also serve to diminish, or eliminate the asset sensitivity noted above. The impact of rate scenarios assuming a gradual downward 200 basis point change in interest rates was not considered meaningful because of the historically low interest rate environment.

**Economic Value of Equity.** Economic value of equity ( EVE ) measures the extent that estimated economic values of our assets, liabilities and off-balance sheet items will change as a result of interest rate changes. Economic values are estimated by discounting expected cash flows from assets, liabilities and off-balance sheet items, which establishes a base case EVE. In contrast with our earnings simulation model which evaluates interest rate risk over a 12 month timeframe, EVE uses a terminal horizon which allows for the re-pricing of all assets, liabilities, and off-balance sheet items. Further, EVE is measured using values as of a point in time and does not reflect any actions that ALCO might take in responding to or anticipating changes in interest rates, or market and competitive conditions.

To help limit interest rate risk, we have a guideline stating that for a 200 basis point instantaneous change in interest rates up or down, EVE should not decrease by more than 25 percent. The following table reports the variance of EVE assuming an immediate change in interest rates of 200 basis points when compared to the base case EVE at December 31, 2011.

<b>Changes in Interest Rates</b>	<b>EVE % Variance</b>
200 basis points	(13.36)%
(200) basis points	NM

NM=not meaningful

At December 31, 2011, the results of our EVE model would indicate that we are in compliance with our guidelines. The actual realized change in the economic value of equity would depend upon several factors, which could also serve to diminish, or eliminate the interest sensitivity noted

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

above. The impact of rate shock scenarios assuming a downward 200 basis point change in interest rates was not considered meaningful because of the historically low interest rate environment.

## **Table of Contents**

Earnings simulation and EVE are both modeling analyses, which change quarterly and consist of hypothetical estimates based upon numerous assumptions, including the interest rate levels, shape of the yield curve, prepayments on loans and securities, rates on loans and deposits, reinvestments of paydowns and maturities of loans, investments and deposits, and others. While assumptions are developed based on the current economic and market conditions, management cannot make any assurances as to the predictive nature of these assumptions, including how these estimates may be affected by customer preferences, competitors, or competitive conditions.

In addition, each of the preceding analyses may not, on its own, be an accurate indicator of how our net interest income will be affected by changes in interest rates. Income associated with interest-earning assets and costs associated with interest-bearing liabilities may not be affected uniformly by changes in interest rates. In addition, the magnitude and duration of changes in interest rates may have a significant impact on net interest income. For example, although certain assets and liabilities may have similar maturities or periods of repricing, they may react in different degrees to changes in market interest rates, and other economic and market factors. Interest rates on certain types of assets and liabilities fluctuate in advance of changes in general market rates, while interest rates on other types may lag behind changes in general market rates. In addition, certain assets, such as adjustable rate mortgage loans, have features (generally referred to as interest rate caps and floors) which limit changes in interest rates. Prepayment and early withdrawal levels also could deviate significantly from those assumed in calculating the maturity of certain instruments. The ability of many borrowers to service their debts also may decrease during periods of rising interest rates or economic stress, which may differ across industries and economic sectors. Depositor and borrower behaviors also affect those relationships and results. ALCO reviews each of the above interest rate sensitivity analyses along with several different interest rate scenarios in seeking satisfactory, consistent levels of profitability within the framework of the Company's established liquidity, loan, investment, borrowing, and capital policies.

The Company may also use derivative financial instruments to improve the balance between interest-sensitive assets and interest-sensitive liabilities and as one tool to manage interest rate sensitivity while continuing to meet the credit and deposit needs of our customers. From time to time, the Company may enter into interest rate swaps (swaps) to facilitate customer transactions and meet their financing needs. These swaps qualify as derivatives, but are not designated as hedging instruments. At December 31, 2011 and 2010, the Company had no derivative contracts to assist in managing interest rate sensitivity.

## **Liquidity Risk Management**

Liquidity is the Company's ability to convert assets into cash equivalents in order to meet daily cash flow requirements, primarily for deposit withdrawals, loan demand and maturing obligations. Without proper management of its liquidity, the Company could experience higher costs of obtaining funds due to insufficient liquidity, while excessive liquidity can lead to a decline in earnings due to the opportunity cost of foregoing alternative higher-yielding investment opportunities.

Liquidity is managed at two levels: at the Company and at the Bank. The management of liquidity at both levels is essential, because the Company and the Bank have different funding needs and sources, are separate legal entities, and each are subject to regulatory guidelines and requirements.

The primary source of funding and the primary source of liquidity for the Company includes dividends received from the Bank, and secondarily proceeds from the issuance of common stock or other securities. Primary uses of funds for the Company include dividends paid to shareholders, stock repurchases, and interest payments on junior subordinated debentures issued by the Company in connection with trust preferred securities. The junior subordinated debentures are presented as long-term debt in the Consolidated Balance Sheets and the related trust preferred securities are includable in Tier 1 Capital for regulatory capital purposes.

Primary sources of funding for the Bank include customer deposits, other borrowings, repayment and maturity of securities, and sale and repayment of loans. The Bank has access to federal funds lines from various banks and borrowings from the Federal Reserve discount window. In addition to these sources, the Bank has participated in the FHLB's advance program to obtain funding for its growth. Advances include both fixed and variable terms and are taken out with varying maturities. As of December 31, 2011, the Bank had an available line of credit with the FHLB totaling \$229.6 million, with \$63.1 million outstanding. As of December 31, 2011, the Bank also had \$40.0 million of federal funds lines, with none outstanding. Primary uses of funds include repayment of maturing obligations and growing the loan portfolio.



**Table of Contents**

The following table presents additional information about our contractual obligations as of December 31, 2011, which by their terms had contractual maturity and termination dates subsequent to December 31, 2011:

		Payments due by period			
		1 year or less	1 to 3 years	3 to 5 years	More than 5 years
<i>(Dollars in thousands)</i>	<b>Total</b>				
<b>Contractual obligations:</b>					
Deposit maturities (1)	\$ 619,552	496,031	85,717	27,373	10,431
Long-term debt	85,313	18	35,036	18,036	32,223
Operating lease obligations	496	252	207	37	
Total	\$ 705,361	\$496,301	\$120,960	\$45,446	\$42,654

(1) Deposits with no stated maturity (demand, NOW, money market, and savings deposits) are presented in the 1 year or less column. Management believes that the Company and the Bank have adequate sources of liquidity to meet all known contractual obligations and unfunded commitments, including loan commitments and reasonable borrower, depositor, and creditor requirements over the next 12 months.

**Off-Balance Sheet Arrangements**

At December 31, 2011, the Bank had outstanding standby letters of credit of \$8.2 million and unfunded loan commitments outstanding of \$45.9 million. Because these commitments generally have fixed expiration dates and many will expire without being drawn upon, the total commitment level does not necessarily represent future cash requirements. If needed to fund these outstanding commitments, the Bank has the ability to liquidate federal funds sold or securities available-for-sale, or on a short-term basis to borrow and purchase federal funds from other financial institutions.

At December 31, 2011, the Company had no commitments to fund affordable housing investments.

The Company also makes various customary representations and warranties to the purchasers, including government agencies and government sponsored utilities such as Fannie Mae, of mortgage loans that the Company originates and sells in the secondary market. These representations and warranties may include, among other things:

ownership of the loan;

validity of the lien securing the loan;

the absence of delinquent taxes or liens against the property;

the process used to select the loan for inclusion in a transaction;

the loan's compliance with any applicable loan criteria established by the buyer, including underwriting standards;

delivery of all required documents to the trust; and

the loan's compliance with applicable federal, state and local laws.

A breach of these presentations and warranties with respect to a particular mortgage loan or mortgage loans could result in the Company being required to repurchase the mortgage loan or to reimburse the investor for losses incurred (make whole requests) if such failure cannot be cured by the Company within the specified period following discovery. During 2011, 2010 and 2009, no loans were repurchased and no reimbursements for investor losses were made by the Company. At December 31, 2011, no reserves have been deemed necessary for potential repurchase claims.

Management believes that the Company's foreclosure process related to mortgage loans continues to operate effectively, and reflects the Company's interest in these loans and their status appropriately. Foreclosures are approved by Senior Vice Presidents and Division Managers in concert with collection personnel. All documents and activities related to the foreclosure process are completed by the Company's outside attorneys.

## **Table of Contents**

### **Effects of Inflation and Changing Prices**

The consolidated financial statements and related consolidated financial data presented herein have been prepared in accordance with GAAP and practices within the banking industry which require the measurement of financial position and operating results in terms of historical dollars without considering the changes in the relative purchasing power of money over time due to inflation. Unlike most industrial companies, virtually all the assets and liabilities of a financial institution are monetary in nature. As a result, interest rates have a more significant impact on a financial institution's performance than the effects of general levels of inflation.

### **CURRENT ACCOUNTING DEVELOPMENTS**

The following accounting pronouncements have been issued by the FASB, but are not yet effective:

ASU 2011-03, *Transfers and Servicing: Reconsideration of Effective Control for Repurchase Agreements*;

ASU 2011-04, *Fair Value Measurement: Amendments to Achieve Common Fair Value Measurement and Disclosure*;

ASU 2011-05, *Comprehensive Income: Presentation of Comprehensive Income*;

ASU 2011-12, *Deferral of the Effective Date for Amendments to the Presentation of Reclassifications of Items Out of Accumulated Other Comprehensive Income in Accounting Standards Update No. 2011-05*;

ASU 2011-08, *Testing Goodwill for Impairment*; and

ASU 2011-11, *Disclosures about Offsetting Assets and Liabilities*.

Information about these pronouncements are described in more detail below.

ASU 2011-03, *Transfers and Servicing: Reconsideration of Effective Control for Repurchase Agreements*, removes from the assessment of effective control the criterion relating to the transferor's ability to repurchase or redeem financial assets on substantially the agreed-upon terms, even if the transferee were to default. The requirement to demonstrate that the transferor possesses adequate collateral to fund substantially all the cost of purchasing replacement assets is also eliminated. The amendments in this ASU are effective for interim and annual periods beginning after December 31, 2011, with prospective application to transactions or modifications of existing transactions that occur on or after the effective date. Early adoption is not permitted. The Company will adopt these amendments when required, and does not anticipate that the ASU will have a material impact on its financial position or results of operations.

ASU 2011-04, *Fair Value Measurement: Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRS*, outlines the collaborative effort of the FASB and the International Accounting Standards Board (IASB) to consistently define fair value and to come up with a set of consistent disclosures for fair value. The ASU changes certain fair value measurement principles and enhances the disclosure requirements particularly for level 3 fair value measurements. This Update is effective for the Company in the first quarter of 2012 and will be applied prospectively. The Company will expand its fair value disclosures as required by the Update, but the Company does not expect the adoption of this guidance will have a material impact on the Company's consolidated financial statements.

ASU 2011-05, *Comprehensive Income: Presentation of Comprehensive Income*, amends existing standards allowing either a single continuous statement of comprehensive income or in two separate but consecutive statements. An entity is required to present each component of net income along with total net income, each component of other comprehensive income along with a total for other comprehensive income, and a total amount for comprehensive income in both options. This Update also requires companies to present amounts reclassified out of other comprehensive income and into net income on the face of the statement of income. In December 2011, the FASB issued ASU 2011-12, *Deferral of the Effective Date for Amendments to the Presentation of Reclassifications of Items Out of Accumulated Other Comprehensive Income in*

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

*Accounting Standards Update No. 2011-05*, which defers indefinitely the requirement to present reclassification adjustments on the statement of income. The remaining provisions are effective for the Company in the first quarter of 2012 with retrospective application. The Company does not expect the adoption of this Update will have a material impact on the Company's consolidated financial results as it amends only the presentation of comprehensive income.

**Table of Contents**

ASU 2011-08, *Testing Goodwill for Impairment*, permits an entity to make a qualitative assessment of whether it is more likely than not that a reporting unit's fair value is less than the carrying amount before applying the two-step goodwill impairment test. If an entity concludes that it is more likely than not that the fair value of a reporting unit for which goodwill is recorded is less than its carrying amount, it would not be required to perform the two-step impairment test for the reporting unit. This ASU is effective for annual and interim periods beginning after December 15, 2011 with early adoption permitted. The Company does not expect the adoption of this guidance will have a material impact on the Company's consolidated financial statements as no goodwill is currently recorded in the consolidated financial statements.

ASU 2011-11, *Disclosures about Offsetting Assets and Liabilities*, expands the disclosure requirements for financial instruments and derivatives that may be offset in accordance with enforceable master netting agreements or similar arrangements. The disclosures are required regardless of whether the instruments have been offset (or netted) in the statement of financial position. Under ASU 2011-11, companies must describe the nature of offsetting arrangements and provide quantitative information about those agreements, including the gross and net amounts of financial instruments that are recognized in the statement of financial position. These changes are effective for the Company in the first quarter of 2013 with retrospective application. The Company does not expect the adoption of this Update will affect the Company's consolidated financial results since it amends only the disclosure requirements for offsetting financial instruments.

**Table of Contents****Table 1 Explanation of Non-GAAP Financial Measures**

In addition to results presented in accordance with GAAP, this annual report on Form 10-K includes certain designated net interest income amounts presented on a tax-equivalent basis, a non-GAAP financial measure, including the presentation of total revenue and the calculation of the efficiency ratio.

The Company believes the presentation of net interest income on a tax-equivalent basis provides comparability of net interest income from both taxable and tax-exempt sources and facilitates comparability within the industry. Although the Company believes these non-GAAP financial measures enhance investors' understanding of its business and performance, these non-GAAP financial measures should not be considered an alternative to GAAP. The reconciliation of these non-GAAP financial measures from GAAP to non-GAAP are presented below.

	2011					2010			
	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	
<i>(in thousands)</i>									
Net interest income (GAAP)	\$ 4,509	4,845	5,057	4,814	4,642	4,738	4,688	4,831	
Tax-equivalent adjustment	415	429	440	435	441	449	438	437	
Net interest income (Tax-equivalent)	\$ 4,924	5,274	5,497	5,249	5,083	5,187	5,126	5,268	

	Year ended December 31				
	2011	2010	2009	2008	2007
<i>(In thousands)</i>					
Net interest income (GAAP)	\$ 19,225	18,899	18,815	17,870	15,605
Tax-equivalent adjustment	1,719	1,765	1,633	1,361	1,123
Net interest income (Tax-equivalent)	\$ 20,944	20,664	20,448	19,231	16,728

**Table of Contents****Table 2 - Selected Financial Data**

	Year ended December 31				
<i>(Dollars in thousands, except per share amounts)</i>	2011	2010	2009	2008	2007
<b>Income statement</b>					
Tax-equivalent interest income (a)	\$ 32,425	35,237	38,467	39,722	38,670
Total interest expense	11,481	14,573	18,019	20,491	21,942
Tax equivalent net interest income (a)	20,944	20,664	20,448	19,231	16,728
Provision for loan losses	2,450	3,580	5,250	870	23
Total noninterest income	5,177	6,718	2,433	3,900	5,543
Total noninterest expense	16,357	15,893	13,934	12,240	11,967
Net earnings before income taxes and tax-equivalent adjustment	7,314	7,909	3,697	10,021	10,281
Tax-equivalent adjustment	1,719	1,765	1,633	1,361	1,123
Income tax expense (benefit)	57	798	(340)	2,023	2,240
Net earnings	\$ 5,538	5,346	2,404	6,637	6,918
<b>Per share data:</b>					
Basic and diluted net earnings	\$ 1.52	1.47	0.66	1.81	1.86
Cash dividends declared	\$ 0.80	0.78	0.76	0.74	0.70
Weighted average shares outstanding					
Basic	3,642,735	3,642,851	3,644,691	3,674,384	3,716,427
Diluted	3,642,735	3,642,851	3,644,691	3,674,384	3,716,427
Shares outstanding	3,642,738	3,642,718	3,643,117	3,646,947	3,681,809
Book value	\$ 17.96	15.47	15.42	15.66	14.40
Common stock price					
High	\$ 20.37	22.00	30.00	25.00	30.00
Low	18.52	16.86	18.07	19.00	21.30
Period-end	\$ 18.52	20.06	19.69	20.10	21.95
To earnings ratio	12.10 x	13.74	29.39	11.10	11.80
To book value	103 %	130	128	128	152
<b>Performance ratios:</b>					
Return on average equity	9.10 %	9.00	4.23	12.18	13.50
Return on average assets	0.72 %	0.68	0.31	0.92	1.06
Dividend payout ratio	52.63 %	53.06	115.15	40.88	37.63
Average equity to average assets	7.89 %	7.61	7.21	7.59	7.88
<b>Asset Quality:</b>					
Allowance for loan losses as a % of:					
Loans	1.87 %	2.05	1.73	1.19	1.27
Nonperforming loans	67 %	65	69	99	918
Nonperforming assets as a % of:					
Loans and foreclosed properties	4.83 %	5.22	4.34	1.29	0.17
Total assets	2.35 %	2.61	2.15	0.64	0.08
Nonperforming loans as % of loans	2.80 %	3.16	2.49	1.20	0.14
Net charge-offs (recoveries) as a % of average loans	0.86 %	0.64	0.84	0.17	(0.01)

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

**Capital Adequacy:**

Tier 1 risk-based capital ratio	15.40 %	14.57	13.73	14.23	15.09
Total risk-based capital ratio	16.66 %	15.82	14.98	15.22	16.12
Tier 1 Leverage ratio	8.82 %	8.47	8.13	8.75	9.02

**Other financial data:**

Net interest margin (a)	2.95 %	2.86	2.78	2.86	2.76
Effective income tax expense (benefit) rate	1.02 %	12.99	(16.47)	23.36	24.46
Efficiency ratio (b)	62.62 %	58.04	60.90	52.92	53.73

**Selected period end balances:**

Securities	\$	299,582	315,220	334,762	302,656	318,373
Loans, net of unearned income		370,263	374,215	376,103	369,162	322,411
Allowance for loan losses		6,919	7,676	6,495	4,398	4,105
Total assets		776,218	763,829	773,382	745,970	688,659
Total deposits		619,552	607,127	579,409	550,843	492,585
Long-term debt		85,313	93,331	118,349	123,368	115,386
Total stockholders' equity		65,416	56,368	56,183	57,128	53,018

(a) Tax-equivalent. See Table 1 - Explanation of Non-GAAP Financial Measures .

(b) Efficiency ratio is the result of noninterest expense divided by the sum of noninterest income and tax-equivalent net interest income.

