LAKELAND BANCORP INC
Form 10-Q
May 10, 2013
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# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, D.C. 20549

## FORM 10-Q

(Mark one)

# x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 

For the quarterly period ended March 31, 2013
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 000-17820

## LAKELAND BANCORP, INC.

(Exact name of registrant as specified in its charter)

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| New Jersey |  |
| :---: | :---: |
| (State or other jurisdiction of |  |
| incorporation or organization) | $22-2953275$ <br> (I.R.S. Employer |
| 250 Oak Ridge Road, | Identification No.) |
| Oak Ridge, New Jersey |  |
| (Address of principal executive offices) | $(973) 697-2000$ |

(Registrant s telephone number, including area code)
(Former name, former address and former fiscal year, if changed since last report.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter 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 x No ${ }^{\circ}$

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

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 $12 \mathrm{~b}-2$ of the Exchange Act: (Check one):

## Large accelerated filer

Accelerated filer

## APPLICABLE ONLY TO CORPORATE ISSUERS:

Indicate the number of shares outstanding of each of the issuer s classes of common stock, as of the latest practicable date.
As of April 26, 2013 there were 29,864,460 outstanding shares of Common Stock, no par value.

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LAKELAND BANCORP, INC.

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The Securities and Exchange Commission maintains a web site which contains reports, proxy and information statements and other information relating to registrants that file electronically at the address: http:/ / www.sec.gov.

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## Lakeland Bancorp, Inc. and Subsidiaries

## CONSOLIDATED BALANCE SHEETS

|  | March 31,2013 <br> (unaudited) <br> (dollars in thousands except <br> share and per share amounts) |
| :--- | ---: | ---: | ---: |

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

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## Lakeland Bancorp, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF INCOME UNAUDITED

|  | For the Three Months Ended March 31 2013 <br> 2012 <br> (In thousands, except per share data) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME |  |  |  |  |
| Loans, leases and fees | \$ | 24,407 | \$ | 25,458 |
| Federal funds sold and interest-bearing deposits with banks |  | 13 |  | 6 |
| Taxable investment securities and other |  | 1,719 |  | 2,340 |
| Tax-exempt investment securities |  | 430 |  | 490 |
| TOTAL INTEREST INCOME |  | 26,569 |  | 28,294 |
| INTEREST EXPENSE |  |  |  |  |
| Deposits |  | 1,662 |  | 2,256 |
| Federal funds purchased and securities sold under agreements to repurchase |  | 9 |  | 28 |
| Other borrowings |  | 962 |  | 2,064 |
| TOTAL INTEREST EXPENSE |  | 2,633 |  | 4,348 |
| NET INTEREST INCOME |  | 23,936 |  | 23,946 |
| Provision for loan and lease losses |  | 3,183 |  | 4,556 |
| NET INTEREST INCOME AFTER |  |  |  |  |
| PROVISION FOR LOAN AND LEASE LOSSES |  | 20,753 |  | 19,390 |
| NONINTEREST INCOME |  |  |  |  |
| Service charges on deposit accounts |  | 2,522 |  | 2,447 |
| Commissions and fees |  | 1,213 |  | 980 |
| Gains on investment securities |  | 505 |  | 32 |
| Income on bank owned life insurance |  | 313 |  | 339 |
| Other income |  | 498 |  | 259 |
| TOTAL NONINTEREST INCOME |  | 5,051 |  | 4,057 |
| NONINTEREST EXPENSE |  |  |  |  |
| Salaries and employee benefits |  | 9,953 |  | 9,435 |
| Net occupancy expense |  | 1,974 |  | 1,688 |
| Furniture and equipment |  | 1,405 |  | 1,083 |
| Stationery, supplies and postage |  | 370 |  | 336 |
| Marketing expense |  | 288 |  | 470 |
| FDIC insurance expense |  | 513 |  | 555 |
| Legal expense |  | 242 |  | 399 |
| Expenses on other real estate owned and other repossessed assets |  | 19 |  | 38 |
| Long term debt prepayment fee |  | 526 |  |  |
| Merger related expenses |  | 631 |  |  |
| Other expenses |  | 2,306 |  | 2,271 |
| TOTAL NONINTEREST EXPENSE |  | 18,227 |  | 16,275 |
| Income before provision for income taxes |  | 7,577 |  | 7,172 |
| Income tax expense |  | 2,469 |  | 2,201 |


| NET INCOME | \$ | 5,108 | \$ | 4,971 |
| :---: | :---: | :---: | :---: | :---: |
| Dividends on Preferred Stock and Accretion |  |  |  | 620 |
| Net Income Available to Common Stockholders | \$ | 5,108 | \$ | 4,351 |
| PER SHARE OF COMMON STOCK |  |  |  |  |
| Basic earnings | \$ | 0.17 | \$ | 0.16 |
| Diluted earnings | \$ | 0.17 | \$ | 0.16 |
| Dividends | \$ | 0.07 | \$ | 0.06 |

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## Lakeland Bancorp, Inc. and Subsidiaries CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME UNAUDITED

|  | For the Three Months Ended March 31 20132012 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (in thousands) |  |  |  |
| NET INCOME | \$ | 5,108 | \$ | 4,971 |
| OTHER COMPREHENSIVE INCOME, NET OF TAX: |  |  |  |  |
| Unrealized securities gains (losses) during period |  | (251) |  | 131 |
| Less: reclassification for gains included in net income |  | 328 |  | 21 |
| Change in pension liability, net |  | 6 |  | 5 |
| Other Comprehensive Income (Loss) |  | (573) |  | 115 |
| TOTAL COMPREHENSIVE INCOME | \$ | 4,535 | \$ | 5,086 |

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

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Lakeland Bancorp, Inc. and Subsidiaries<br>CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS EQUITY UNAUDITED

Three Months Ended March 31, 2013

|  | Common stock |  |  |  | Accumulated <br> Other |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of Shares | Amount | deficit Stock <br> (dollars in thousands) |  |  |  | ehensive <br> ome | Total |
| BALANCE January 1, 2013 | 29,941,967 | \$ 303,794 | (\$ | 24,145) | (\$2,718) | \$ | 3,936 | \$ 280,867 |
| Net Income |  |  |  | 5,108 |  |  |  | 5,108 |
| Other comprehensive loss, net of tax |  |  |  |  |  |  | (573) | (573) |
| Stock based compensation |  | 185 |  |  |  |  |  | 185 |
| Issuance of restricted stock awards |  | $(1,240)$ |  |  | 1,240 |  |  |  |
| Issuance of stock to dividend reinvestment and stock purchase plan |  | (106) |  | (299) | 449 |  |  | 44 |
| Exercise of stock options, net of excess tax benefits |  | 27 |  |  |  |  |  | 27 |
| Cash dividends, common stock |  |  |  | $(1,781)$ |  |  |  | $(1,781)$ |
| BALANCE March 31, 2013 (UNAUDITED) | 29,941,967 | \$ 302,660 | (\$ | 21,117) | (\$ 1,029) | \$ | 3,363 | \$ 283,877 |

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

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## Lakeland Bancorp, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF CASH FLOWS UNAUDITED