NM - not meaningful



**Table of Contents****Table 3 - Selected Quarterly Financial Data**

	2011				2010			
<i>(Dollars in thousands, except per share amounts)</i>	Fourth	Third	Second	First	Fourth	Third	Second	First
<b>Income statement</b>								
Tax-equivalent interest income (a)	\$ 7,629	8,089	8,438	8,269	8,423	8,819	8,899	9,096
Total interest expense	2,705	2,815	2,941	3,020	3,340	3,632	3,773	3,828
Tax equivalent net interest income (a)	4,924	5,274	5,497	5,249	5,083	5,187	5,126	5,268
Provision for loan losses	650	600	600	600	650	730	750	1,450
Total noninterest income	1,461	1,327	1,300	1,089	131	1,662	2,712	2,213
Total noninterest expense	4,187	4,268	4,308	3,594	3,440	4,171	4,729	3,553
Net earnings before income taxes and tax-equivalent adjustment	1,548	1,733	1,889	2,144	1,124	1,948	2,359	2,478
Tax-equivalent adjustment	415	429	440	435	441	449	438	437
Income tax (benefit) expense	(32)	(63)	(8)	160	(195)	255	314	424
Net earnings	\$ 1,165	1,367	1,457	1,549	878	1,244	1,607	1,617
<b>Per share data:</b>								
Basic and diluted net earnings	\$ 0.32	0.38	0.40	0.43	0.24	0.34	0.44	0.44
Cash dividends declared	\$ 0.20	0.20	0.20	0.20	0.195	0.195	0.195	0.195
Weighted average shares outstanding								
Basic and diluted	3,642,738	3,642,738	3,642,738	3,642,728	3,642,718	3,642,701	3,642,877	3,643,116
Shares outstanding, at period end	3,642,738	3,642,738	3,642,738	3,642,738	3,642,718	3,642,718	3,642,693	3,643,112
Book value	\$ 17.96	17.69	16.77	15.87	15.47	16.73	16.21	15.86
Common stock price								
High	\$ 19.65	19.70	19.91	20.37	22.00	22.00	21.00	21.95
Low	18.52	19.10	19.40	19.51	19.50	18.08	16.86	17.61
Period-end	\$ 18.52	19.65	19.75	19.56	20.06	20.35	18.80	20.65
To earnings ratio	12.10 x	13.55	14.01	13.49	13.74	15.78	15.41	19.86
To book value	103 %	111	118	123	130	122	116	130
<b>Performance ratios:</b>								
Return on average equity	7.15 %	8.81	9.90	10.84	5.68	8.31	10.96	11.31
Return on average assets	0.61 %	0.72	0.75	0.80	0.45	0.64	0.82	0.82
Dividend payout ratio	62.50 %	52.63	50.00	46.51	81.25	57.35	44.32	44.32
Average equity to average assets	8.50 %	8.12	7.58	7.36	8.00	7.68	7.47	7.30
<b>Asset Quality:</b>								
Allowance for loan losses as a % of:								
Loans	1.87 %	1.69	2.07	2.13	2.05	1.91	1.75	1.72
Nonperforming loans	67 %	60	95	70	65	82	72	60
Nonperforming assets as a % of:								
Loans and foreclosed properties	4.83 %	4.78	4.57	5.20	5.22	4.42	4.05	4.65
Total assets	2.35 %	2.39	2.25	2.51	2.61	2.18	1.98	2.28
Nonperforming loans as % of loans	2.80 %	2.80	2.18	3.03	3.16	2.34	2.43	2.87
Net charge-offs as % of average loans	0.08 %	2.14	0.76	0.45	0.16	0.14	0.76	1.48
<b>Capital Adequacy:</b>								
Tier 1 risk-based capital ratio	15.40 %	15.25	14.95	14.84	14.57	14.53	14.25	13.76
Total risk-based capital ratio	16.66 %	16.51	16.20	16.09	15.82	15.78	15.49	15.01
Tier 1 Leverage ratio	8.82 %	8.87	8.65	8.56	8.47	8.39	8.27	8.17
<b>Other financial data:</b>								
Net interest margin (a)	2.77 %	2.98	3.09	2.98	2.81	2.85	2.82	2.94
Effective income tax rate	NM %	NM	NM	9.36	NM	17.01	16.35	20.77

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Efficiency ratio (b)		65.58 %	64.66	63.38	56.71	65.98	60.90	60.33	47.49
<b>Selected period end balances:</b>									
Securities	\$	299,582	283,070	296,443	321,098	315,220	322,118	333,107	333,660
Loans, net of unearned income		370,263	374,788	373,795	368,909	374,215	375,098	376,624	380,619
Allowance for loan losses		6,919	6,340	7,746	7,855	7,676	7,181	6,580	6,546
Total assets		776,218	764,637	779,725	781,557	763,829	777,846	784,124	791,324
Total deposits		619,552	609,070	627,969	631,394	607,127	602,508	605,755	608,588
Long-term debt		85,313	85,317	85,322	85,327	93,331	108,335	113,340	118,345
Total stockholders' equity		65,416	64,422	61,100	57,801	56,368	60,937	59,042	57,778

(a) Tax-equivalent. See Table 1 - Explanation of Non-GAAP Financial Measures .

(b) Efficiency ratio is the result of noninterest expense divided by the sum of noninterest income and tax-equivalent net interest income.

NM - not meaningful

**Table of Contents****Table 4 - Average Balance and Net Interest Income Analysis**

	Year ended December 31								
	2011			2010			2009		
<i>(Dollars in thousands)</i>	Average Balance	Interest Income/Expense	Yield/Rate	Average Balance	Interest Income/Expense	Yield/Rate	Average Balance	Interest Income/Expense	Yield/Rate
<b>Interest-earning assets:</b>									
Loans and loans held for sale (1)	\$ 376,000	\$ 21,306	5.67%	\$ 380,552	\$ 21,809	5.73%	\$ 380,434	\$ 21,864	5.75%
Securities - taxable	223,638	6,006	2.69%	246,610	8,208	3.33%	269,266	11,775	4.37%
Securities - tax-exempt (2)	79,329	5,056	6.37%	81,256	5,190	6.39%	74,794	4,804	6.42%
Total securities	302,967	11,062	3.65%	327,866	13,398	4.09%	344,060	16,579	4.82%
Federal funds sold	28,905	56	0.19%	13,984	29	0.21%	10,138	23	0.23%
Interest bearing bank deposits	1,394	1	0.05%	1,076	1	0.09%	1,135	1	0.09%
Total interest-earning assets	709,266	32,425	4.57%	723,478	35,237	4.87%	735,767	38,467	5.23%
Cash and due from banks	13,054			12,267			14,172		
Other assets	48,796			44,909			37,930		
Total assets	\$ 771,116			\$ 780,654			\$ 787,869		
<b>Interest-bearing liabilities:</b>									
Deposits:									
NOW	\$ 90,565	527	0.58%	\$ 88,070	612	0.69%	\$ 90,794	859	0.95%
Savings and money market	138,428	996	0.72%	117,725	1,228	1.04%	93,484	1,054	1.13%
Certificates of deposits less than \$100,000	114,490	2,227	1.95%	113,912	2,758	2.42%	112,894	3,743	3.32%
Certificates of deposits and other time deposits of \$100,000 or more	181,242	4,318	2.38%	197,387	5,440	2.76%	221,028	7,483	3.39%
Total interest-bearing deposits	524,725	8,068	1.54%	517,094	10,038	1.94%	518,200	13,139	2.54%
Short-term borrowings	2,423	12	0.50%	3,530	23	0.65%	10,790	55	0.51%
Long-term debt	86,899	3,401	3.91%	112,312	4,512	4.02%	120,248	4,825	4.01%
Total interest-bearing liabilities	614,047	11,481	1.87%	632,936	14,573	2.30%	649,238	18,019	2.78%
Noninterest-bearing deposits	92,764			84,837			78,244		
Other liabilities	3,463			3,468			3,580		
Stockholders equity	60,842			59,414			56,807		
	\$ 771,116			\$ 780,654			\$ 787,869		

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Total liabilities and  
stockholders' equity

Net interest income and  
margin

\$ 20,944 2.95%

\$ 20,664 2.86%

\$ 20,448 2.78%

- (1) Average loan balances are shown net of unearned income and loans on nonaccrual status have been included in the computation of average balances.
- (2) Yields on tax-exempt securities have been computed on a tax-equivalent basis using an income tax rate of 34%.

**Table of Contents****Table 5 - Volume and Rate Variance Analysis**

	Years ended December 31, 2011 vs. 2010			Years ended December 31, 2010 vs. 2009		
	Net Change	Due to change in Rate (2)    Volume (2)		Net Change	Due to change in Rate (2)    Volume (2)	
<i>(Dollars in thousands)</i>						
<b>Interest income:</b>						
Loans and loans held for sale	\$ (503)	(245)	(258)	\$ (55)	(62)	7
Securities - taxable	(2,202)	(1,585)	(617)	(3,567)	(2,813)	(754)
Securities - tax-exempt (1)	(134)	(11)	(123)	386	(27)	413
Total securities	(2,336)	(1,596)	(740)	(3,181)	(2,840)	(341)
Federal funds sold	27	(2)	29	6	(2)	8
Interest bearing bank deposits						
Total interest income	\$ (2,812)	(1,843)	(969)	\$ (3,230)	(2,904)	(326)
<b>Interest expense:</b>						
Deposits:						
NOW	\$ (85)	(100)	15	\$ (247)	(228)	(19)
Savings and money market	(232)	(381)	149	174	(79)	253
Certificates of deposits less than \$100,000	(531)	(542)	11	(985)	(1,009)	24
Certificates of deposits and other time deposits of \$100,000 or more	(1,122)	(737)	(385)	(2,043)	(1,392)	(651)
Total interest-bearing deposits	(1,970)	(1,760)	(210)	(3,101)	(2,708)	(393)
Short-term borrowings	(11)	(6)	(5)	(32)	15	(47)
Long-term debt	(1,111)	(116)	(995)	(313)	6	(319)
Total interest expense	(3,092)	(1,882)	(1,210)	(3,446)	(2,687)	(759)
Net interest income	\$ 280	39	241	\$ 216	(217)	433

(1) Yields on tax-exempt securities have been computed on a tax-equivalent basis using an income tax rate of 34%.

(2) Changes that are not solely a result of volume or rate have been allocated to volume.

**Table of Contents****Table 6 - Loan Portfolio Composition**

	<b>December 31</b>				
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
Commercial and industrial	\$ 54,988	53,288	53,884	53,883	50,797
Construction and land development	39,814	47,850	56,820	67,420	45,724
Commercial real estate	162,435	166,241	156,928	132,818	120,789
Residential real estate	101,725	96,241	97,407	102,835	93,888
Consumer installment	11,454	10,676	11,236	12,463	11,525
Total loans	370,416	374,296	376,275	369,419	322,723
Less: unearned income	(153)	(81)	(172)	(257)	(312)
Loans, net of unearned income	370,263	374,215	376,103	369,162	322,411
Less: allowance for loan losses	(6,919)	(7,676)	(6,495)	(4,398)	(4,105)
Loans, net	\$ 363,344	366,539	369,608	364,764	318,306

**Table of Contents****Table 7 - Loan Maturities and Sensitivities to Changes in Interest Rates**

	December 31, 2011						
<i>(Dollars in thousands)</i>	1 year or less	1 to 5 years	After 5 years	Total	Adjustable Rate	Fixed Rate	Total
Commercial and industrial	\$ 2,072	42,190	10,725	54,988	36,259	18,729	54,988
Construction and land development	6,903	29,334	3,577	39,814	27,109	12,706	39,814
Commercial real estate	1,736	129,243	31,456	162,435	43,706	118,729	162,435
Residential real estate	638	34,464	66,623	101,725	56,915	44,809	101,725
Consumer installment	106	9,756	1,593	11,454	1,742	9,712	11,454
Total loans	\$ 11,455	244,987	113,974	370,416	165,730	204,685	370,416

**Table of Contents****Table 8 - Allowance for Loan Losses and Nonperforming Assets**

	Year ended December 31				
<i>(Dollars in thousands)</i>	2011	2010	2009	2008	2007
<b>Allowance for loan losses:</b>					
Balance at beginning of period	\$ 7,676	6,495	4,398	4,105	4,044
Charge-offs:					
Commercial and industrial	(679)	(537)	(495)	(454)	(62)
Construction and land development	(1,758)	(1,487)	(2,088)		
Commercial real estate	(422)				
Residential real estate	(533)	(552)	(704)	(153)	(143)
Consumer installment	(21)	(111)	(61)	(98)	(45)
Total charge-offs	(3,413)	(2,687)	(3,348)	(705)	(250)
Recoveries:					
Commercial and industrial	34	63	47	102	14
Construction and land development	2	54	50		
Commercial real estate					69
Residential real estate	155	151	92	6	199
Consumer installment	15	20	6	20	6
Total recoveries	206	288	195	128	288
Net (charge-offs) recoveries	(3,207)	(2,399)	(3,153)	(577)	38
Provision for loan losses	2,450	3,580	5,250	870	23
Ending balance	\$ 6,919	7,676	6,495	4,398	4,105
as a % of loans	1.87 %	2.05	1.73	1.19	1.27
as a % of nonperforming loans	67 %	65	69	99	918
Net charge-offs as a % of average loans	0.86 %	0.64	0.84	0.17	(0.01)
<b>Nonperforming assets:</b>					
Nonaccrual/nonperforming loans	\$ 10,354	11,833	9,352	4,431	447
Other real estate owned	7,898	8,125	7,292	324	98
Total nonperforming assets	\$ 18,252	19,958	16,644	4,755	545
as a % of loans and foreclosed properties	4.83 %	5.22	4.34	1.29	0.17
as a % total assets	2.35 %	2.61	2.15	0.64	0.08
Nonperforming loans as a % of total loans	2.80 %	3.16	2.49	1.20	0.14
Accruing loans 90 days or more past due	\$		5	104	4





**Table of Contents****Table 9 - Allocation of Allowance for Loan Losses**

	<b>December 31</b>									
	<b>2011</b>		<b>2010</b>		<b>2009</b>		<b>2008</b>		<b>2007</b>	
	<b>Amount</b>	<b>%*</b>	<b>Amount</b>	<b>%*</b>	<b>Amount</b>	<b>%*</b>	<b>Amount</b>	<b>%*</b>	<b>Amount</b>	<b>%*</b>
<i>(Dollars in thousands)</i>										
Commercial and industrial	\$ 948	14.8	\$ 972	14.2	\$ 784	14.3	\$ 417	14.6	\$ 620	15.7
Construction and land development	1,470	10.7	2,223	12.8	2,063	15.1	873	18.3	613	14.2
Commercial real estate	3,009	43.9	2,893	44.4	1,264	41.7	1,175	36.0	1,237	37.4
Residential real estate	1,363	27.5	1,336	25.7	1,706	25.9	1,430	27.8	1,214	29.1
Consumer installment	129	3.1	141	2.9	227	3.0	166	3.4	118	3.6
Unallocated			111		451		337		303	
Total allowance for loan losses	\$ 6,919	100.0	\$ 7,676	100.0	\$ 6,495	100.0	\$ 4,398	100.0	\$ 4,105	100.0

\* Loan balance in each category expressed as a percentage of total loans.

**Table of Contents**

**Table 10 - CDs and Other Time Deposits of \$100,000 or More**

*(Dollars in thousands)*

	<b>December 31, 2011</b>
<b>Maturity of:</b>	
3 months or less	\$ 26,097
Over 3 months through 6 months	15,954
Over 6 months through 12 months	53,580
Over 12 months	73,552
 Total CDs and other time deposits of \$100,000 or more (1)	 \$ 169,183

(1) includes brokered certificates of deposit.

## **Table of Contents**

### **ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

The information called for by ITEM 7A is set forth in ITEM 7 under the caption MARKET AND LIQUIDITY RISK MANAGEMENT and is incorporated herein by reference.

### **ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**

See Financial Statements and Supplementary Data contained within this Annual Report on Form 10-K.

### **ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE**

Not applicable.

### **ITEM 9A. CONTROLS AND PROCEDURES**

#### **Evaluation of Disclosure Controls and Procedures**

As required by Rule 13a-15(b) under the Securities Exchange Act of 1934 (the Exchange Act), the Company's management, under the supervision and with the participation of its principal executive and principal financial officer, conducted an evaluation as of the end of the period covered by this report, of the effectiveness of the Company's disclosure controls and procedures as defined in Rule 13a-15(e) under the Exchange Act. Based on that evaluation, and the results of the audit process described below, the Chief Executive Officer and Principal Financial and Accounting Officer concluded that the Company's disclosure controls and procedures were effective to ensure that information required to be disclosed in the Company's reports under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and regulations, and that such information is accumulated and communicated to the Company's management, including the Chief Executive Officer and the Principal Financial and Accounting Officer, as appropriate, to allow timely decisions regarding disclosure.

#### **Management's Report on Internal Control Over Financial Reporting**

The Company's management is responsible for establishing and maintaining adequate internal control over financial reporting. The Company's internal control system was designed to provide reasonable assurance to the Company's management and board of directors regarding the preparation and fair presentation of published financial statements. All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

Under the direction of the Company's Chief Executive Officer and Principal Financial and Accounting Officer, management has assessed the effectiveness of the Company's internal control over financial reporting as of December 31, 2011 in accordance with the criteria established in Internal Control - Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). Based on this assessment, management has concluded that such internal control over financial reporting was effective as of December 31, 2011.

This annual report does not include an attestation report of the Company's independent registered public accounting firm regarding internal control over financial reporting. Management's report was not subject to attestation by the Company's registered public accounting firm pursuant to the final rules of the Securities and Exchange Commission that permit the Company to provide only management's report in this annual report.

#### **Changes in Internal Control Over Financial Reporting**

During the period covered by this report, there has not been any change in the Company's internal controls over financial reporting that has materially affected, or is reasonably likely to materially affect, the Company's internal controls over financial reporting.

**ITEM 9B. OTHER INFORMATION**

None.

**Table of Contents**

**Report of Independent Registered Public Accounting Firm**

The Board of Directors and Shareholders

Auburn National Bancorporation, Inc.:

We have audited the accompanying consolidated balance sheets of Auburn National Bancorporation, Inc. and subsidiaries (the Company) as of December 31, 2011 and 2010, and the related consolidated statements of earnings, stockholders' equity and comprehensive income, and cash flows for each of the years in the three-year period ended December 31, 2011. These consolidated financial 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 financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Auburn National Bancorporation, Inc. and subsidiaries as of December 31, 2011 and 2010, and the results of their operations and their cash flows for each of the years in the three-year period ended December 31, 2011 in conformity with U.S. generally accepted accounting principles.

Birmingham, Alabama

March 26, 2012

**Table of Contents****AUBURN NATIONAL BANCORPORATION, INC. AND SUBSIDIARIES****Consolidated Balance Sheets**

	<b>December 31</b>	
	<b>2011</b>	<b>2010</b>
<i>(Dollars in thousands, except share data)</i>		
<b>Assets:</b>		
Cash and due from banks	\$ 12,395	\$ 11,432
Federal funds sold	41,840	7,500
Interest bearing bank deposits	1,193	2,492
Cash and cash equivalents	55,428	21,424
Securities available-for-sale	299,582	315,220
Loans held for sale	3,346	4,281
Loans, net of unearned income	370,263	374,215
Allowance for loan losses	(6,919)	(7,676)
Loans, net	363,344	366,539
Premises and equipment, net	9,345	8,105
Bank-owned life insurance	16,631	16,171
Other real estate owned	7,898	8,125
Other assets	20,644	23,964
Total assets	\$ 776,218	\$ 763,829
<b>Liabilities:</b>		
Deposits:		
Noninterest-bearing	\$ 106,276	\$ 87,660
Interest-bearing	513,276	519,467
Total deposits	619,552	607,127
Federal funds purchased and securities sold under agreements to repurchase	2,805	2,685
Long-term debt	85,313	93,331
Accrued expenses and other liabilities	3,132	4,318
Total liabilities	710,802	707,461
<b>Stockholders equity:</b>		
Preferred stock of \$.01 par value; authorized 200,000 shares; issued shares - none		
Common stock of \$.01 par value; authorized 8,500,000 shares; issued 3,957,135 shares	39	39
Additional paid-in capital	3,753	3,752
Retained earnings	64,045	61,421

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Accumulated other comprehensive income (loss), net	4,222	(2,201)
Less treasury stock, at cost - 314,397 shares and 314,417 shares at December 31, 2011 and 2010, respectively	(6,643)	(6,643)
Total stockholders' equity	65,416	56,368
Total liabilities and stockholders' equity	\$ 776,218	\$ 763,829

*See accompanying notes to consolidated financial statements*



**Table of Contents****AUBURN NATIONAL BANCORPORATION, INC. AND SUBSIDIARIES****Consolidated Statements of Earnings**

	<b>Year ended December 31</b>		
	<b>2011</b>	<b>2010</b>	<b>2009</b>
<i>(Dollars in thousands, except share and per share data)</i>			
<b>Interest income:</b>			
Loans, including fees	\$ 21,306	\$ 21,809	\$ 21,864
Securities	9,343	11,633	14,946
Federal funds sold and interest bearing bank deposits	57	30	24
Total interest income	30,706	33,472	36,834
<b>Interest expense:</b>			
Deposits	8,068	10,038	13,139
Short-term borrowings	12	23	55
Long-term debt	3,401	4,512	4,825
Total interest expense	11,481	14,573	18,019
<b>Net interest income</b>	<b>19,225</b>	<b>18,899</b>	<b>18,815</b>
<b>Provision for loan losses</b>	<b>2,450</b>	<b>3,580</b>	<b>5,250</b>
<b>Net interest income after provision for loan losses</b>	<b>16,775</b>	<b>15,319</b>	<b>13,565</b>
<b>Noninterest income:</b>			
Service charges on deposit accounts	1,167	1,280	1,243
Mortgage lending	1,922	2,494	3,349
Bank-owned life insurance	460	452	424
Affordable housing investment losses	(646)	(323)	(228)
Other	1,396	1,392	1,348
Securities gains, net:			
Realized gains, net	1,216	3,451	2,847
Total other-than-temporary impairments	(468)	(2,238)	(6,807)
Non-credit portion of other-than-temporary impairments recognized in other comprehensive income	130	210	257
Total securities gains (losses), net	878	1,423	(3,703)
Total noninterest income	5,177	6,718	2,433
<b>Noninterest expense:</b>			
Salaries and benefits	8,167	7,402	7,120
Net occupancy and equipment	1,404	1,450	1,500
Professional fees	735	702	799

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

FDIC and other regulatory assessments	792	1,092	1,322
Other real estate owned, net	2,007	1,378	43
Prepayment penalty on long-term debt		679	
Other	3,252	3,190	3,150
<b>Total noninterest expense</b>	<b>16,357</b>	<b>15,893</b>	<b>13,934</b>
<b>Earnings before income taxes</b>	<b>5,595</b>	<b>6,144</b>	<b>2,064</b>
<b>Income tax expense (benefit)</b>	<b>57</b>	<b>798</b>	<b>(340)</b>
<b>Net earnings</b>	<b>\$ 5,538</b>	<b>\$ 5,346</b>	<b>\$ 2,404</b>
<b>Net earnings per share:</b>			
Basic and diluted	\$ 1.52	\$ 1.47	\$ 0.66
<b>Weighted average shares outstanding:</b>			
Basic and diluted	3,642,735	3,642,851	3,644,691

*See accompanying notes to consolidated financial statements*

**Table of Contents****AUBURN NATIONAL BANCORPORATION, INC. AND SUBSIDIARIES****Consolidated Statements of Stockholders Equity and Comprehensive Income**

	Common Stock		Additional paid-in capital	Retained earnings	Accumulated other comprehensive income (loss)	Treasury stock	Total
	Shares	Amount					
<i>(Dollars in thousands, except share data)</i>							
<b>Balance, December 31, 2008</b>	3,957,135	\$ 39	3,749	59,283	603	(6,546)	\$ 57,128
Comprehensive income:							
Net earnings				2,404			2,404
Other comprehensive loss due to change in other-than-temporary impairment losses related to factors other than credit on available-for- sale, net					(162)		(162)
Other comprehensive loss due to change in all other unrealized gains (losses) on securities available-for-sale, net					(330)		(330)
Total comprehensive income				2,404	(492)		1,912
Cash dividends paid (\$0.76 per share)				(2,770)			(2,770)
Stock repurchases (3,955 shares)						(90)	(90)
Sale of treasury stock (125 shares)			2			1	3
<b>Balance, December 31, 2009</b>	3,957,135	\$ 39	3,751	58,917	111	(6,635)	\$ 56,183
Comprehensive income:							
Net earnings				5,346			5,346
Other comprehensive loss due to change in other-than-temporary impairment losses related to factors other than credit on available-for- sale, net					(133)		(133)
Other comprehensive loss due to change in all other unrealized gains (losses) on securities available-for-sale, net					(2,179)		(2,179)
Total comprehensive income				5,346	(2,312)		3,034
Cash dividends paid (\$0.78 per share)				(2,842)			(2,842)
Stock repurchases (484 shares)						(9)	(9)
Sale of treasury stock (85 shares)			1			1	2
<b>Balance, December 31, 2010</b>	3,957,135	\$ 39	3,752	61,421	(2,201)	(6,643)	\$ 56,368
Comprehensive income:							
Net earnings				5,538			5,538
Other comprehensive loss due to change in other-than-temporary impairment losses related to factors other than credit on available-for- sale, net					(82)		(82)
Other comprehensive income due to change in all other unrealized gains (losses) on securities available-for-sale, net					6,505		6,505

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Total comprehensive income				5,538	6,423		11,961
Cash dividends paid (\$0.80 per share)				(2,914)			(2,914)
Sale of treasury stock (20 shares)			1				1
<b>Balance, December 31, 2011</b>	3,957,135	\$ 39	3,753	64,045	4,222	(6,643)	\$ 65,416

*See accompanying notes to consolidated financial statements*

**Table of Contents****AUBURN NATIONAL BANCORPORATION, INC. AND SUBSIDIARIES****Consolidated Statements of Cash Flows**

	<b>Year ended December 31</b>		
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
<b>Cash flows from operating activities:</b>			
Net earnings	\$ 5,538	\$ 5,346	\$ 2,404
Adjustments to reconcile net earnings to net cash provided by operating activities:			
Provision for loan losses	2,450	3,580	5,250
Depreciation and amortization	665	579	477
Premium amortization and discount accretion, net	2,445	2,071	1,562
Deferred tax benefit	(368)	(777)	(2,190)
Net (gain) loss on securities available for sale	(878)	(1,423)	1,723
Net gain on sale of loans held for sale	(1,680)	(2,143)	(3,002)
Loss on nonmarketable equity investments			1,980
Net loss (gain) on other real estate owned	1,830	1,217	(64)
Loans originated for sale	(71,350)	(100,721)	(157,041)
Proceeds from sale of loans	73,550	102,940	158,067
Net loss on disposition of premises and equipment		4	
Increase in cash surrender value of bank owned life insurance	(460)	(452)	(424)
Loss on prepayment of long-term debt		679	
Loss on affordable housing partnership investments	646	323	228
Net decrease (increase) in other assets	1,015	1,694	(4,409)
Net increase (decrease) in accrued expenses and other liabilities	685	(1,034)	(240)
 Net cash provided by operating activities	 \$ 14,088	 \$ 11,883	 \$ 4,321
<b>Cash flows from investing activities:</b>			
Proceeds from sales of securities available-for-sale	128,715	180,206	146,966
Proceeds from maturities of securities available-for-sale	95,641	194,570	105,497
Purchase of securities available-for-sale	(200,106)	(359,547)	(288,633)
Increase in loans, net	(2,824)	(3,221)	(17,593)
Net purchases of premises and equipment	(1,568)	(146)	(824)
Proceeds from sale of other real estate owned	1,966	660	724
Improvements to other real estate owned			(129)
Capital contributions to affordable housing limited partnerships	(4,378)	(1,500)	
Net decrease (increase) in FHLB stock	856	227	(107)
 Net cash provided by (used in) investing activities	 \$ 18,302	 \$ 11,249	 \$ (54,099)
<b>Cash flows from financing activities:</b>			
Net increase (decrease) in noninterest-bearing deposits	18,616	11,163	(1,516)
Net (decrease) increase in interest-bearing deposits	(6,191)	16,555	30,082
Net increase (decrease) in federal funds purchased and securities sold under agreements to repurchase	120	(13,275)	5,050
Repayments or retirement of long-term debt	(8,018)	(25,697)	(5,019)
Stock repurchases		(9)	(90)

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Proceeds from sale of treasury stock	1	2	3
Dividends paid	(2,914)	(2,842)	(2,770)
Net cash provided by (used in) financing activities	\$ 1,614	\$ (14,103)	\$ 25,740
Net change in cash and cash equivalents	\$ 34,004	\$ 9,029	\$ (24,038)
Cash and cash equivalents at beginning of period	21,424	12,395	36,433
<b>Cash and cash equivalents at end of period</b>	<b>\$ 55,428</b>	<b>\$ 21,424</b>	<b>\$ 12,395</b>
<b>Supplemental disclosures of cash flow information:</b>			
Cash paid during the period for:			
Interest	\$ 11,713	\$ 15,044	\$ 18,560
Income taxes	347	2,113	1,830
<b>Supplemental disclosure of non-cash transactions:</b>			
Real estate acquired through foreclosure	\$ 3,569	\$ 2,710	\$ 7,499

*See accompanying notes to consolidated financial statements*

**Table of Contents**

**AUBURN NATIONAL BANCORPORATION, INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

**NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of Business**

Auburn National Bancorporation, Inc. (the Company) is a bank holding company whose primary business is conducted by its wholly-owned subsidiary, AuburnBank (the Bank). AuburnBank is a commercial bank located in Auburn, Alabama. The Bank provides a full range of banking services in its primary market area, Lee County, which includes the Auburn-Opelika Metropolitan Statistical Area.

**Basis of Presentation**

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiary, AuburnBank. Significant intercompany transactions are eliminated in consolidation.

**Use of Estimates**

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities as of the balance sheet date and the reported amounts of income and expense during the reporting period. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near term include the determination of the allowance for loan losses, fair value measurements, valuation of other real estate owned, and valuation of deferred tax assets.

**Correction of Accounting Errors**

Income tax benefit for the year ended December 31, 2009 included a \$281 thousand tax benefit related to the correction of an error in prior periods that resulted from the incorrect calculation of tax basis for certain available-for-sale securities, primarily related to periods prior to January 1, 2007. Management believes the impact of this correction is not material to current or prior period financial statements and the Company's Audit Committee of the Board of Directors, based on information reviewed by management with the Audit Committee, concurs with management's conclusion.

**Reclassifications**

Certain amounts reported in prior periods have been reclassified to conform to the current-period presentation. These reclassifications had no effect on the Company's previously reported net earnings or total stockholders' equity.

**Accounting Standards Adopted in 2011**

In the first quarter of 2011, the Company adopted new guidance related to the following Codification topic:

Accounting Standards Update (ASU) 2010-06, Improving Disclosures about Fair Value Measurements.

In the third quarter of 2011, the Company adopted new guidance related to the following Codification topic:

ASU 2011-02, *A Creditor's Determination of Whether a Restructuring Is a Troubled Debt Restructuring*.

Information about these pronouncements is described in more detail below.

ASU 2010-06, *Improving Disclosures about Fair Value Measurements*, amends the disclosure requirements for fair value measurements. Companies are required to disclose significant transfers in and out of Levels 1 and 2 of the fair value hierarchy. The ASU also clarifies that fair

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

value measurement disclosures should be presented for each asset and liability class, which is generally a subset of a line item in the statement of financial position. In the roll-forward of Level 3 activity, companies must present information on purchases, sales, issuances, and settlements on a gross basis rather than on a net basis. Companies should also provide information about the valuation techniques and inputs used to measure fair value for both recurring and nonrecurring instruments classified as either Level 2 or Level 3. In the first quarter of 2011, the Company adopted the requirement for gross presentation in the Level 3 roll-forward with prospective application. The remaining provisions were effective for the Company in the first quarter of 2010. Adoption of the ASU did not have a significant impact on the consolidated financial statements of the Company since it amends only the disclosure requirements for fair value measurements.



## **Table of Contents**

ASU 2011-02, *A Creditor's Determination of Whether a Restructuring Is a Troubled Debt Restructuring*, provides guidance clarifying under what circumstances a creditor should classify a restructured loan as a troubled debt restructuring or TDR. A loan is a TDR if both of the following exist: (1) a creditor has granted a concession to the debtor, and (2) the debtor is experiencing financial difficulties. The ASU clarifies that a creditor should consider all aspects of a restructuring when evaluating whether it has granted a concession, which include determining whether a debtor can obtain funds from another source at market rates and assessing the value of additional collateral and guarantees obtained at the time of restructuring. The ASU provides factors a creditor should consider when determining if a debtor is experiencing financial difficulties, such as probability of payment default and bankruptcy declarations. The Company adopted the new guidance in the third quarter of 2011 with retrospective application to January 1, 2011. Adoption of the ASU required expansion of the Company's disclosures surrounding TDRs. See Note 6, Loans and Allowance for Loan Losses.

## **Cash Equivalents**

Cash equivalents include cash on hand, cash items in process of collection, amounts due from banks, including interest bearing deposits with other banks, and federal funds sold.

## **Securities**

Securities are classified based on management's intention at the date of purchase. At December 31, 2011, all of the Company's securities were classified as available-for-sale. Securities available-for-sale are used as part of the Company's interest rate risk management strategy, and they may be sold in response to changes in interest rates, changes in prepayment risks or other factors. All securities classified as available-for-sale are recorded at fair value with any unrealized gains and losses reported in accumulated other comprehensive loss, net of the deferred income tax effects. Interest and dividends on securities, including the amortization of premiums and accretion of discounts are recognized in interest income over the anticipated life of the security using the effective interest method, taking into consideration prepayment assumptions. Realized gains and losses from the sale of securities are determined using the specific identification method.

On a quarterly basis, management makes an assessment to determine whether there have been events or economic circumstances to indicate that a security on which there is an unrealized loss is other-than-temporarily impaired. For equity securities with an unrealized loss, the Company considers many factors including the severity and duration of the impairment; the intent and ability of the Company to hold the security for a period of time sufficient for a recovery in value; and recent events specific to the issuer or industry. Equity securities on which there is an unrealized loss that is deemed to be other-than-temporary are written down to fair value with the write-down recorded as a realized loss in securities gains (losses), net.

For debt securities with an unrealized loss, an other-than-temporary impairment write-down is triggered when (1) the Company has the intent to sell a debt security, (2) it is more likely than not that the entity will be required to sell the debt security before recovery of its amortized cost basis, or (3) the entity does not expect to recover the entire amortized cost basis of the debt security. If the Company has the intent to sell a debt security or if it is more likely than not that it will be required to sell the debt security before recovery, the other-than-temporary write-down is equal to the entire difference between the debt security's amortized cost and its fair value. If the Company does not intend to sell the security or it is not more likely than not that it will be required to sell the security before recovery, the other-than-temporary impairment write-down is separated into the amount that is credit related (credit loss component) and the amount due to all other factors. The credit loss component is recognized in earnings, as a realized loss in securities gains (losses), and is the difference between the security's amortized cost basis and the present value of its expected future cash flows. The remaining difference between the security's fair value and the present value of future expected cash flows is due to factors that are not credit related and is recognized in other comprehensive income, net of applicable taxes.

## **Loans held for sale**

Loans originated and intended for sale in the secondary market are carried at the lower of cost or estimated fair value as determined on an aggregated basis. Estimated fair value is determined on the basis of existing commitments or the current market value of similar loans. Loan sales are recognized when the transaction closes, the proceeds are collected, and ownership is transferred. Continuing involvement, through the sales agreement, consists of the right to service the loan for a fee for the life of the loan, if applicable. Gains on the sale of loans held for sale are recorded as part of mortgage lending income in the Consolidated Statements of Earnings.

## **Table of Contents**

In the course of conducting the Bank's mortgage lending activities of originating mortgage loans and selling those loans in the secondary market, the Bank makes various representations and warranties to the purchaser of the mortgage loans. Every loan closed by the Bank's mortgage center is run through a government agency automated underwriting system. Any exceptions noted during this process are remedied prior to sale. These representations and warranties also apply to underwriting the real estate appraisal opinion of value for the collateral securing these loans. Failure by the Company to comply with the underwriting and/or appraisal standards could result in the Company being required to repurchase the mortgage loan or to reimburse the investor for losses incurred (make whole requests) if such failure cannot be cured by the Company within the specified period following discovery. During 2011, 2010 and 2009, no loans were repurchased and no reimbursements for investor losses were made by the Company.

### **Loans**

Loans are reported at their outstanding principal balances, net of any unearned income, charge-offs, and any deferred fees or costs on originated loans. Interest income is accrued based on the principal balance outstanding. Loan origination fees, net of certain loan origination costs, are deferred and recognized in interest income over the contractual life of the loan using the effective interest method. Loan commitment fees are generally deferred and amortized on a straight-line basis over the commitment period, which results in a recorded amount that approximates fair value.

The accrual of interest on loans is discontinued when there is a significant deterioration in the financial condition of the borrower and full repayment of principal and interest is not expected or the principal or interest is more than 90 days past due, unless the loan is both well-collateralized and in the process of collection. Generally, all interest accrued but not collected for loans that are placed on nonaccrual status is reversed against current interest income. Interest collections on nonaccrual loans are generally applied as principal reductions. The Company determines past due or delinquency status of a loan based on contractual payment terms.

A loan is considered impaired when it is probable the Company will be unable to collect all principal and interest payments due according to the contractual terms of the loan agreement. Individually identified impaired loans are measured based on the present value of expected payments using the loan's original effective rate as the discount rate, the loan's observable market price, or the fair value of the collateral if the loan is collateral dependent. If the recorded investment in the impaired loan exceeds the measure of fair value, a valuation allowance may be established as part of the allowance for loan losses. Changes to the valuation allowance are recorded as a component of the provision for loan losses.

Impaired loans also included troubled debt restructurings (TDRs). In the normal course of business, management may grant concessions to borrowers who are experiencing financial difficulty. The concessions granted most frequently for TDRs involve reductions or delays in required payments of principal and interest for a specified time, the rescheduling of payments in accordance with a bankruptcy plan or the charge-off of a portion of the loan. In most cases, the conditions of the credit also warrant nonaccrual status, even after the restructuring occurs. As part of the credit approval process, the restructured loans are evaluated for adequate collateral protection in determining the appropriate accrual status at the time of restructuring. TDR loans may be returned to accrual status if there has been at least a six-month sustained period of repayment performance by the borrower.

### **Allowance for Loan Losses**

The allowance for loan losses is maintained at a level that management believes is adequate to absorb probable losses inherent in the loan portfolio. Loan losses are charged against the allowance when they are known. Subsequent recoveries are credited to the allowance. Management's determination of the adequacy of the allowance is based on an evaluation of the portfolio, current economic conditions, growth, composition of the loan portfolio, homogeneous pools of loans, risk ratings of specific loans, historical loan loss factors, identified impaired loans and other factors related to the portfolio. This evaluation is performed quarterly and is inherently subjective, as it requires various material estimates that are susceptible to significant change, including the amounts and timing of future cash flows expected to be received on any impaired loans. In addition, regulatory agencies, as an integral part of their examination process, will periodically review the Company's allowance for loan losses, and may require the Company to record additions to the allowance based on their judgment about information available to them at the time of their examinations.

### **Premises and Equipment**

Land is carried at cost. Buildings and equipment are carried at cost, less accumulated depreciation computed on a straight-line method over the useful lives of the assets or the expected terms of the leases, if shorter. Expected terms include lease option periods to the extent that the exercise of such options is reasonably assured.



---

## **Table of Contents**

### **Other Real Estate Owned**

Other real estate owned ( OREO ) includes properties acquired through, or in lieu of, loan foreclosure that are held for sale and are initially recorded at the lower of the loan's carrying amount or fair value less cost to sell at the date of foreclosure, establishing a new cost basis. Subsequent to foreclosure, valuations are periodically performed by management and the assets are carried at the lower of carrying value amount or fair value less cost to sell. Gains or losses realized upon sale of OREO and additional losses related to subsequent valuation adjustments are determined on a specific property basis and are included as a component of noninterest expense along with holding costs.

### **Nonmarketable equity investments**

Nonmarketable equity investments include equity securities that are not publicly traded and securities acquired for various purposes. The Bank is required to maintain certain minimum levels of equity investments with certain regulatory and other entities in which the Bank has an ongoing business relationship based on the Bank's common stock and surplus (with regard to the relationship with the Federal Reserve Bank) or outstanding borrowings (with regard to the relationship with the Federal Home Loan Bank of Atlanta). These securities are accounted for under the cost method and are included in other assets. For cost-method investments, on a quarterly basis, the Company evaluates whether an event or change in circumstances has occurred during the reporting period that may have a significant adverse effect on the fair value of the investment. If the Company determines that a decline in value is other-than-temporary, the Company will recognize the estimated loss in securities gains (losses), net.

### **Transfers of Financial Assets**

Transfers of an entire financial asset (i.e. loan sales), a group of entire financial assets, or a participating interest in an entire financial asset (i.e. loan participations sold) are accounted for as sales when control over the assets have been surrendered. Control over transferred assets is deemed to be surrendered when (1) the assets have been isolated from the Company, (2) the transferee obtains the right (free of conditions that constrain it from taking that right) to pledge or exchange the transferred assets, and (3) the Company does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity.

### **Mortgage Servicing Rights**

The Company recognizes as assets the rights to service mortgage loans for others, known as MSR's. The Company determines the fair value of MSR's at the date the loan is transferred. To determine the fair value of MSR's, the Company engages an independent third party. The independent third party's valuation model calculates the present value of estimated future net servicing income using assumptions that market participants would use in estimating future net servicing income, including estimates of prepayment speeds, discount rate, default rates, cost to service, escrow account earnings, contractual servicing fee income, ancillary income, and late fees.

Subsequent to the date of transfer, the Company has elected to measure its MSR's under the amortization method. Under the amortization method, MSR's are amortized in proportion to, and over the period of, estimated net servicing income. The amortization of MSR's is analyzed monthly and is adjusted to reflect changes in prepayment speeds, as well as other factors. MSR's are evaluated for impairment based on the fair value of those assets. Impairment is determined by stratifying MSR's into groupings based on predominant risk characteristics, such as interest rate and loan type. If, by individual stratum, the carrying amount of the MSR's exceeds fair value, a valuation reserve is established through a charge to earnings. The valuation reserve is adjusted as the fair value changes. MSR's are included in the other assets category in the accompanying consolidated balance sheets.

### **Derivative Instruments**

In accordance with FASB ASC Topic 815, *Derivatives and Hedging*, all derivative instruments are recorded on the consolidated balance sheet at their respective fair values.

The accounting for changes in fair value (i.e., gains or losses) of a derivative instrument depends on whether it has been designated and qualifies as part of a hedging relationship and, if so, on the reason for holding it. If the derivative instrument is not designated as part of a hedging relationship, the gain or loss on the derivative instrument is recognized in earnings in the period of change. None of the derivatives utilized by the Company have been designated as a hedge.

### **Securities sold under agreements to repurchase**

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Securities sold under agreements to repurchase generally mature less than one year from the transaction date. Securities sold under agreements to repurchase are reflected as a secured borrowing in the accompanying consolidated balance sheets at the amount of cash received in connection with each transaction.

**Table of Contents****Income Taxes**

Deferred tax assets and liabilities are the expected future tax amounts for the temporary differences between carrying amounts and tax bases of assets and liabilities, computed using enacted tax rates. A valuation allowance, if needed, reduces deferred tax assets to the amount expected to be realized. The net deferred tax asset is reflected as a component of other assets in the accompanying consolidated balance sheets.

Income tax expense or benefit for the year is allocated among continuing operations and other comprehensive income (loss), as applicable. The amount allocated to continuing operations is the income tax effect of the pretax income or loss from continuing operations that occurred during the year, plus or minus income tax effects of (1) changes in certain circumstances that cause a change in judgment about the realization of deferred tax assets in future years, (2) changes in income tax laws or rates, and (3) changes in income tax status, subject to certain exceptions. The amount allocated to other comprehensive income (loss) is related solely to changes in the valuation allowance on items that are normally accounted for in other comprehensive income (loss) such as unrealized gains or losses on available-for-sale securities.

In accordance with ASC 740, a tax position is recognized as a benefit only if it is more likely than not that the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the more likely than not test, no tax benefit is recorded. It is the Company's policy to recognize interest and penalties related to income tax matters in income tax expense. The Company and its wholly-owned subsidiary file a consolidated income tax return.

**Fair Value Measurements**

FASB ASC 820, which defines fair value, establishes a framework for measuring fair value in U.S. generally accepted accounting principles and expands disclosures about fair value measurements. ASC 820 applies only to fair-value measurements that are already required or permitted by other accounting standards. The definition of fair value focuses on the exit price, i.e., the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, not the entry price, i.e., the price that would be paid to acquire the asset or received to assume the liability at the measurement date. The statement emphasizes that fair value is a market-based measurement; not an entity-specific measurement. Therefore, the fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. For more information related to fair value measurements, please refer to Note 17, Fair Value Disclosures.

**Subsequent Events**

The Company has evaluated the effects of events or transactions through the date of this filing that have occurred subsequent to December 31, 2011. The Company does not believe there are any material subsequent events that would require further recognition or disclosure, except as discussed in Note 22, Subsequent Events.

**NOTE 2: BASIC AND DILUTED EARNINGS PER SHARE**

Basic net earnings per share is computed by dividing net earnings by the weighted average common shares outstanding for the year. Diluted net earnings per share reflect the potential dilution that could occur if the Company's potential common stock was issued. As of December 31, 2011, 2010 and 2009, the Company had no options issued or outstanding, and therefore, no dilutive effect to consider for the diluted earnings per share calculation.

A reconciliation of the numerator and denominator of the basic and diluted earnings per share computation for the years ended December 31, 2011, 2010 and 2009, respectively, is presented below.

	<b>Year ended December 31</b>		
<i>(Dollars in thousands, except share and per share data)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
<b>Basic and diluted:</b>			
Net earnings	\$ 5,538	\$ 5,346	\$ 2,404

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Weighted average common shares outstanding	3,642,735	3,642,851	3,644,691
Earnings per share	\$ 1.52	\$ 1.47	\$ 0.66

**Table of Contents****NOTE 3: VARIABLE INTEREST ENTITIES**

The Company is involved in various entities that are considered to be variable interest entities ( VIEs ), as defined by authoritative accounting literature. Generally, a VIE is a corporation, partnership, trust or other legal structure that does not have equity investors with substantive or proportional voting rights or has equity investors that do not provide sufficient financial resources for the entity to support its activities.

At December 31, 2011, the Company did not have any consolidated VIEs to disclose but did have certain nonconsolidated VIEs, discussed below.

**Trust Preferred Securities**

The Company owns the common stock of a subsidiary business trust, Auburn National Bancorporation Capital Trust I, which issued mandatorily redeemable preferred capital securities ( trust preferred securities ) in the aggregate of approximately \$7.0 million at the time of issuance. This trust meets the definition of a VIE of which the Company is not the primary beneficiary; the trust's only assets are junior subordinated debentures issued by the Company, which were acquired by the trust using the proceeds from the issuance of the trust preferred securities and common stock. The junior subordinated debentures of approximately \$7.2 million are included in long-term debt and the Company's equity interest in the business trust is included in other assets. Interest expense on the junior subordinated debentures is reported in interest expense on long-term debt. For regulatory reporting and capital adequacy purposes, the Federal Reserve Board has indicated that such trust preferred securities will continue to constitute Tier 1 Capital until further notice.

**Affordable Housing Investments**

Periodically, the Company may invest in various limited partnerships that sponsor affordable housing projects in its primary markets and surrounding areas as a means of supporting local communities. These investments are designed to generate a return primarily through the realization of federal tax credits. These projects are funded through a combination of debt and equity and the partnerships meet the definition of a VIE. While the Company's investment as a limited partner in a single entity may at times exceed 50% of the outstanding equity interests, the Company does not consolidate the partnerships due to the nature of the management activities of the general partner and the performance guaranties provided by the project sponsors. The Company typically provides financing during the construction and development of the properties; however, permanent financing is generally obtained from independent parties upon completion of a project.

At December 31, 2011 and December 31, 2010, the Company had limited partnership investments of \$5.2 million and \$3.4 million, respectively, related to these projects, which are included in other assets. At December 31, 2011 the Company had no unfunded commitments related to affordable housing investments. At December 31, 2010, the Company had unfunded commitments related to affordable housing investments of \$4.4 million, of which \$1.9 million was included in accrued expenses and other liabilities.

Additionally, the Company had no outstanding loan commitments or funded loans outstanding with any of the partnerships at December 31, 2011. The company had outstanding loan commitments with certain of the partnerships totaling \$11.4 million at 2010. The funded portion of these loans was approximately \$8.9 million at December 31, 2010. The funded portions of these loans are included in loans, net of unearned income.

The following table summarizes VIEs that are not consolidated by the Company as of December 31, 2011.

	<b>Maximum</b>		
	<b>Loss</b>		
<i>(Dollars in thousands)</i>	<b>Exposure</b>	<b>Liability Recognized</b>	<b>Classification</b>
<b>Type:</b>			
Affordable housing investments (a)	\$ 5,231		Other assets
Trust preferred issuances	N/A	7,217	Long-term debt



- (a) Maximum loss exposure represents the Company's current net investment of \$5.2 million included in other assets.

**Table of Contents****NOTE 4: RESTRICTED CASH BALANCES**

Regulation D of the Federal Reserve Act requires that banks maintain reserve balances with the Federal Reserve Bank based principally on the type and amount of their deposits. As of December 31, 2011 and 2010, the Bank did not have a required reserve balance at the Federal Reserve Bank.

**NOTE 5: SECURITIES**

At December 31, 2011 and 2010, respectively, all securities within the scope of FASB ASC 320, *Investments – Debt and Equity Securities* were classified as available-for-sale. The fair value and amortized cost for securities available-for-sale by contractual maturity at December 31, 2011 and 2010, respectively, are presented below.

	\$000,0	\$000,0	\$000,0	\$000,0	\$000,0	\$000,0	\$000,0	\$000,0
	<b>December 31, 2011</b>							
	<b>1 year</b>	<b>1 to 5</b>	<b>5 to 10</b>	<b>After 10</b>	<b>Fair</b>	<b>Gross Unrealized</b>		<b>Amortized</b>
	<b>or less</b>	<b>years</b>	<b>years</b>	<b>years</b>	<b>Value</b>	<b>Gains</b>	<b>Losses</b>	<b>Cost</b>
<i>(Dollars in thousands)</i>								
<b>Available-for-sale:</b>								
Agency obligations (a)	\$		5,013	46,072	51,085	182	1	\$ 50,904
Agency RMBS (a)			14,935	149,863	164,798	2,534	129	162,393
State and political subdivisions		414	17,761	63,538	81,713	4,339	48	77,422
Trust preferred securities:								
Pooled				100	100		130	230
Individual issuer				1,886	1,886	186	243	1,943
Total available-for-sale	\$	414	37,709	261,459	299,582	7,241	551	\$ 292,892

(a) Includes securities issued by U.S. government agencies or government sponsored entities.

	\$000,0	\$000,0	\$000,0	\$000,0	\$000,0	\$000,0	\$000,0	\$000,0
	<b>December 31, 2010</b>							
	<b>1 year</b>	<b>1 to 5</b>	<b>5 to 10</b>	<b>After 10</b>	<b>Fair</b>	<b>Gross Unrealized</b>		<b>Amortized</b>
	<b>or less</b>	<b>years</b>	<b>years</b>	<b>years</b>	<b>Value</b>	<b>Gains</b>	<b>Losses</b>	<b>Cost</b>
<i>(Dollars in thousands)</i>								
<b>Available-for-sale:</b>								
Agency obligations (a)	\$		37,821	52,650	90,471	95	1,017	\$ 91,393
Agency RMBS (a)			9,976	133,168	143,144	1,566	1,441	143,019
State and political subdivisions	21	856	13,547	62,342	76,766	472	2,801	79,095
Trust preferred securities:								
Pooled				20	20		210	230

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Individual issuer					2,129	2,129		153	2,282
Corporate debt		2,690				2,690			2,690
Total available-for-sale	\$	21	3,546	61,344	250,309	315,220	2,133	5,622	\$ 318,709

(a) Includes securities issued by U.S. government agencies or government sponsored entities.

Securities with aggregate fair values of \$161.5 million and \$171.1 million at December 31, 2011 and 2010, respectively, were pledged to secure public deposits, securities sold under agreements to repurchase, Federal Home Loan Bank ( FHLB ) advances, and for other purposes required or permitted by law.

Included in other assets on the Consolidated Balance Sheets are cost-method investments. The carrying amounts of cost-method investments were \$5.0 and \$5.8 million at December 31, 2011 and 2010, respectively. Cost-method investments primarily include non-marketable equity investments, such as FHLB of Atlanta stock and Federal Reserve Bank ( FRB ) stock.

**Table of Contents****Gross Unrealized Losses and Fair Value**

The fair values and gross unrealized losses on securities at December 31, 2011 and 2010, respectively, segregated by those securities that have been in an unrealized loss position for less than 12 months and 12 months or more are presented below.

	Less than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
<i>(Dollars in thousands)</i>						
<b>December 31, 2011:</b>						
Agency obligations	\$ 5,000	1			5,000	\$ 1
Agency RMBS	17,020	129			17,020	129
State and political subdivisions	1,686	11	718	37	2,404	48
Trust preferred securities:						
Pooled			100	130	100	130
Individual issuer			757	243	757	243
Total	\$ 23,706	141	1,575	410	25,281	\$ 551
<b>December 31, 2010:</b>						
Agency obligations	\$ 45,351	1,017			45,351	\$ 1,017
Agency RMBS	89,840	1,441			89,840	1,441
State and political subdivisions	49,176	2,323	3,207	478	52,383	2,801
Trust preferred securities:						
Pooled			20	210	20	210
Individual issuer			847	153	847	153
Total	\$ 184,367	4,781	4,074	841	188,441	\$ 5,622

The applicable date for determining when securities are in an unrealized loss position is December 31, 2011. As such, it is possible that a security in an unrealized loss position at December 31, 2011 had a market value that exceeded its amortized cost on other days during the past 12-month period.

For the securities in the previous table, the Company does not have the intent to sell and has determined it is not more likely than not that the Company will be required to sell the security before recovery of the amortized cost basis, which may be maturity. The Company has assessed each security for credit impairment. For debt securities, the Company evaluates, where necessary, whether credit impairment exists by comparing the present value of the expected cash flows to the securities' amortized cost basis. For cost-method investments, the Company evaluates whether an event or change in circumstances has occurred during the reporting period that may have a significant adverse effect on the fair value of the investment.

In determining whether a loss is temporary, the Company considers all relevant information including:

the length of time and the extent to which the fair value has been less than the amortized cost basis;

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

adverse conditions specifically related to the security, an industry, or a geographic area (for example, changes in the financial condition of the issuer of the security, or in the case of an asset-backed debt security, in the financial condition of the underlying loan obligors, including changes in technology or the discontinuance of a segment of the business that may affect the future earnings potential of the issuer or underlying loan obligors of the security or changes in the quality of the credit enhancement);

the historical and implied volatility of the fair value of the security;

the payment structure of the debt security and the likelihood of the issuer being able to make payments that increase in the future;

failure of the issuer of the security to make scheduled interest or principal payments;

any changes to the rating of the security by a rating agency; and

recoveries or additional declines in fair value subsequent to the balance sheet date.

## **Table of Contents**

To the extent the Company estimates future expected cash flows, the Company considered all available information in developing those expected cash flows. For asset-backed securities such as pooled trust preferred securities, such information generally includes:

remaining payment terms of the security (including as applicable, terms that require underlying obligor payments to increase in the future);

current delinquencies and nonperforming assets of underlying collateral;

expected future default rates; and

subordination levels or other credit enhancements.

### *Agency obligations*

The unrealized losses associated with agency obligations are primarily driven by changes in interest rates and not due to the credit quality of the securities. These securities are issued by U.S. government agencies or government-sponsored entities and do not have any credit losses given the explicit or implicit government guarantee.

### *Agency residential mortgage-backed securities ( RMBS )*

The unrealized losses associated with Agency RMBS are primarily driven by changes in interest rates and not due to the credit quality of the securities. These securities are issued by U.S. government agencies or government-sponsored entities and do not have any credit losses given the explicit or implicit government guarantee.

### *Securities of U.S. states and political subdivisions*

The unrealized losses associated with securities of U.S. states and political subdivisions are primarily driven by changes in interest rates and are not due to the credit quality of the securities. These securities will continue to be monitored as part of the Company's quarterly impairment analysis, but are expected to perform even if the rating agencies reduce the credit rating of the bond insurers. As a result, the Company expects to recover the entire amortized cost basis of these securities.

### *Pooled trust preferred securities*

The unrealized losses associated with pooled trust preferred securities are primarily driven by higher projected collateral losses and wider credit spreads. Pooled trust preferred securities primarily consist of securities issued by community banks and thrifts. The Company assesses impairment for these securities using a cash flow model. The key assumptions include default probabilities of the underlying collateral and recoveries on collateral defaults. Based upon the Company's assessment of the expected credit losses for these securities, and given the performance of the underlying collateral compared to the Company's credit enhancement, the Company expects to recover the remaining amortized cost basis of these securities.

### *Individual issuer trust preferred securities*

The unrealized losses associated with individual issuer trust preferred securities are primarily related to securities backed by individual issuer community banks. For individual issuers, management evaluates the financial performance of the issuer on a quarterly basis to determine if it is probable that the issuer can make all contractual principal and interest payments. Based upon its evaluation, the Company expects to recover the remaining amortized cost basis of these securities.

### *Cost-method investments*

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

At December 31, 2011, cost-method investments with an aggregate cost of \$5.0 million were not evaluated for impairment because the Company did not identify any events or changes in circumstances that may have a significant adverse effect on the fair value of these cost-method investments.

The carrying values of the Company's investment securities could decline in the future if the underlying performance of the collateral for pooled trust preferred securities, the financial condition of individual issuers of trust preferred securities, or the credit quality of other securities deteriorate and the Company determines it is probable that it will not recover the entire amortized cost basis for the security. As a result, there is a risk that significant other-than-temporary impairment charges may occur in the future.

**Table of Contents**

The following tables show the applicable credit ratings, fair values, gross unrealized losses, and life-to-date impairment charges for pooled and individual issuer trust preferred securities at December 31, 2011, and 2010, respectively, segregated by those securities that have been in an unrealized loss position for less than 12 months and 12 months or more.

**Trust Preferred Securities as of December 31, 2011**

	Credit Rating		Fair Value	Unrealized Losses		Total	Life-to-date Impairment Charges
	Moody's	Fitch		Less than 12 months	12 months or Longer		
<i>(Dollars in thousands)</i>							
<b>Pooled:</b>							
ALESCO Preferred Funding XVII Ltd (a)	C	CC	\$ 100		130	130	\$ 1,770
<b>Individual issuer (b):</b>							
Carolina Financial Capital Trust I	n/a	n/a	193				257
Main Street Bank Statutory Trust I (c)	n/a	n/a	389		111	111	
MNB Capital Trust I	n/a	n/a	55				445
PrimeSouth Capital Trust I	n/a	n/a	75				425
TCB Trust	n/a	n/a	368		132	132	
United Community Capital Trust	n/a	n/a	806				379
Total individual issuer			1,886		243	243	1,506
Total trust preferred securities			\$ 1,986		373	373	\$ 3,276

n/a - not applicable securities not rated.

- (a) Class B Deferrable Third Priority Secured Floating Rate Notes. The underlying collateral is primarily composed of trust preferred securities issued by community banks and thrifts.
- (b) 144A Floating Rate Capital Securities. Underlying issuer is a community bank holding company. Securities have no excess subordination or overcollateralization.
- (c) Now an obligation of BB&T Corporation.

**Trust Preferred Securities as of December 31, 2010**

	Credit Rating		Fair Value	Unrealized Losses		Total	Life-to-date Impairment Charges
	Moody's	Fitch		Less than 12 months	12 months or Longer		
<i>(Dollars in thousands)</i>							
<b>Pooled:</b>							
ALESCO Preferred Funding XVII Ltd (a)	C	CC	\$ 20		210	210	\$ 1,770
<b>Individual issuer (b):</b>							
Carolina Financial Capital Trust I	n/a	n/a	312				138
Main Street Bank Statutory Trust I (c)	n/a	n/a	438		62	62	
MNB Capital Trust I	n/a	n/a	152				348
PrimeSouth Capital Trust I	n/a	n/a	197				303
TCB Trust	n/a	n/a	409		91	91	
United Community Capital Trust	n/a	n/a	621				379



Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Total individual issuer	2,129	153	153	1,168
Total trust preferred securities	\$ 2,149	363	363	\$ 2,938

n/a - not applicable securities not rated.

- (a) Class B Deferrable Third Priority Secured Floating Rate Notes. The underlying collateral is primarily composed of trust preferred securities issued by community banks and thrifts.
- (b) 144A Floating Rate Capital Securities. Underlying issuer is a community bank holding company. Securities have no excess subordination or overcollateralization.
- (c) Now an obligation of BB&T Corporation.

**Table of Contents**

For pooled trust preferred securities, the Company estimated expected future cash flows of the security by estimating the expected future cash flows of the underlying collateral and applying those collateral cash flows, together with any credit enhancements such as subordination interests owned by third parties, to the security. The expected future cash flows of the underlying collateral are determined using the remaining contractual cash flows adjusted for future expected credit losses (which consider default probabilities derived from issuer credit ratings for the underlying collateral). The probability-weighted expected future cash flows of the security are then discounted at the interest rate used to recognize income on the security to arrive at a present value amount.

Excess subordination is defined as the amount of performing collateral that is in excess of what is needed to pay-off a specified class of securities and all classes senior to the specified class. Performing collateral is defined as total collateral minus all collateral that is currently deferring or currently in default. This definition assumes that all collateral that is currently deferring will default with a zero recovery rate. The underlying issuers can cure the deferral, or some portion greater than zero could be recovered on default of an underlying issuer. Excess subordination, as defined previously, does not consider any excess interest spread that is built into the structure of the security, which provides another source of repayment for the bonds.

At December 31, 2011 and 2010, respectively, there was no excess subordination for the Class B notes of ALESCO Preferred Funding XVII, Ltd.

**Other-Than-Temporarily Impaired Securities**

The following table presents a roll-forward of the credit loss component of the amortized cost of debt securities that the Company has written down for other-than-temporary impairment and the credit component of the loss is recognized in earnings (referred to as credit-impaired debt securities). Other-than-temporary impairments recognized in earnings for the years ended December 31, 2011, 2010 and 2009, respectively, for credit-impaired debt securities are presented as additions in two components based upon whether the current period is the first time the debt security was credit-impaired (initial credit impairment) or is not the first time the debt security was credit-impaired (subsequent credit impairments). The credit loss component is reduced if the Company sells, intends to sell or believes it will be required to sell previously credit-impaired debt securities. Additionally, the credit loss component is reduced if the Company receives cash flows in excess of what it expected to receive over the remaining life of the credit-impaired debt security, the security matures or is fully written-down and deemed worthless. Changes in the credit loss component of credit-impaired debt securities were:

<i>(Dollars in thousands)</i>	<b>Year ended December 31</b>		
	<b>2011</b>	<b>2010</b>	<b>2009</b>
Balance, beginning of period	\$ 2,938	4,570	
Additions:			
Initial credit impairments		1,160	2,663
Subsequent credit impairments	338	58	1,907
Reductions:			
Securities sold		(975)	
Due to change in intent or requirement to sell			
Securities fully written down and deemed worthless		(1,875)	
Increases in expected cash flows			
Balance, end of period	\$ 3,276	2,938	4,570

**Table of Contents****Other-Than-Temporary Impairment**

The following table presents details of the other-than-temporary impairment related to securities, including equity securities carried at cost.

	\$000,000	\$000,000	\$000,000
	<b>Year ended December 31</b>		
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
<b>Other-than-temporary impairment charges (included in earnings):</b>			
Debt securities:			
Corporate debt securities	\$	810	
Pooled trust preferred securities		50	2,695
Individual issuer trust preferred securities	338	1,168	1,875
Total debt securities	\$ 338	2,028	4,570
Cost-method investments			1,980
Total other-than-temporary impairment charges	338	2,028	6,550
<b>Other-than-temporary impairment on debt securities:</b>			
Recorded as part of gross realized losses:			
Credit-related	338	1,218	4,570
Securities with intent to sell		810	
Recorded directly to other comprehensive income for non-credit related impairment	130	210	257
Total other-than-temporary impairment on debt securities	\$ 468	2,238	4,827

**Realized Gains and Losses**

The following table presents the gross realized gains and losses on sales and other-than-temporary impairment charges related to securities, including cost-method investments.

	\$000,000	\$000,000	\$000,000
	<b>Year ended December 31</b>		
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
Gross realized gains	\$ 1,698	3,496	2,881
Gross realized losses	(482)	(45)	(34)
Other-than-temporary impairment charges	(338)	(2,028)	(6,550)
Realized gains (losses), net	\$ 878	1,423	(3,703)

**Table of Contents****NOTE 6: LOANS AND ALLOWANCE FOR LOAN LOSSES**

	<b>December 31</b>	
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>
Commercial and industrial	\$ 54,988	\$ 53,288
Construction and land development	39,814	47,850
Commercial real estate:		
Owner occupied	70,202	76,252
Other	92,233	89,989
Total commercial real estate	162,435	166,241
Residential real estate:		
Consumer mortgage	57,958	57,562
Investment property	43,767	38,679
Total residential real estate	101,725	96,241
Consumer installment	11,454	10,676
Total loans	370,416	374,296
Less: unearned income	(153)	(81)
Loans, net of unearned income	\$ 370,263	\$ 374,215

Loans secured by real estate were approximately 82.1% of the total loan portfolio at December 31, 2011. Due to declines in economic indicators and real estate values, loans secured by real estate may have a greater risk of non-collection than other loans. At December 31, 2011, the Company's geographic loan distribution was concentrated primarily in Lee County, Alabama and surrounding areas.

In accordance with ASC 310, a portfolio segment is defined as the level at which an entity develops and documents a systematic method for determining its allowance for loan losses. As part of the Company's quarterly assessment of the allowance, the loan portfolio is disaggregated into the following portfolio segments: commercial and industrial, construction and land development, commercial real estate, residential real estate and consumer installment. Where appropriate, the Company's loan portfolio segments are further disaggregated into classes. A class is generally determined based on the initial measurement attribute, risk characteristics of the loan, and an entity's method for monitoring and determining credit risk.

The following describe the risk characteristics relevant to each of the portfolio segments.

*Commercial and industrial ( C&I )* includes loans to finance business operations, equipment purchases, or other needs for small and medium-sized commercial customers. Also included in this category are loans to finance agricultural production. Generally the primary source of repayment is the cash flow from business operations and activities of the borrower.

*Construction and land development ( C&D )* includes both loans and credit lines for the purpose of purchasing, carrying and developing land into commercial developments or residential subdivisions. Also included are loans and lines for construction of residential, multi-family and commercial buildings. Generally the primary source of repayment is dependent upon the sale or refinance of the real estate collateral.

*Commercial real estate ( CRE )* includes loans disaggregated into two classes: (1) owner occupied and (2) other.

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

*Owner occupied* includes loans secured by business facilities to finance business operations, equipment and owner-occupied facilities primarily for small and medium-sized commercial customers. Generally the primary source of repayment is the cash flow from business operations and activities of the borrower, who owns the property.

*Other* primarily includes loans to finance income-producing commercial and multi-family properties. Loans in this class include loans for neighborhood retail centers, hotels, medical and professional offices, single retail stores, industrial buildings, warehouses and apartments leased generally to local businesses and residents. Generally the primary source of repayment is dependent upon income generated from the real estate collateral. The underwriting of these loans takes into consideration the occupancy and rental rates as well as the financial health of the borrower.

**Table of Contents**

*Residential real estate ( RRE )* includes loans disaggregated into two classes: (1) consumer mortgage and (2) investment property.

*Consumer mortgage* primarily includes first or second lien mortgages and home equity lines to consumers that are secured by a primary residence or second home. These loans are underwritten in accordance with the Bank's general loan policies and procedures which require, among other things, proper documentation of each borrower's financial condition, satisfactory credit history and property value.

*Investment property* primarily includes loans to finance income-producing 1-4 family residential properties. Generally the primary source of repayment is dependent upon income generated from leasing the property securing the loan. The underwriting of these loans takes into consideration the rental rates as well as the financial health of the borrower.

*Consumer installment* includes loans to individuals both secured by personal property and unsecured. Loans include personal lines of credit, automobile loans, and other retail loans. These loans are underwritten in accordance with the Bank's general loan policies and procedures which require, among other things, proper documentation of each borrower's financial condition, satisfactory credit history, and if applicable, property value.

The following is a summary of current, accruing past due and nonaccrual loans by portfolio class as of December 31, 2011 and 2010.

<i>(In thousands)</i>	000000000	000000000	000000000	000000000	000000000	000000000
	<b>Current</b>	<b>Accruing 30-89 Days Past Due</b>	<b>Accruing Greater than 90 days</b>	<b>Total Accruing Loans</b>	<b>Non- Accrual</b>	<b>Total Loans</b>
<b>December 31, 2011:</b>						
Commercial and industrial	\$ 53,721	1,191		54,912	76	\$ 54,988
Construction and land development	34,402	317		34,719	5,095	39,814
Commercial real estate:						
Owner occupied	68,551			68,551	1,651	70,202
Other	90,427			90,427	1,806	92,233
Total commercial real estate	158,978			158,978	3,457	162,435
Residential real estate:						
Consumer mortgage	56,610	400		57,010	948	57,958
Investment property	42,144	845		42,989	778	43,767
Total residential real estate	98,754	1,245		99,999	1,726	101,725
Consumer installment	11,397	57		11,454		11,454
Total	\$ 357,252	2,810		360,062	10,354	\$ 370,416
<b>December 31, 2010:</b>						
Commercial and industrial	\$ 52,643	124		52,767	521	\$ 53,288
Construction and land development	43,547	201		43,748	4,102	47,850
Commercial real estate:						
Owner occupied	73,419			73,419	2,833	76,252
Other	88,087			88,087	1,902	89,989
Total commercial real estate	161,506			161,506	4,735	166,241
Residential real estate:						
Consumer mortgage	53,225	2,219		55,444	2,118	57,562
Investment property	37,556	767		38,323	356	38,679

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Total residential real estate	90,781	2,986	93,767	2,474	96,241
Consumer installment	10,646	29	10,675	1	10,676
Total	\$ 359,123	3,340	362,463	11,833	\$ 374,296

**Table of Contents**

At December 31, 2011 and 2010, nonaccrual loans amounted to \$10.4 and 11.8 million, respectively. The gross interest income which would have been recorded under the original terms of those loans had they been accruing interest, amounted to approximately \$494 thousand, \$346 thousand and \$161 thousand for the years ended December 31, 2011, 2010, and 2009, respectively. At December 31, 2011 and 2010, there were no loans 90 days past due and still accruing interest.

**Allowance for Loan Losses**

The allowance for loan losses as of and for the years ended December 31, 2011, 2010 and 2009, is presented below.

	<b>Year ended December 31</b>		
<i>(In thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
Beginning balance	\$ 7,676	\$ 6,495	\$ 4,398
Charged-off loans	(3,413)	(2,687)	(3,348)
Recovery of previously charged-off loans	206	288	195
Net Charge-offs	(3,207)	(2,399)	(3,153)
Provision for loan losses	2,450	3,580	5,250
Ending balance	\$ 6,919	\$ 7,676	\$ 6,495

The Company assesses the adequacy of its allowance for loan losses prior to the end of each calendar quarter. The level of the allowance is based upon management's evaluation of the loan portfolios, past loan loss experience, current asset quality trends, known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay (including the timing of future payment), the estimated value of any underlying collateral, composition of the loan portfolio, economic conditions, industry and peer bank loan loss rates and other pertinent factors, including regulatory recommendations. This evaluation is inherently subjective as it requires material estimates including the amounts and timing of future cash flows expected to be received on impaired loans that may be susceptible to significant change. Loan losses are charged off when management believes that the full collectability of the loan is unlikely. A loan may be partially charged-off after a confirming event has occurred which serves to validate that full repayment pursuant to the terms of the loan is unlikely. Allocation of the allowance may be made for specific loans, but the entire allowance is available for any loan that, in management's judgment, is deemed to be uncollectible.

The Company deems loans impaired when, based on current information and events, it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan agreement. Collection of all amounts due according to the contractual terms means that both the interest and principal payments of a loan will be collected as scheduled in the loan agreement.

An impairment allowance is recognized if the fair value of the loan is less than the recorded investment in the loan. The impairment is recognized through the allowance. Loans that are impaired are recorded at the present value of expected future cash flows discounted at the loan's effective interest rate, or if the loan is collateral dependent, impairment measurement is based on the fair value of the collateral, less estimated disposal costs.

The level of allowance maintained is believed by management to be adequate to absorb probable losses inherent in the portfolio at the balance sheet date. The allowance is increased by provisions charged to expense and decreased by charge-offs, net of recoveries of amounts previously charged-off.

In assessing the adequacy of the allowance, the Company also considers the results of its ongoing independent loan review process. The Company's loan review process assists in determining whether there are loans in the portfolio whose credit quality has weakened over time and evaluating the risk characteristics of the entire loan portfolio. The Company's loan review process includes the judgment of management, the input from our independent loan reviewers, and reviews that may have been conducted by bank regulatory agencies as part of their examination process. The Company incorporates loan review results in the determination of whether or not it is probable that we will be able to collect all amounts due according to the contractual terms of a loan.



## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

As part of the Company's quarterly assessment of the allowance, management divides the loan portfolio into five segments: commercial and industrial loans, construction and land development loans, commercial real estate, residential real estate, and consumer installment loans. The Company analyzes each segment and estimates an allowance allocation for each loan segment.

**Table of Contents**

The allocation of the allowance for loan losses begins with a process of estimating the probable losses inherent for these types of loans. The estimates for these loans are established by category and based on the Company's internal system of credit risk ratings and historical loss data. The estimated loan loss allocation rate for the Company's internal system of credit risk grades is based on its experience with similarly graded loans. For loan segments where the Company believes it does not have sufficient historical loss data, the Company may make adjustments based, in part, on loss rates of peer bank groups. At December 31, 2011 and 2010, and for the years then ended, the Company adjusted its historical loss rates for the commercial real estate portfolio segment based, in part, on loss rates of peer bank groups.

The estimated loan loss allocation for all five loan portfolio segments is then adjusted for management's estimate of probable losses for several qualitative and environmental factors. The allocation for qualitative and environmental factors is particularly subjective and does not lend itself to exact mathematical calculation. This amount represents estimated probable inherent credit losses which exist, but have not yet been identified, as of the balance sheet date, and are based upon quarterly trend assessments in delinquent and nonaccrual loans, credit concentration changes, prevailing economic conditions, changes in lending personnel experience, changes in lending policies or procedures and other influencing factors. These qualitative and environmental factors are considered for each of the five loan segments and the allowance allocation, as determined by the processes noted above, is increased or decreased based on the incremental assessment of these factors.

The Company constantly re-evaluates its practices in determining the allowance for loan losses. During the fourth quarter of 2011, the Company's management decided to eliminate a previously unallocated component of the allowance. As a result, the Company had no unallocated amount included in the allowance at December 31, 2011, compared to an unallocated amount of \$0.1 million, or 1.4% of the total allowance, at December 31, 2010.

The following table details the changes in the allowance for loan losses by portfolio segment for the year ended December 31, 2011.

	Year ended December 31, 2011						
<i>(In thousands)</i>	Commercial and industrial	Construction and land development	Commercial real estate	Residential real estate	Consumer installment	Unallocated	Total
<b>Allowance for loan losses:</b>							
Beginning balance	\$ 972	2,223	2,893	1,336	141	111	\$ 7,676
Charge-offs	(679)	(1,758)	(422)	(533)	(21)		(3,413)
Recoveries	34	2		155	15		206
Net (charge-offs) recoveries	(645)	(1,756)	(422)	(378)	(6)		(3,207)
Provision	621	1,003	538	405	(6)	(111)	2,450
Ending balance	\$ 948	1,470	3,009	1,363	129		\$ 6,919

**Table of Contents**

The following table presents an analysis of the allowance for loan losses and recorded investment in loans by portfolio segment and impairment methodology as of December 31, 2011 and 2010.

	Collectively evaluated (1)		Individually evaluated (2)		Total	
	Allowance	Recorded	Allowance	Recorded	Allowance	Recorded
	for loan	investment	for loan	investment	for loan	investment
(In thousands)	losses	in loans	losses	in loans	losses	in loans
<b>December 31, 2011:</b>						
Commercial and industrial	\$ 948	54,772		216	948	54,988
Construction and land development	1,323	34,719	147	5,095	1,470	39,814
Commercial real estate	2,201	158,053	808	4,382	3,009	162,435
Residential real estate	1,097	100,432	266	1,293	1,363	101,725
Consumer installment	129	11,454			129	11,454
Unallocated						
Total	\$ 5,698	359,430	1,221	10,986	6,919	370,416
<b>December 31, 2010:</b>						
Commercial and industrial	\$ 695	52,767	277	521	972	53,288
Construction and land development	2,100	43,748	123	4,102	2,223	47,850
Commercial real estate	2,128	161,611	765	4,630	2,893	166,241
Residential real estate	1,192	93,823	144	2,418	1,336	96,241
Consumer installment	141	10,676			141	10,676
Unallocated	111				111	
Total	\$ 6,367	362,625	1,309	11,671	7,676	374,296

- (1) Represents loans collectively evaluated for impairment in accordance with ASC 450-20, *Loss Contingencies* (formerly FAS 5), and pursuant to amendments by ASU 2010-20 regarding allowance for unimpaired loans
- (2) Represents loans individually evaluated for impairment in accordance with ASC 310-30, *Receivables* (formerly FAS 114), and pursuant to amendments by ASU 2010-20 regarding allowance for impaired loans.

**Table of Contents****Credit Quality Indicators**

The credit quality of the loan portfolio is summarized no less frequently than quarterly using categories similar to the standard asset classification system used by the federal banking agencies. The following table presents credit quality indicators for the loan portfolio segments and classes. These categories are utilized to develop the associated allowance for loan losses using historical losses adjusted for current economic conditions and are defined as follows:

**Pass** loans which are well protected by the current net worth and paying capacity of the obligor (or guarantors, if any) or by the fair value, less cost to acquire and sell, of any underlying collateral.

**Special Mention** loans with potential weakness that may, if not reversed or corrected, weaken the credit or inadequately protect the Company's position at some future date. These loans are not adversely classified and do not expose an institution to sufficient risk to warrant an adverse classification.

**Substandard Accruing** loans that exhibit a well-defined weakness which presently jeopardizes debt repayment, even though they are currently performing. These loans are characterized by the distinct possibility that the Company may incur a loss in the future if these weaknesses are not corrected;

**Nonaccrual** includes loans where management has determined that full payment of principal and interest is in doubt.

**December 31, 2011**

<i>(In thousands)</i>	<b>Pass</b>	<b>Special Mention</b>	<b>Substandard Accruing</b>	<b>Nonaccrual</b>	<b>Total loans</b>
Commercial and industrial	\$ 52,833	1,359	719	76	\$ 54,988
Construction and land development	33,373	266	1,080	5,095	39,814
Commercial real estate:					
Owner occupied	62,543	4,951	1,057	1,651	70,202
Other	81,584	622	8,221	1,806	92,233
Total commercial real estate	144,127	5,573	9,278	3,457	162,435
Residential real estate:					
Consumer mortgage	50,156	1,575	5,279	948	57,958
Investment property	38,732	2,225	2,032	778	43,767
Total residential real estate	88,888	3,800	7,311	1,726	101,725
Consumer installment	11,078	248	128		11,454
<b>Total</b>	<b>\$ 330,299</b>	<b>11,246</b>	<b>18,516</b>	<b>10,354</b>	<b>\$ 370,416</b>

**December 31, 2010**

<i>(In thousands)</i>	<b>Pass</b>	<b>Special</b>	<b>Nonaccrual</b>	<b>Total loans</b>
-----------------------	-------------	----------------	-------------------	--------------------

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

			<b>Mention</b>	<b>Substandard Accruing</b>		
Commercial and industrial	\$	51,632	722	413	521	\$ 53,288
Construction and land development		38,301	4,372	1,075	4,102	47,850
Commercial real estate:						
Owner occupied		67,702	716	5,001	2,833	76,252
Other		84,354	3,718	15	1,902	89,989
<b>Total commercial real estate</b>		<b>152,056</b>	<b>4,434</b>	<b>5,016</b>	<b>4,735</b>	<b>166,241</b>
Residential real estate:						
Consumer mortgage		48,620	2,700	4,124	2,118	57,562
Investment property		34,221	1,626	2,476	356	38,679
<b>Total residential real estate</b>		<b>82,841</b>	<b>4,326</b>	<b>6,600</b>	<b>2,474</b>	<b>96,241</b>
Consumer installment		10,426	133	116	1	10,676
<b>Total</b>	<b>\$</b>	<b>335,256</b>	<b>13,987</b>	<b>13,220</b>	<b>11,833</b>	<b>\$ 374,296</b>

**Table of Contents****Impaired loans**

The following table presents details related to the Company's impaired loans. Loans which have been fully charged-off do not appear in the following table. The related allowance generally represents the following components which correspond to impaired loans:

Individually evaluated impaired loans equal to or greater than \$500,000 secured by real estate (nonaccrual construction and land development, commercial real estate, and residential real estate loans).

Individually evaluated impaired loans equal to or greater than \$250,000 not secured by real estate (nonaccrual commercial and industrial and consumer loans).

The following table sets forth certain information regarding the Company's impaired loans that were individually evaluated for impairment at December 31, 2011 and 2010.

	<b>December 31, 2011</b>			
<i>(In thousands)</i>	<b>Unpaid principal balance (1)</b>	<b>Charge-offs and payments applied (2)</b>	<b>Recorded investment (3)</b>	<b>Related allowance</b>
<b>With no allowance recorded:</b>				
Commercial and industrial	\$ 216		216	
Construction and land development	3,958	(1,572)	2,386	
Commercial real estate:				
Owner occupied	361	(11)	350	
Other	655	(50)	605	
Total commercial real estate	1,016	(61)	955	
Residential real estate:				
Consumer mortgages				
Investment property				
Total residential real estate				
Consumer installment				
Total	\$ 5,190	(1,633)	3,557	
<b>With allowance recorded:</b>				
Commercial and industrial	\$			\$
Construction and land development	2,882	(173)	2,709	147
Commercial real estate:				
Owner occupied	2,255	(29)	2,226	544
Other	1,242	(41)	1,201	264
Total commercial real estate	3,497	(70)	3,427	808
Residential real estate:				
Consumer mortgages	1,707	(797)	910	103
Investment property	390	(7)	383	163

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Total residential real estate Consumer installment		2,097	(804)	1,293		266
<b>Total</b>	\$	8,476	(1,047)	7,429	\$	1,221
<b>Total impaired loans</b>	\$	13,666	(2,680)	10,986	\$	1,221

- (1) Unpaid principal balance represents the contractual obligation due from the customer.
- (2) Charge-offs and payments applied represents cumulative charge-offs taken, as well as interest payments that have been applied against the outstanding principal balance.
- (3) Recorded investment represents the unpaid principal balance less charge-offs and payments applied; it is shown before any related allowance for loan losses.

**Table of Contents**

December 31, 2010

<i>(In thousands)</i>	Unpaid principal balance (1)	Charge-offs and payments applied (2)	Recorded investment (3)	Related allowance
<b>With no allowance recorded:</b>				
Commercial and industrial	\$			
Construction and land development	2,538	(54)	2,484	
Commercial real estate:				
Owner occupied				
Other	1,592	(51)	1,541	
Total commercial real estate	1,592	(51)	1,541	
Residential real estate:				
Consumer mortgages	1,072	(27)	1,045	
Investment property	356		356	
Total residential real estate	1,428	(27)	1,401	
Consumer installment				
Total	\$ 5,558	(132)	5,426	
<b>With allowance recorded:</b>				
Commercial and industrial	\$	528	521	\$ 277
Construction and land development	1,618	(7)	1,618	123
Commercial real estate:				
Owner occupied	3,124	(35)	3,089	765
Other				
Total commercial real estate	3,124	(35)	3,089	765
Residential real estate:				
Consumer mortgages	1,073	(56)	1,017	144
Investment property				
Total residential real estate	1,073	(56)	1,017	144
Consumer installment				
Total	\$ 6,343	(98)	6,245	\$ 1,309
<b>Total impaired loans</b>	<b>\$ 11,901</b>	<b>(230)</b>	<b>11,671</b>	<b>\$ 1,309</b>

(1) Unpaid principal balance represents the contractual obligation due from the customer.

(2) Charge-offs and payments applied represents cumulative charge-offs taken, as well as interest payments that have been applied against the outstanding principal balance.

(3) Recorded investment represents the unpaid principal balance less charge-offs and payments applied; it is shown before any related allowance for loan losses.



**Table of Contents**

The following table provides the average recorded investment in impaired loans and the amount of interest income recognized on impaired loans after impairment by portfolio segment and class.

	Year ended December 31, 2011	
	Average recorded investment	Total interest income recognized
<i>(In thousands)</i>		
<b>Impaired loans:</b>		
Commercial and industrial	\$ 316	9
Construction and land development	4,136	
Commercial real estate:		
Owner occupied	1,828	24
Other	2,374	
Total commercial real estate	4,202	24
Residential real estate:		
Consumer mortgages	1,376	
Investment property	146	
Total residential real estate	1,522	
Consumer installment		
Total	\$ 10,176	33

For the years ended December 31, 2010 and 2009, the average recorded investments in impaired loans were \$9.2 million and \$4.0 million, respectively. Total interest income recognized on impaired loans for the years ended December 31, 2010, and 2009 was not material.

**Troubled Debt Restructurings**

Impaired loans also included TDRs. In the normal course of business, management may grant concessions to borrowers who are experiencing financial difficulty. A concession may include, but is not limited to, reduction of the stated interest rate of the loan, reduction of accrued interest, extension of the maturity date or reduction of the face amount or maturity amount of the debt. A concession has been granted when, as a result of the restructuring, the Bank does not expect to collect all amounts due, including interest at the original stated rate. A concession may have also been granted if the debtor is not able to access funds elsewhere at a market rate for debt with similar risk characteristics as the restructured debt. The Company's determination of whether a loan modification is a TDR, the Company considers the individual facts and circumstances surrounding each modification. As part of the credit approval process, the restructured loans are evaluated for adequate collateral protection in determining the appropriate accrual status at the time of restructuring.

Similar to other impaired loans, TDRs are measured for impairment based on the present value of expected payments using the loan's original effective interest rate as the discount rate, or the fair value of the collateral, less selling costs if the loan is collateral dependent. If the recorded investment in the loan exceeds the measure of fair value, impairment is recognized by establishing a valuation allowance as part of the allowance for loan losses or a charge-off to the allowance for loan losses. In periods subsequent to the modification, all TDRs are evaluated, including those that have payment defaults, for possible impairment.

At December 31, 2011 and 2010, the Company had impaired loans classified as TDRs of \$9.6 million and \$7.6 million, respectively. At December 31, 2011 the Company had \$1.1 million in accruing TDRs. The Company had no accruing TDRs at December 31, 2010. For impaired loans classified as TDRs, the related allowance for loan losses was approximately \$1.0 million at both December 31, 2011 and 2010. At December 31, 2011, there were no significant outstanding commitments to advance additional funds to customers whose loans had been restructured.

Effective July 1, 2011, the Company adopted ASU 2011-02, *A Creditor's Determination of Whether a Restructuring is a Troubled Debt Restructuring*. See Note 1. As such, the Company reassessed all restructurings that occurred on or after January 1, 2011 for identification and

disclosure as TDRs.

**Table of Contents**

The following table summarizes the recorded investment in loans modified in a TDR both before and after their modification during the respective period.

	Year ended December 31, 2011		
	Number of contracts	Pre-modification outstanding recorded investment	Post-modification outstanding recorded investment
<i>(\$ in thousands)</i>			
<b>TDRs:</b>			
Commercial and industrial	2	\$ 791	523
Construction and land development	3	4,925	4,894
Commercial real estate:			
Owner occupied	5	3,127	2,840
Other	1	1,229	1,229
Total commercial real estate	6	4,356	4,069
Residential real estate:			
Consumer mortgages			
Investment property	1	391	391
Total residential real estate	1	391	391
Consumer installment			
Total	12	\$ 10,463	9,877

The majority of the loans modified in a TDR during the year ended December 31, 2011 included delays in required payments of principal and/or interest or where the only concession granted by the Company was that the interest rate at renewal was not considered to be a market rate. Only two modifications during the year ended December 31, 2011 were A/B note restructurings, where the B note was charged off. Total charge-offs related to B notes during the year ended December 31, 2011 were approximately \$0.6 million. Other decreases in the post modification outstanding recorded investment were due to principal payments made by the borrower at the date of modification. In certain circumstances, the Company may require the borrower to reduce the principal balance in order to grant an extension or renewal of the loan.

The following table summarizes the recorded investment in loans modified in a TDR within 2011 for which there was a payment default (defined as 90 days or more past due) during the respective period.

	Year ended December 31, 2011	
	Number of Contracts	Recorded investment
<i>(\$ in thousands)</i>		
<b>TDRs:</b>		
Commercial and industrial		\$0.00
Construction and land development		\$0.00
Commercial real estate:		
Owner occupied	2	1,172
Other	1	1,201
Total commercial real estate	3	2,373
Residential real estate:		
Consumer mortgages		

Investment property

Total residential real estate  
Consumer installment

Total	3	2,373
-------	---	-------

**Table of Contents****NOTE 7: PREMISES AND EQUIPMENT**

Premises and equipment at December 31, 2011 and 2010 is presented below.

	<b>December 31</b>	
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>
Land	\$ 4,983	4,678
Buildings and improvements	7,784	6,708
Furniture, fixtures, and equipment	3,200	3,290
Total premises and equipment	15,967	14,676
Less: accumulated depreciation	(6,622)	(6,571)
Premises and equipment, net	\$ 9,345	8,105

Depreciation expense was approximately \$328 thousand, \$319 thousand, and \$320 thousand for the years ended December 31, 2011, 2010 and 2009, respectively, and is a component of net occupancy and equipment expense in the consolidated statements of earnings.

**NOTE 8: MORTGAGE SERVICING RIGHTS, NET**

Mortgage servicing rights (MSRs) are recognized based on the fair value of the servicing rights on the date the corresponding mortgage loans are sold. An estimate of the Company's MSRs is determined using assumptions that market participants would use in estimating future net servicing income, including estimates of prepayment speeds, discount rate, default rates, cost to service, escrow account earnings, contractual servicing fee income, ancillary income, and late fees. Subsequent to the date of transfer, the Company has elected to measure its MSRs under the amortization method. Under the amortization method, MSRs are amortized in proportion to, and over the period of, estimated net servicing income.

The Company has recorded MSRs related to loans sold without recourse to Fannie Mae. The Company generally sells conforming, fixed-rate, closed-end, residential mortgages to Fannie Mae. MSRs are included in other assets on the accompanying Consolidated Balance Sheets.

The change in amortized MSRs and the related valuation allowance for the years ended December 31, 2011 and 2010, is presented below.

	<b>Year ended December 31</b>		
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
Beginning balance	\$ 1,189	834	
Additions, net	415	524	914
Amortization expense	(242)	(169)	(80)
Change in valuation allowance	(117)		
Ending balance	\$ 1,245	1,189	834
<b>Fair value of amortized MSRs:</b>			
Beginning of period	1,335	978	
End of period	\$ 1,245	1,335	978

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

The Company periodically evaluates MSR's for impairment. Impairment is determined by stratifying MSR's into groupings based on predominant risk characteristics, such as interest rate and loan type. If, by individual stratum, the carrying amount of the MSR's exceeds fair value, a valuation allowance is established. The valuation allowance is adjusted as the fair value changes. Changes in the valuation allowance are recognized in earnings as a component of mortgage lending income. At December 31, 2011, the Company recorded a valuation allowance of \$117,000, and at December 31, 2010, there was no valuation allowance recorded for MSR's.

**Table of Contents**

Data and assumptions used in the fair value calculation related to MSR's at December 31, 2011 and 2010, respectively, are presented below.

	<b>December 31</b>	
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>
Unpaid principal balance	\$ 196,069	157,929
Weighted average prepayment speed (CPR)	17.8 %	12.1
Discount rate (annual percentage)	11.0 %	11.0
Weighted average coupon interest rate	4.4 %	4.6
Weighted average remaining maturity (months)	276	289
Weighted average servicing fee (basis points)	25.0	25.0

At December 31, 2011, the weighted average amortization period for MSR's was 4.27 years. Estimated amortization expense for each of the next five years is presented below.

<i>(Dollars in thousands)</i>	<b>December 31, 2011</b>	
2012	\$	309
2013		247
2014		192
2015		148
2016		114

**NOTE 9: DEPOSITS**

At December 31, 2011, the scheduled maturities of certificates of deposit and other time deposits are presented below.

<i>(Dollars in thousands)</i>	<b>December 31, 2011</b>	
2012	\$	157,841
2013		60,158
2014		25,559
2015		19,308
2016		8,065
Thereafter		10,431
Total certificates of deposit and other time deposits	\$	281,362

Additionally, at December 31, 2011 and 2010, approximately \$169.2 and \$190.3 million, respectively, of certificates of deposit and other time deposits were issued in denominations of \$100,000 or greater.

At December 31, 2011 and 2010, the amount of deposit accounts in overdraft status that were reclassified to loans on the accompanying consolidated balance sheets was not material.





**Table of Contents****NOTE 10: SHORT-TERM BORROWINGS**

At December 31, 2011, 2010 and 2009, the composition of short-term borrowings is presented below.

<i>(Dollars in thousands)</i>	2011		2010		2009	
	Amount	Weighted Avg. Rate	Amount	Weighted Avg. Rate	Amount	Weighted Avg. Rate
<b>Federal funds purchased:</b>						
As of December 31	\$ 6	1.00 %	\$ 1,125	0.94 %	\$ 12,450	0.93
Average during the year					498	0.88 %
Maximum outstanding at any month-end					12,450	
<b>Securities sold under agreements to repurchase:</b>						
As of December 31	\$ 2,805	0.50 %	\$ 2,685	0.50 %	\$ 3,510	0.50 %
Average during the year	2,416	0.50 %	2,404	0.50 %	10,292	0.50 %
Maximum outstanding at any month-end	2,936		2,858		15,224	

Federal funds purchased represent unsecured overnight borrowings from other financial institutions by the Bank. The Bank had available federal fund lines totaling \$40.0 million with none outstanding at December 31, 2011.

Securities sold under agreements to repurchase represent short-term borrowings with maturities less than one year collateralized by a portion of the Company's securities portfolio. Securities with an aggregate carrying value of \$4.3 million and \$5.0 million at December 31, 2011 and 2010, respectively, were pledged to secure securities sold under agreements to repurchase.

**NOTE 11: LONG-TERM DEBT**

At December 31, 2011 and 2010, the composition of long-term debt is presented below.

<i>(Dollars in thousands)</i>	2011		2010	
	Amount	Weighted Avg. Rate	Amount	Weighted Avg. Rate
FHLB advances, due 2012 to 2018	\$ 63,096	3.93 %	\$ 71,114	3.88 %
Securities sold under agreements to repurchase, due 2017	15,000	4.21	15,000	4.21
Subordinated debentures, due 2033	7,217	3.38	7,217	3.38
<b>Total long-term debt</b>	<b>\$ 85,313</b>	<b>3.93 %</b>	<b>\$ 93,331</b>	<b>3.90 %</b>

The Bank had \$63.1 million and \$71.1 million of FHLB advances with original maturities greater than one year at December 31, 2011 and 2010, respectively. Securities with an aggregate carrying value of \$33.0 million and \$52.8 million and certain qualifying residential mortgage loans with an aggregate carrying value of \$51.8 million and \$48.9 million at December 31, 2011 and 2010, respectively, were pledged to secure long-term FHLB advances.

The Bank had \$15.0 million in securities sold under agreements to repurchase with an original maturity greater than one year at December 31, 2011 and 2010. Securities with an aggregate carrying value of \$19.0 million at December 31, 2011 and 2010 were pledged to secure long-term securities sold under agreements to repurchase.

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

The Company formed Auburn National Bancorporation Capital Trust I, a wholly-owned statutory business trust, in 2003. The Trust issued \$7.0 million of trust preferred securities that were sold to third parties. The proceeds from the sale of the trust preferred securities and trust common securities that we hold, were used to purchase subordinated debentures of \$7.2 million from the Company, which are presented as long-term debt in the consolidated balance sheets and qualify for inclusion in Tier 1 capital for regulatory capital purposes, subject to certain limitations. The debentures mature on December 31, 2033 and may be redeemed on or after December 31, 2008.

**Table of Contents**

The following is a schedule of annual maturities of long-term debt:

<i>(Dollars in thousands)</i>	2012	2013	2014	2015	2016	Thereafter	Total
FHLB advances	\$ 18	15,018	20,018	18,018	18	10,006	63,096
Securities sold under agreements to repurchase						15,000	15,000
Subordinated debentures						7,217	7,217
Total long-term debt	\$ 18	15,018	20,018	18,018	18	32,223	85,313

**NOTE 12: OTHER COMPREHENSIVE INCOME (LOSS)**

Comprehensive income is defined as the change in equity from all transactions other than those with shareholders, and it includes net earnings and other comprehensive income (loss). Other comprehensive income (loss) for the years ended December 31, 2011, 2010 and 2009, is presented below.

<i>(In thousands)</i>	Pre-tax amount	Tax benefit (expense)	Net of tax amount
<b>2011:</b>			
Unrealized net holding loss on other-than-temporarily impaired securities due to factors other than credit	\$ (130)	48	(82)
Unrealized net holding gain on all other securities	11,187	(4,128)	7,059
Reclassification adjustment for net gain on securities recognized in net earnings	(878)	324	(554)
Other comprehensive income	\$ 10,179	(3,756)	6,423
<b>2010:</b>			
Unrealized net holding loss on other-than-temporarily impaired securities due to factors other than credit	\$ (210)	77	(133)
Unrealized net holding loss on all other securities	(2,032)	751	(1,281)
Reclassification adjustment for net gain on securities recognized in net earnings	(1,423)	525	(898)
Other comprehensive loss	\$ (3,665)	1,353	(2,312)
<b>2009:</b>			
Unrealized net holding loss on other-than-temporarily impaired securities due to factors other than credit	\$ (257)	95	(162)
Unrealized net holding loss on all other securities	(4,226)	1,559	(2,667)
Reclassification adjustment for net loss on securities recognized in net earnings	3,703	(1,366)	2,337
Other comprehensive loss	\$ (780)	288	(492)

**Table of Contents****NOTE 13: INCOME TAXES**

For the years ended December 31, 2011, 2010, and 2009 the components of income tax expense (benefit) from continuing operations are presented below.

	<b>Year ended December 31</b>		
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
Current income taxes:			
Federal	\$ 72	1,290	1,563
State	353	285	287
Total current income taxes	425	1,575	1,850
Deferred income taxes:			
Federal	(344)	(698)	(1,930)
State	(24)	(79)	(260)
Total deferred income taxes	(368)	(777)	(2,190)
Total income tax expense (benefit)	\$ 57	798	(340)

Total income tax expense differs from the amounts computed by applying the statutory federal income tax rate of 34% to earnings before income taxes. A reconciliation of the differences for the years ended December 31, 2011, 2010, and 2009, is presented below. As discussed in Footnote 1, income tax expense for the year ended December 31, 2009 included a \$281 thousand tax benefit related to the correction of an error in prior periods. The error resulted from the incorrect calculation of tax basis for certain available-for-sale securities, primarily related to periods prior to January 1, 2007.

	<b>2011</b>		<b>2010</b>		<b>2009</b>	
<i>(Dollars in thousands)</i>	<b>Amount</b>	<b>Percent of pre-tax earnings</b>	<b>Amount</b>	<b>Percent of pre-tax earnings</b>	<b>Amount</b>	<b>Percent of pre-tax earnings</b>
Earnings before income taxes	\$ 5,595		6,144		2,064	
Income taxes at statutory rate	1,902	34.0 %	2,089	34.0%	702	34.0 %
Tax-exempt interest	(1,028)	(18.4)	(1,042)	(17.0)	(939)	(45.5)
State income taxes, net of federal tax effect	183	3.3	151	2.5	44	2.1
Low-income housing credit	(891)	(15.9)	(220)	(3.6)	(228)	(11.0)
Bank owned life insurance	(157)	(2.8)	(154)	(2.5)	(144)	(7.0)
Change in valuation allowance					505	24.5
Correction of prior period error					(281)	(13.6)
Other	48	0.9	(26)	(0.4)	1	
Total income tax expense (benefit)	\$ 57	1.0%	798	13.0%	(340)	(16.5)%

The Company had net deferred tax assets of \$2.4 million and \$5.8 million at December 31, 2011 and 2010, respectively. The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities at December 31, 2011 and 2010 are presented below:

**Table of Contents**

	<b>December 31</b>	
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>
Deferred tax assets:		
Allowance for loan losses	\$ 2,553	2,832
Premises and equipment	3	
Securities	1,209	1,549
Unrealized loss on securities		1,288
Other real estate owned	1,182	466
Capital loss carry-forwards	505	505
Tax credit carry-forwards	277	108
Other	333	401
<b>Total deferred tax assets</b>	<b>6,062</b>	<b>7,149</b>
Less: valuation allowance for nondeductible capital losses	(505)	(505)
<b>Total deferred tax assets less valuation allowance</b>	<b>5,557</b>	<b>6,644</b>
Deferred tax liabilities:		
Premises and equipment		59
Unrealized gain on securities	2,468	
Originated mortgage servicing rights	459	439
Other	205	333
<b>Total deferred tax liabilities</b>	<b>3,132</b>	<b>831</b>
<b>Net deferred tax asset</b>	<b>\$ 2,425</b>	<b>5,813</b>

At December 31, 2011, the Company had capital loss carry-forwards of approximately \$0.5 million that expire in 2014. The Company's capital loss carry-forwards at December 31, 2011 and 2010, respectively, were primarily attributable to a capital loss for income tax purposes related to its investments in the common stock of Silverton Financial Services, Inc, the holding company of Silverton Bank, which failed on May 1, 2009.

A valuation allowance is recognized for a deferred tax asset if, based on the weight of available evidence, it is more-likely-than-not that some portion of the entire deferred tax asset will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. Management considers the scheduled reversal of deferred tax liabilities, projected future taxable income and tax planning strategies in making this assessment.

The Company had a valuation allowance for deferred tax assets of approximately \$0.5 million at December 31, 2011 and 2010, respectively, which reduced its deferred tax asset related to capital loss carry-forwards to an amount that management believes will more-likely-than-not be realized. Based upon the level of historical taxable income and projection for future taxable income over the periods which the temporary differences resulting in the remaining deferred tax assets are deductible, management believes it is more-likely-than-not that the Company will realize the benefits of its remaining deferred tax assets at December 31, 2011. The amount of the deferred tax assets considered realizable, however, could be reduced in the near term if estimates of future taxable income are reduced.

The change in the net deferred tax asset for the years ended December 31, 2011, 2010, and 2009, is presented below.

	<b>Year ended December 31</b>		
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
<b>Net deferred tax asset:</b>			
Balance, beginning of year	\$ 5,813	3,683	1,205

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Deferred tax benefit related to continuing operations	368	777	2,190
Stockholders' equity, for accumulated other comprehensive (income) loss	(3,756)	1,353	288
Balance, end of year	\$ 2,425	5,813	3,683

**Table of Contents**

ASC 740 defines the threshold for recognizing the benefits of tax return positions in the financial statements as more-likely-than-not to be sustained by the taxing authority. This section also provides guidance on the de-recognition, measurement, and classification of income tax uncertainties in interim periods. As of December 31, 2011, the Company had no unrecognized tax benefits related to federal or state income tax matters. The Company does not anticipate any material increase or decrease in unrecognized tax benefits during 2012 relative to any tax positions taken prior to December 31, 2011. As of December 31, 2011, the Company has accrued no interest and no penalties related to uncertain tax positions. It is the Company's policy to recognize interest and penalties related to income tax matters in income tax expense.

The Company and its subsidiaries file consolidated U.S. federal and State of Alabama income tax returns. The Company is currently open to audit under the statute of limitations by the Internal Revenue Service and the State of Alabama for the years ended December 31, 2008 through 2011.

**NOTE 14: EMPLOYEE BENEFIT PLAN**

The Company has a 401(k) Plan that covers substantially all employees. Participants may contribute up to 10% of eligible compensation subject to certain limits based on federal tax laws. The Company's matching contributions to the Plan are determined by the board of directors. Participants become 20% vested in their accounts after two years of service and 100% vested after six years of service. Company matching contributions to the Plan were \$110 thousand, \$113 thousand, and \$120 thousand for the years ended December 31, 2011, 2010 and 2009, respectively, and are included in salaries and benefits expense.

**NOTE 15: DERIVATIVE INSTRUMENTS**

Financial derivatives are reported at fair value in other assets or other liabilities. The accounting for changes in the fair value of a derivative depends on whether it has been designated and qualifies as part of a hedging relationship. For derivatives not designated as part of a hedging relationship, the gain or loss is recognized in current earnings. From time to time, the Company may enter into interest rate swaps (swaps) to facilitate customer transactions and meet their financing needs. Upon entering into these instruments to meet customer needs, the Company enters into offsetting positions in order to minimize the risk to the Company. These swaps qualify as derivatives, but are not designated as hedging instruments. At December 31, 2011, the Company had no derivative contracts to assist in managing its interest rate sensitivity.

Interest rate swap contracts involve the risk of dealing with counterparties and their ability to meet contractual terms. When the fair value of a derivative instrument contract is positive, this generally indicates that the counterparty or customer owes the Company, and results in credit risk to the Company. When the fair value of a derivative instrument contract is negative, the Company owes the customer or counterparty and therefore, has no credit risk.

A summary of the Company's interest rate swaps as of and for the year end December 31, 2011 is presented below.

		<b>Other Assets</b>	<b>Other Liabilities</b>	<b>Other noninterest income</b>
			<b>Estimated Fair Value</b>	
<i>(Dollars in thousands)</i>	<b>Notional</b>	<b>Estimated Fair Value</b>	<b>Fair Value</b>	<b>Gains (Losses)</b>
<b>Interest rate swap agreements:</b>				
Pay fixed / receive variable	\$ 5,717		1,325	\$ (224)
Pay variable / receive fixed	5,717	1,325		224
Total interest rate swap agreements	\$ 11,434	1,325	1,325	\$



**Table of Contents****NOTE 16: COMMITMENTS AND CONTINGENT LIABILITIES*****Credit-Related Financial Instruments***

The Company is party to credit related 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 extend credit and standby letters of credit. Such commitments involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the consolidated balance sheets.

The Company's exposure to credit loss is represented by the contractual amount of these commitments. The Company follows the same credit policies in making commitments as it does for on-balance sheet instruments.

At December 31, 2011 and 2010, the following financial instruments were outstanding whose contract amount represents credit risk:

	<b>December 31</b>	
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>
Commitments to extend credit	\$ 45,882	\$ 41,747
Standby letters of credit	8,212	7,785
Commitments to fund affordable housing investments		4,378

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the agreement. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. The commitments for lines of credit may expire without being drawn upon. Therefore, total commitment amounts do not necessarily represent future cash requirements. The amount of collateral obtained, if it is deemed necessary by the Company, is based on management's credit evaluation of the customer.

Standby letters of credit are conditional commitments issued by the Company to guarantee the performance of a customer to a third party. Those letters of credit are primarily issued to support public and private borrowing arrangements. Essentially all letters of credit issued have expiration dates within one year. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The Company holds various assets as collateral supporting those commitments for which collateral is deemed necessary. The Company has recorded a liability for the estimated fair value of these standby letters of credit in the amount of \$69 thousand and \$54 thousand at December 31, 2011 and 2010, respectively.

Periodically, the Company may invest in various limited partnerships that sponsor affordable housing projects in its primary markets and surrounding areas as a means of supporting local communities. When commitments to fund affordable housing investments are contingent upon a future event, a liability must be recognized when that contingent event becomes probable. At December 31, 2011, the Company had no commitments related to affordable housing investments. At December 31, 2010, the Company had \$4.4 million in total unfunded commitments outstanding related to affordable housing, of which \$1.9 million was included in other liabilities. For further discussion of the Company's involvement with affordable housing investments, see Note 3, Variable Interest Entities.

***Other Commitments***

Minimum lease payments under leases classified as operating leases due in each of the five years subsequent to December 31, 2011, are as follows: 2012, \$252 thousand; 2013, \$154 thousand; 2014, \$53 thousand; 2015, \$37 thousand; 2016, none.

***Contingent Liabilities***

The Company and the Bank are involved in various legal proceedings, arising in connection with their business. In the opinion of management, based upon consultation with legal counsel, the ultimate resolution of these proceeding will not have a material adverse affect upon the consolidated financial condition or results of operations of the Company and the Bank.



---

**Table of Contents****NOTE 17: FAIR VALUE DISCLOSURES**

Fair value is defined by FASB ASC 820, *Fair Value Measurements and Disclosures*, as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (an exit-price approach). FASB ASC 820 establishes a hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset or liability developed based on market data obtained from sources independent of the Company. Unobservable inputs are inputs that reflect the Company's assumptions about the inputs market participants would use in pricing the asset or liability developed based on the best information available in the circumstances. The hierarchy is broken down into three levels based on the reliability of inputs as follows:

Level 1 inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.

Level 2 inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument.

Level 3 inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The Company's assets and liabilities recorded at fair value have been categorized based upon the fair value hierarchy within FASB ASC 820.

*Securities* Securities available-for-sale are recorded at fair value on a recurring basis. Where quoted prices are available in an active market, securities are classified within Level 1 of the valuation hierarchy. Level 1 securities would include highly liquid government securities such as U.S. Treasuries and exchange-traded equity securities.

When instruments are traded in secondary markets and quoted market prices are not available, the Company generally relies on prices obtained from independent vendors. Vendors compile prices from various sources and often apply matrix pricing for similar securities. The Company has evaluated the pricing methodologies used by the vendors and maintains internal processes that periodically test the valuations provided. Securities measured with these valuation techniques are generally classified within Level 2 of the valuation hierarchy and often involve using quoted market prices for similar securities, pricing models or discounted cash flow analyses using inputs observable in the market where available. Examples include U.S. government agency securities, residential mortgage-backed securities, and securities of U.S. states and political subdivisions.

Security fair value measurements using significant inputs that are unobservable in the market due to limited activity or a less liquid market are classified within Level 3 of the valuation hierarchy. Such measurements include securities valued using models or a combination of valuation techniques such as weighting of models and vendor or broker pricing, where the unobservable inputs are significant to the overall fair value measurement. Securities classified as Level 3 include pooled and individual issuer trust preferred securities.

*Loans held for sale* Loans held for sale are carried at the lower of cost or estimated fair value and are subjected to nonrecurring fair value adjustments. Estimated fair value is determined on the basis of the current market value of similar loans. All of the Company's loans held for sale are classified within Level 2 of the valuation hierarchy.

*Loans, net* Loans considered impaired under FASB ASC 310-10-35, *Receivables*, are loans for which, based on current information and events, it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan agreement. Impaired loans are subject to nonrecurring fair value adjustments to reflect (1) partial write-downs that are based on the observable market price or current appraised value of the collateral, or (2) the full charge-off of the loan carrying value. All of the Company's impaired loans are classified within Level 3 of the valuation hierarchy.

*Other real estate* Other real estate, consisting of properties obtained through foreclosure or in satisfaction of loans, are initially recorded at the lower of the loan's carrying amount or the fair value less costs to sell upon transfer of the loans to other real estate. Subsequently, other real estate is carried at the lower of carrying value or fair value less costs to sell. Fair value is generally determined on the basis of current appraisals, comparable sales, and other estimates of value obtained principally from independent sources, adjusted for estimated selling costs. All of the Company's other real estate is classified within Level 3 of the valuation hierarchy.

**Table of Contents**

*Other assets* The Company has certain financial assets carried at fair value on a recurring basis, including interest rate swap agreements. The carrying amount of interest rate swap agreements is based on information obtained from a third party bank. This information is periodically tested by the Company and validated against other third party valuations. If needed, other market participants may be utilized to determine the appropriate fair value. The Company classified these derivative assets within Level 2 of the valuation hierarchy. These swaps qualify as derivatives, but are not designated as hedging instruments. The Company had no derivative contracts to assist in managing interest rate sensitivity at December 31, 2011 or 2010.

Mortgage servicing rights, net, included in other assets on the accompanying consolidated balance sheets, are carried at the lower of cost or estimated fair value and are subjected to nonrecurring fair value adjustments. MSR's do not trade in an active market with readily observable prices. To determine the fair value of MSR's, the Company engages an independent third party. The independent third party's valuation model calculates the present value of estimated future net servicing income using assumptions that market participants would use in estimating future net servicing income, including estimates of prepayment speeds, discount rate, default rates, cost to service, escrow account earnings, contractual servicing fee income, ancillary income, and late fees. Because the valuation of MSR's requires the use of significant unobservable inputs, all of the Company's MSR's are classified within Level 3 of the valuation hierarchy.

*Other liabilities* The Company has certain financial liabilities carried at fair value on a recurring basis, including interest rate swap agreements. The carrying amount of interest rate swap agreements is based on information obtained from a third party bank. This information is periodically tested by the Company and validated against other third party valuations. If needed, other market participants may be utilized to determine the appropriate fair value. The Company classified these derivative liabilities within Level 2 of the valuation hierarchy. These swaps qualify as derivatives, but are not designated as hedging instruments. The Company had no derivative contracts to assist in managing interest rate sensitivity at December 31, 2011 or 2010.

**Table of Contents****Assets and liabilities measured at fair value on a recurring basis**

The following table presents the balances of the assets and liabilities measured at fair value on a recurring basis as of December 31, 2011 and 2010, respectively, by caption, on the Consolidated Balance Sheets by FASB ASC 820 valuation hierarchy (as described above).

<i>(Dollars in thousands)</i>	Amount	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<b>December 31, 2011:</b>				
Securities available-for-sale:				
Agency obligations	\$ 51,085		51,085	
Agency RMBS	164,798		164,798	
State and political subdivisions	81,713		81,713	
Trust preferred securities:				
Pooled	100			100
Individual issuer	1,886			1,886
Total securities available-for-sale	299,582		297,596	1,986
Other assets <sup>(1)</sup>	1,325		1,325	
<b>Total assets at fair value</b>	<b>\$ 300,907</b>		<b>298,921</b>	<b>1,986</b>
Other liabilities <sup>(1)</sup>	1,325		1,325	
<b>Total liabilities at fair value</b>	<b>\$ 1,325</b>		<b>1,325</b>	
<b>December 31, 2010:</b>				
Securities available-for-sale:				
Agency obligations	\$ 90,471		90,471	
Agency RMBS	143,144		143,144	
State and political subdivisions	76,766		76,766	
Trust preferred securities:				
Pooled	20			20
Individual issuer	2,129			2,129
Corporate debt	2,690	2,690		
Total securities available-for-sale	315,220	2,690	310,381	2,149
Other assets <sup>(1)</sup>	1,101		1,101	
<b>Total assets at fair value</b>	<b>\$ 316,321</b>	<b>2,690</b>	<b>311,482</b>	<b>2,149</b>
Other liabilities <sup>(1)</sup>	1,101		1,101	
<b>Total liabilities at fair value</b>	<b>\$ 1,101</b>		<b>1,101</b>	

<sup>(1)</sup> Represents the fair value of interest rate swap agreements.

**Level changes in fair value measurements**

Transfers between levels of the fair value hierarchy are recognized on the actual date of the event or circumstances that caused the transfer, which generally coincides with the Corporation's monthly and/or quarterly valuation process. The Company monitors the valuation techniques utilized for each category of financial assets and liabilities to ascertain when transfers between levels have been affected. The nature of the Company's financial assets and liabilities generally is such that transfers in and out of any level are expected to be rare. For the year ended December 31, 2011, there were no transfers between levels.

For the year ended December 31, 2010, the Company determined that its corporate debt securities should be transferred from Level 2 and classified as Level 1. The Company disposed of these corporate debt securities during the first two weeks of January 2011. Due to the proximity between December 31, 2010 and the respective trade dates for these corporate debt securities sold, the Company determined that the trade price for each security approximated its fair value at December 31, 2010. For the year ended December 31, 2010 there were no other transfers between levels.

**Table of Contents**

The following is a reconciliation of the beginning and ending balances of recurring fair value measurements for trust preferred securities and corporate debt securities, as applicable, recognized in the accompanying Consolidated Balance Sheets using Level 3 inputs:

<i>(Dollars in thousands)</i>	<b>Year ended December 31</b>		
	<b>2011</b>	<b>2010</b>	<b>2009</b>
Beginning balance	\$ 2,149	\$ 1,463	\$ 8,705
Total realized and unrealized gains and (losses):			
Included in net earnings	(338)	(1,218)	(5,234)
Included in other comprehensive income	175	1,904	605
Purchases			
Issuances			
Settlements			
Transfers in and/or (out) of Level 3			(2,613)
Ending balance	\$ 1,986	\$ 2,149	\$ 1,463

The transfer from Level 3 to Level 2 during the year ended December 31, 2009 primarily related to corporate debt securities. Due to an increase in trading activity and observable inputs for the Company's corporate debt securities during the year ended December 31, 2009, the fair value measurements for these securities were recognized using Level 2 inputs.

**Assets and liabilities measured at fair value on a nonrecurring basis**

The following table presents the balances of the assets and liabilities measured at fair value on a nonrecurring basis as of December 31, 2011 and 2010, respectively, by caption, on the Consolidated Balance Sheets and by FASB ASC 820 valuation hierarchy (as described above):

<i>(Dollars in thousands)</i>	<b>Amount</b>	<b>Quoted Prices in Active Markets for Identical Assets (Level 1)</b>	<b>Other Observable Inputs (Level 2)</b>	<b>Significant Unobservable Inputs (Level 3)</b>
<b>December 31, 2011:</b>				
Loans held for sale	\$ 3,346		3,346	
Loans, net <sup>(1)</sup>	9,765			9,765
Other real estate owned	7,898			7,898
Other assets <sup>(2)</sup>	1,245			1,245
Total assets at fair value	\$ 22,254		3,346	18,908
<b>December 31, 2010:</b>				
Loans held for sale	\$ 4,281		4,281	
Loans, net <sup>(1)</sup>	10,362			10,362
Other real estate owned	8,125			8,125
Other assets <sup>(2)</sup>	1,189			1,189
Total assets at fair value	\$ 23,957		4,281	19,676

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

- (1) Loans considered impaired under FASB ASC 310-10-35 Receivables. This amount reflects the recorded investment in impaired loans, net of any related allowance for loan losses.
- (2) Represents the carrying value of MSRs, net.



## **Table of Contents**

### **NOTE 18: FAIR VALUE OF FINANCIAL INSTRUMENTS**

FASB ASC 825, *Financial Instruments*, requires disclosure of fair value information about financial instruments, whether or not recognized on the face of the balance sheet, for which it is practicable to estimate that value. The assumptions used in the estimation of the fair value of the Company's financial instruments are explained below.

Where quoted market prices are not available, fair values are based on estimates using discounted cash flow and other valuation techniques. Discounted cash flows can be significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. In that regard, the fair value estimates derived for those assets and liabilities cannot be necessarily substantiated by comparison to independent markets and should not be considered representative of the liquidation value of the Company's financial instruments, but rather a good faith estimate of the fair value of financial instruments held by the Company. FASB ASC 825 excludes certain financial instruments and all nonfinancial instruments from its disclosure requirements.

The following methods and assumptions were used by the Company in estimating the fair value of its financial instruments:

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

Due to their short-term nature, the carrying amounts reported in the balance sheet are assumed to approximate fair value for these assets. For purposes of disclosure, cash equivalents include federal funds sold and other interest bearing bank deposits.

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

Fair value measurement is based upon quoted prices if available. If quoted market prices are not available, estimated fair values are based on quoted market prices of comparable instruments. See Note 5, Securities, and Note 17, Fair Value Disclosures, for additional disclosure related to fair value measurements for securities.

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

Loans held for sale are carried at the lower of cost or estimated fair value and are subjected to nonrecurring fair value adjustments. Estimated fair value is determined on the basis of the current market value of similar loans.

#### ***Loans, net***

The fair value of loans is calculated using discounted cash flows. The discount rates used to determine the present value of the loan portfolio are estimated market discount rates that reflect the credit and interest rate risk inherent in the loan portfolio. This method of estimating fair value does not incorporate the exit-price concept of fair value prescribed by FASB ASC 820 and generally produces a higher value than an exit-price approach. The estimated maturities are based on the Company's historical experience with repayments adjusted to estimate the effect of current market conditions.

#### ***Deposits***

Under FASB ASC 825, the fair value of deposits with no stated maturity, such as noninterest bearing demand deposits, interest bearing demand deposits and savings and certain types of money market accounts, is equal to the amount payable on demand at the reporting date (i.e., their carrying amount). The carrying amounts of variable-rate, fixed-term money market accounts and certificates of deposit approximate their fair values at the reporting date. Fair values for fixed-rate certificates of deposit are estimated using discounted cash flows. The discount rates used are based on estimated market rates for deposits of similar remaining maturities.

#### ***Short-term borrowings***

The fair value of federal funds purchased, securities sold under agreements to repurchase, and other short term borrowings approximate their carrying value.

#### ***Long-term debt***

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

The fair value of the Company's fixed rate long-term debt is estimated using discounted cash flows based on estimated current market rates for similar types of borrowing arrangements. The carrying amount of the Company's variable rate long-term debt approximates its fair value.

**Table of Contents****Derivative Instruments**

From time to time, the Company enters into interest rate swaps to meet the financing, interest rate and equity risk management needs of its customers. The carrying amounts of these derivative instruments represent their fair value.

**Off-balance sheet Instruments**

The fair values of the Company's off-balance-sheet financial instruments are based on fees charged to enter into similar agreements. However, commitments to extend credit do not represent a significant value to the Company until such commitments are funded. The Company has determined that the estimated fair value of commitments to extend credit approximates the carrying amount and is immaterial to the financial statements.

The carrying value and related estimated fair value of the Company's financial instruments at December 31, 2011 and 2010 are presented below.

	December 31, 2011		December 31, 2010	
	Carrying amount	Estimated fair value	Carrying amount	Estimated fair value
<i>(Dollars in thousands)</i>				
<b>Financial Assets:</b>				
Cash and cash equivalents	\$ 55,428	\$ 55,428	\$ 21,424	\$ 21,424
Securities available-for-sale	299,582	299,582	315,220	315,220
Loans held for sale	3,346	3,346	4,281	4,281
Loans, net	363,344	371,433	366,539	372,869
Derivative assets	1,325	1,325	1,101	1,101
<b>Financial Liabilities:</b>				
Deposits	\$ 619,552	\$ 624,835	\$ 607,127	\$ 615,300
Short-term borrowings	2,805	2,805	2,685	2,685
Long-term debt	85,313	93,360	93,331	99,505
Derivative liabilities	1,325	1,325	1,101	1,101

**NOTE 19: RELATED PARTY TRANSACTIONS**

A director of the Company is an officer in a construction company that the Company contracted with during 2011 and 2008 for the construction of two new branch facilities. Total payments made to the construction company under the terms of the construction contracts were \$844 thousand and \$587 thousand for the years ended December 31, 2011 and December 31, 2009, respectively. No payments were made to the construction company for the year ended December 31, 2010.

Another executive officer and director of the Company is the owner of a heating and air conditioning company that the Company contracted with during 2011 for the replacement and improvement of the heating and cooling systems in the Bank's 23,000 square foot operations center. Total payments made to the heating and air conditioning company under the terms of the contract were \$200 thousand for the year ended December 31, 2011.

The Bank has made, and expects in the future to continue to make in the ordinary course of business, loans to directors and executive officers of the Company, the Bank, and their affiliates. In management's opinion, these loans were made in the ordinary course of business at normal credit terms, including interest rate and collateral requirements, and do not represent more than normal credit risk. An analysis of such outstanding loans is presented below.

*(Dollars in thousands)*

**Amount**

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Loans outstanding at December 31, 2010	\$	4,048
New loans/advances		4,749
Repayments		(3,347)
Loans outstanding at December 31, 2011	\$	5,450

During 2011 and 2010, certain executive officers and directors of the Company and the Bank, including companies with which they are affiliated, were deposit customers of the bank. Total deposits for these persons at December 31, 2011 and 2010 amounted to \$18.4 million and \$18.7 million, respectively.

**Table of Contents****NOTE 20: REGULATORY RESTRICTIONS AND CAPITAL RATIOS**

The Company and the Bank are subject to various regulatory capital requirements and policies administered by federal and State of Alabama banking regulators. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a material effect on the consolidated 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 the Company's and Bank's assets, liabilities, and certain off-balance sheet items as calculated under regulatory accounting practices. The Company's and Bank's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors, including anticipated capital needs, and the Federal Reserve is encouraging the maintenance of higher levels of capital well above the minimum ratios and is expected to propose higher capital requirements to implement the Dodd-Frank Act and Basel III capital requirements. Supervisory assessments of capital adequacy may differ significantly from conclusions based solely upon risk-based capital ratios. 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) Tier 1 leverage capital ratio, Tier 1 risk-based ratio and total risk-based ratio. Management believes, as of December 31, 2011, that the Company and the Bank meet all capital adequacy requirements to which they are subject.

As of December 31, 2011, the Bank is 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 I risk-based, and Tier I leverage ratios as set forth in the table. Management has not received any notification from the Company's or the Bank's regulators that changes the Bank's regulatory capital status.

The actual capital amounts and ratios and the aforementioned minimums as of December 31, 2011 and 2010 are presented below.

	00000000	00000000	00000000	00000000	00000000	00000000
			Minimum for capital		Minimum to be	
	Actual		adequacy purposes		well capitalized	
(Dollars in thousands)	Amount	Ratio	Amount	Ratio	Amount	Ratio
<b>At December 31, 2011:</b>						
Tier 1 Leverage Capital						
Auburn National Bancorporation	\$ 68,220	8.82 %	\$ 30,927	4.00 %	N/A	N/A
AuburnBank	67,542	8.75	30,868	4.00	\$ 38,585	5.00 %
Tier 1 Risk-Based Capital						
Auburn National Bancorporation	\$ 68,220	15.40 %	\$ 17,715	4.00 %	N/A	N/A
AuburnBank	67,542	15.23	17,742	4.00	\$ 26,614	6.00 %
Total Risk-Based Capital						
Auburn National Bancorporation	\$ 73,800	16.66 %	\$ 35,430	8.00 %	N/A	N/A
AuburnBank	73,122	16.49	35,485	8.00	\$ 44,356	10.00 %
<b>At December 31, 2010:</b>						
Tier 1 Leverage Capital						
Auburn National Bancorporation	\$ 65,644	8.47 %	\$ 30,999	4.00 %	N/A	N/A
AuburnBank	61,707	8.00	30,835	4.00	\$ 38,544	5.00 %
Tier 1 Risk-Based Capital						
Auburn National Bancorporation	\$ 65,644	14.57 %	\$ 18,017	4.00 %	N/A	N/A
AuburnBank	61,707	13.82	17,863	4.00	\$ 26,795	6.00 %
Total Risk-Based Capital						
Auburn National Bancorporation	\$ 71,269	15.82 %	\$ 36,035	8.00 %	N/A	N/A
AuburnBank	67,332	15.08	35,727	8.00	\$ 44,658	10.00 %

Dividends paid by the Bank are a principal source of funds available to the Company for payment of dividends to its stockholders and for other needs. Applicable federal and state statutes and regulations impose restrictions on the amounts of dividends that may be declared by the subsidiary bank. State law and Federal Reserve policy restrict the Bank

**Table of Contents**

from declaring dividends in excess of the sum of the current year's earnings plus the retained net earnings from the preceding two years without prior approval. In addition to the formal statutes and regulations, regulatory authorities also consider the adequacy of the Bank's total capital in relation to its assets, deposits, and other such items. Capital adequacy considerations could further limit the availability of dividends from the Bank. At December 31, 2011, the Bank could have declared additional dividends of approximately \$4.9 million without prior approval of regulatory authorities. As a result of this limitation, approximately \$66.9 million of the Company's investment in the Bank was restricted from transfer in the form of dividends.

**NOTE 21: AUBURN NATIONAL BANCORPORATION (PARENT COMPANY)**

The Parent Company's condensed balance sheet and related condensed statements of earnings and cash flows are as follows:

**CONDENSED BALANCE SHEETS**

	<b>December 31</b>	
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>
<b>Assets:</b>		
Cash and due from banks	\$ 1,369	804
Investment in bank subsidiary	71,842	59,534
Premises and equipment	170	3,388
Other assets	1,178	575
Total assets	\$ 74,559	64,301
<b>Liabilities:</b>		
Accrued expenses and other liabilities	\$ 1,926	716
Long-term debt	7,217	7,217
Total liabilities	9,143	7,933
Stockholders' equity	65,416	56,368
Total liabilities and stockholders' equity	\$ 74,559	64,301

**CONDENSED STATEMENTS OF EARNINGS**

	<b>Year ended December 31</b>		
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
<b>Income:</b>			
Dividends from bank subsidiary	\$ 3,158	3,085	3,014
Noninterest income	385	417	445
Total income	3,543	3,502	3,459

<b>Expense:</b>			
Interest expense	236	236	236
Noninterest expense	485	577	587
Total expense	721	813	823
Earnings before income tax benefit and equity			
in undistributed earnings of bank subsidiary	2,822	2,689	2,636
Income tax benefit	(31)	(65)	(97)
Earnings before equity in undistributed earnings			
of bank subsidiary	2,853	2,754	2,733
Equity in undistributed (distributed) earnings of bank subsidiary	2,685	2,592	(329)
Net earnings	\$ 5,538	5,346	2,404



**Table of Contents****CONDENSED STATEMENTS OF CASH FLOWS**

	<b>Year ended December 31</b>		
<i>(Dollars in thousands)</i>	<b>2011</b>	<b>2010</b>	<b>2009</b>
<b>Cash flows from operating activities:</b>			
Net earnings	\$ 5,538	5,346	2,404
Adjustments to reconcile net earnings to net cash provided by operating activities:			
Depreciation and amortization	80	106	105
Net decrease in other assets	22	16	11
Net (decrease) increase in other liabilities	(727)	32	(78)
Equity in (undistributed) distributed earnings of bank subsidiary	(2,685)	(2,592)	329
 Net cash provided by operating activities	 2,228	 2,908	 2,771
<b>Cash flows from investing activities:</b>			
Purchases of premises and equipment		(20)	(4)
Proceeds from sale of premises and equipment to bank subsidiary	4,450		
Capital contribution to bank subsidiary	(3,200)		
 Net cash provided by (used in) investing activities	 1,250	 (20)	 (4)
<b>Cash flows from financing activities:</b>			
Stock repurchases		(9)	(90)
Proceeds from sale of treasury stock	1	2	3
Dividends paid	(2,914)	(2,842)	(2,770)
 Net cash used in financing activities	 (2,913)	 (2,849)	 (2,857)
 Net change in cash and cash equivalents	 565	 39	 (90)
Cash and cash equivalents at beginning of period	804	765	855
 <b>Cash and cash equivalents at end of period</b>	 \$ 1,369	 804	 765

**NOTE 22: SUBSEQUENT EVENTS**

The Company sold its interests in three affordable housing limited partnerships with a carrying value of \$5.2 million during January 2012. Net proceeds from the sale of these investments were approximately \$8.5 million. As a result, the Company will recognize a pre-tax gain on sale of \$3.3 million during the first quarter of 2012.

In addition, during January 2012, the Company paid off \$38.0 million in FHLB advances with a weighted average rate of 4.26% and a weighted average duration of 2.6 years. In connection with paying off the FHLB advances, the Company will incur prepayment penalties of approximately \$3.7 million during the first quarter of 2012. Sources available to repay the FHLB advances included net proceeds from the sale of the Company's limited partnership interests and excess liquidity previously invested in federal funds.



---

**Table of Contents**

**PART III**

**ITEM 10. DIRECTORS AND EXECUTIVE OFFICERS OF THE REGISTRANT**

Information required by this item is set forth under the headings Proposal One: Election of Directors Information about Nominees for Directors, and Executive Officers, Additional Information Concerning the Company's Board of Directors and Committees, Executive Compensation, Audit Committee Report and Compliance with Section 16(a) of the Securities Exchange Act of 1934 in the Proxy Statement, and is incorporated herein by reference.

The Board of Directors has adopted a Code of Conduct and Ethics applicable to the Company's directors, officers and employees, including the Company's principal executive officer, principal financial and principal accounting officer, controller and other senior financial officers. The Code of Conduct and Ethics, as well as the charters for the Audit Committee, Compensation Committee, and the Nominating and Corporate Governance Committee, can be found by clicking the heading About Us on the Company's website, [www.auburnbank.com](http://www.auburnbank.com), and then clicking on Corporate Governance. In addition, this information is available in print to any shareholder who requests it. Written requests for a copy of the Company's Code of Conduct and Ethics or the Audit Committee, Compensation Committee, or Nominating and Corporate Governance Committee Charters may be sent to Auburn National Bancorporation, Inc., 100 N. Gay Street, Auburn, Alabama 36830, Attention: Marla Kickliter, Senior Vice President of Compliance and Internal Audit. Requests may also be made via telephone by contacting Marla Kickliter, Senior Vice President of Compliance and Internal Audit, or Laura Carrington, Vice President of Human Resources, at (334) 821-9200.

**ITEM 11. EXECUTIVE COMPENSATION**

Information required by this item is set forth under the headings Additional Information Concerning the Company's Board of Directors and Committees Board Compensation, Compensation Discussion and Analysis, Executive Officers, and Compensation Committee Report in the Proxy Statement, and is incorporated herein by reference.

**ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS**

Information required by this item is set forth under the headings Proposal One: Election of Directors Information about Nominees for Directors and Executive Officers and Stock Ownership by Certain Persons in the Proxy Statement, and is incorporated herein by reference.

As of December 31, 2011 the Company had no compensation plans under which equity securities of the Company are authorized for issuance.

**ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS AND DIRECTOR INDEPENDENCE**

Information required by this item is set forth under the headings Additional Information Concerning the Company's Board of Directors and Committees Committees of the Board of Directors Independent Directors Committee and Certain Transactions and Business Relationships in the Proxy Statement, and is incorporated herein by reference.

**ITEM 14. PRINCIPAL ACCOUNTING FEES AND SERVICES**

Information required by this item is set forth under the heading Independent Public Accountants in the Proxy Statement, and is incorporated herein by reference.

**Table of Contents**

**PART IV**

**ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES**

(a) List of all Financial Statements

The following consolidated financial statements and report of independent registered public accounting firm of the Company are included in this Annual Report on Form 10-K:

Report of Independent Registered Public Accounting Firm

Consolidated Balance Sheets as of December 31, 2011 and 2010

Consolidated Statements of Earnings for the years ended December 31, 2011, 2010, and 2009

Consolidated Statements of Stockholders' Equity and Comprehensive Income for the years ended December 31, 2011, 2010, and 2009

Consolidated Statements of Cash Flows for the years ended December 31, 2011, 2010, and 2009

Notes to the Consolidated Financial Statements

(b) Exhibits

- 3.1. Certificate of Incorporation of Auburn National Bancorporation, Inc. (incorporated by reference from Registrant's Form 10-Q dated June 20, 2002 (File No. 000-26486)).
- 3.2. Amended and Restated Bylaws of Auburn National Bancorporation, Inc., adopted as of November 13, 2007 (incorporated by reference from Registrant's Form 10-K dated March 31, 2008 (File No. 000-26486)).
- 4.1 Junior Subordinated Indenture, dated as of November 4, 2003, between Auburn National Bancorporation, Inc. and Wilmington Trust Company, as trustee (incorporated by reference from Registrant's Form 10-Q dated November 14, 2003 (File No. 000-26486)).
- 4.2 Amended and Restated Trust Agreement, dated as of November 4, 2003, among Auburn National Bancorporation, Inc., as Depositor, Wilmington Trust Company, as Property Trustee, Wilmington Trust Company, as Delaware Trustee and the Administrative Trustees named therein, as Administrative Trustees (incorporated by reference from Registrant's Form 10-Q dated November 14, 2003 (File No. 000-26486)).
- 4.3 Guarantee Agreement dated as of November 4, 2003, between Auburn National Bancorporation, Inc., as Guarantor, and Wilmington Trust Company, as Guarantee Trustee (incorporated by reference from Registrant's Form 10-Q dated November 14, 2003 (File No. 000-26486)).
- 10.2. Lease and Equipment Purchase Agreement, dated September 15, 1987 (incorporated by reference from Registrant's Registration Statement on Form SB-2 (File No. 33-86180)).
- 21.1 Subsidiaries of Registrant
- 31.1 Certification signed by the Chief Executive Officer pursuant to SEC Rule 13a-14(a).

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

- 31.2 Certification signed by the Chief Financial Officer pursuant to SEC Rule 13a-14(a).
- 32.1 Certification Pursuant to 18 U.S.C. Section 1350, As Adopted Pursuant To Section 906 of the Sarbanes-Oxley Act of 2002 by E.L. Spencer, Jr., President, Chief Executive Officer and Chairman of the Board. \*
- 32.2 Certification Pursuant to 18 U.S.C. Section 1350, As Adopted Pursuant To Section 906 of the Sarbanes-Oxley Act of 2002 by David A. Hedges, VP, Controller and Chief Financial Officer.\*
- 101.INS XBRL Instance Document\*\*
- 101.SCH XBRL Taxonomy Extension Schema Document\*\*

**Table of Contents**

101.CAL	XBRL Taxonomy Extension Calculation Linkbase Document**
101.LAB	XBRL Taxonomy Extension Label Linkbase Document**
101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document**
101.DEF	XBRL Taxonomy Extension Definition Linkbase Document**

\* The certifications attached as exhibits 32.1 and 32.2 to this quarterly report on Form 10-Q are furnished to the Securities and Exchange Commission pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 and shall not be deemed filed by the Company for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

\*\* Pursuant to Rule 406T of Regulation S-T, the Interactive Data Files on Exhibit 101 hereto are deemed not filed or part of a registration statement or prospectus for purposes of Sections 11 or 12 of the Securities Act of 1933, as amended, are deemed not filed for purposes of Section 18 of the Securities and Exchange Act of 1934, as amended, and otherwise are not subject to liability under those sections.

(c) Financial Statement Schedules

All financial statement schedules required pursuant to this item were either included in the financial information set forth in (a) above or are inapplicable and therefore have been omitted.

**Table of Contents****SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Auburn, State of Alabama, on March 26, 2012.

AUBURN NATIONAL BANCORPORATION, INC.  
(Registrant)

By: /S/ E. L. SPENCER, JR.  
E. L. Spencer, Jr.

President

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

<b>Signature</b>	<b>Title</b>	<b>Date</b>
<u>/S/ E. L. SPENCER, JR.</u> E. L. Spencer, Jr.	President, CEO and Chairman of the Board (Principal Executive Officer)	March 26, 2012
<u>/S/ DAVID A. HEDGES</u> David A. Hedges	VP, Controller and Chief Financial Officer (Principal Financial and Accounting Officer)	March 26, 2012
<u>/S/ C. WAYNE ALDERMAN</u> C. Wayne Alderman	Director	March 26, 2012
<u>/S/ TERRY W. ANDRUS</u> Terry W. Andrus	Director	March 26, 2012
<u>/S/ J. TUTT BARRETT</u> J. Tutt Barrett	Director	March 26, 2012
<u>/S/ ROBERT W. DUMAS</u> Robert W. Dumas	Director	March 26, 2012
<u>/S/ J. E. EVANS</u> J. E. Evans	Director	March 26, 2012
<u>/S/ WILLIAM F. HAM, JR.</u> William F. Ham, Jr.	Director	March 26, 2012
<u>/S/ DAVID E. HOUSEL</u> David E. Housel	Director	March 26, 2012
<u>/S/ ANNE M. MAY</u>	Director	March 26, 2012

Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Anne M. May

/S/ EDWARD LEE SPENCER, III

Edward Lee Spencer, III

Director

March 26, 2012

/S/ EMIL F. WRIGHT, JR.

Emil F. Wright, Jr.

Director

March 26, 2012

106



**Table of Contents**

**EXHIBIT INDEX**

- 3.1. Certificate of Incorporation of Auburn National Bancorporation, Inc. (incorporated by reference from Registrant's Form 10-Q dated June 20, 2002 (File No. 000-26486)).
  - 3.2. Amended and Restated Bylaws of Auburn National Bancorporation, Inc., adopted as of November 13, 2007 (incorporated by reference from Registrant's Form 10-K dated March 31, 2008 (File No. 000-26486)).
  - 4.1 Junior Subordinated Indenture, dated as of November 4, 2003, between Auburn National Bancorporation, Inc. and Wilmington Trust Company, as trustee (incorporated by reference from Registrant's Form 10-Q dated November 14, 2003 (File No. 000-26486)).
  - 4.2 Amended and Restated Trust Agreement, dated as of November 4, 2003, among Auburn National Bancorporation, Inc., as Depositor, Wilmington Trust Company, as Property Trustee, Wilmington Trust Company, as Delaware Trustee and the Administrative Trustees named therein, as Administrative Trustees (incorporated by reference from Registrant's Form 10-Q dated November 14, 2003 (File No. 000-26486)).
  - 4.3 Guarantee Agreement dated as of November 4, 2003, between Auburn National Bancorporation, Inc., as Guarantor, and Wilmington Trust Company, as Guarantee Trustee (incorporated by reference from Registrant's Form 10-Q dated November 14, 2003 (File No. 000-26486)).
  - 10.2. Lease and Equipment Purchase Agreement, dated September 15, 1987 (incorporated by reference from Registrant's Registration Statement on Form SB-2 (File No. 33-86180)).
  - 21.1 Subsidiaries of Registrant
  - 31.1 Certification signed by the Chief Executive Officer pursuant to SEC Rule 13a-14(a).
  - 31.2 Certification signed by the Chief Financial Officer pursuant to SEC Rule 13a-14(a).
  - 32.1 Certification Pursuant to 18 U.S.C. Section 1350, As Adopted Pursuant To Section 906 of the Sarbanes-Oxley Act of 2002 by E.L. Spencer, Jr., President, Chief Executive Officer and Chairman of the Board. \*
  - 32.2 Certification Pursuant to 18 U.S.C. Section 1350, As Adopted Pursuant To Section 906 of the Sarbanes-Oxley Act of 2002 by David A. Hedges, VP, Controller and Chief Financial Officer.\*
- 
- 101.INS XBRL Instance Document\*\*
  - 101.SCH XBRL Taxonomy Extension Schema Document\*\*
  - 101.CAL XBRL Taxonomy Extension Calculation Linkbase Document\*\*
  - 101.LAB XBRL Taxonomy Extension Label Linkbase Document\*\*
  - 101.PRE XBRL Taxonomy Extension Presentation Linkbase Document\*\*
  - 101.DEF XBRL Taxonomy Extension Definition Linkbase Document\*\*

\* The certifications attached as exhibits 32.1 and 32.2 to this quarterly report on Form 10-Q are furnished to the Securities and Exchange Commission pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 and shall not be deemed filed by the Company for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

\*\*

## Edgar Filing: AUBURN NATIONAL BANCORPORATION, INC - Form 10-K

Pursuant to Rule 406T of Regulation S-T, the Interactive Data Files on Exhibit 101 hereto are deemed not filed or part of a registration statement or prospectus for purposes of Sections 11 or 12 of the Securities Act of 1933, as amended, are deemed not filed for purposes of Section 18 of the Securities and Exchange Act of 1934, as amended, and otherwise are not subject to liability under those sections.