|  | For the Three Months Ended March 31, <br> 20132012 <br> (dollars in thousands) |  |  |
| :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |
| Net income | \$ 5,108 | \$ | 4,971 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Net amortization of premiums, discounts and deferred loan fees and costs | 1,501 |  | 1,803 |
| Depreciation and amortization | 860 |  | 715 |
| Provision for loan and lease losses | 3,183 |  | 4,556 |
| Gains on securities | (505) |  | (32) |
| Gains on sales of other real estate and other repossessed assets | (29) |  | (27) |
| Gains on sales of premises and equipment | (68) |  |  |
| Stock-based compensation | 185 |  | 178 |
| Increase in other assets | (109) |  | (144) |
| Increase in other liabilities | 1,558 |  | 1,555 |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | 11,684 |  | 13,575 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |
| Proceeds from repayments on and maturity of securities: |  |  |  |
| Available for sale | 20,608 |  | 36,189 |
| Held to maturity | 2,543 |  | 8,030 |
| Proceeds from sales of securities |  |  |  |
| Available for sale | 53,670 |  | 16,540 |
| Purchase of securities: |  |  |  |
| Available for sale | $(52,239)$ |  | $(36,483)$ |
| Held to maturity | $(2,609)$ |  | $(5,607)$ |
| Net decrease in Federal Home Loan Bank Stock | 1 |  | 916 |
| Net increase in loans and leases | $(27,428)$ |  | $(36,731)$ |
| Proceeds from sales of other real estate and repossessed assets | 531 |  | 154 |
| Capital expenditures | (696) |  | $(1,906)$ |
| Proceeds from sales of bank premises and equipment | 462 |  |  |
| NET CASH USED IN INVESTING ACTIVITIES | $(5,157)$ |  | $(18,898)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |
| Net increase in deposits | 17,678 |  | 38,475 |
| (Decrease) increase in federal funds purchased and securities sold under agreements to repurchase | $(22,974)$ |  | 24,322 |
| Proceeds from other borrowings |  |  | 130,000 |
| Repayments of other borrowings | $(10,000)$ |  | $(150,000)$ |
| Redemption of preferred stock and common stock warrant |  |  | $(21,800)$ |
| Excess tax benefits | 27 |  | 18 |
| Issuance of stock to dividend reinvestment and stock purchase plan | 44 |  | 77 |
| Dividends paid | $(1,781)$ |  | $(1,506)$ |
| NET CASH (USED IN) PROVIDED BY FINANCING ACTIVITIES | $(17,006)$ |  | 19,586 |
| Net increase (decrease) in cash and cash equivalents | $(10,479)$ |  | 14,263 |
| Cash and cash equivalents, beginning of period | 107,545 |  | 72,558 |

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

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## Notes to Consolidated Financial Statements (Unaudited)

## Note 1. Significant Accounting Policies

## Basis of Presentation.

This quarterly report presents the consolidated financial statements of Lakeland Bancorp, Inc. (the Company) and its subsidiary, Lakeland Bank (Lakeland). The accounting and reporting policies of the Company conform with accounting principles generally accepted in the United States of America (U.S. GAAP) and predominant practices within the banking industry.

The Company s unaudited interim financial statements reflect all adjustments, such as normal recurring accruals that are, in the opinion of management, necessary for the fair presentation of the results of the interim periods. The results of operations for the quarter presented do not necessarily indicate the results that the Company will achieve for all of 2013. You should read these interim financial statements in conjunction with the audited consolidated financial statements and accompanying notes that are presented in the Lakeland Bancorp, Inc. Annual Report on Form 10-K for the year ended December 31, 2012.

The financial information in this quarterly report has been prepared in accordance with the Company s customary accounting practices. Certain information and footnote disclosures required under U.S. GAAP have been condensed or omitted, as permitted by rules and regulations of the Securities and Exchange Commission.

All weighted average, actual share and per share information set forth in this Quarterly Report on Form 10-Q have been adjusted retroactively for the effects of the stock dividends.

Certain reclassifications have been made to prior period financial statements to conform to the 2013 presentation.

## Note 2. Stock-Based Compensation

Share-based compensation expense of $\$ 185,000$ and $\$ 178,000$ was recognized for the three months ended March 31, 2013 and 2012, respectively. As of March 31, 2013, there was unrecognized compensation cost of $\$ 2.0$ million related to unvested restricted stock; that cost is expected to be recognized over a weighted average period of approximately 3.1 years. Unrecognized compensation expense related to unvested stock options was approximately $\$ 20,000$ as of March 31,2013 and is expected to be recognized over a period of 1.2 years.

In the first three months of 2013, the Company granted 99,182 shares of restricted stock at a grant date fair value of $\$ 9.82$ per share under the Company s 2009 equity compensation program. These shares vest over a five year period. Compensation expense on these shares is expected to average approximately $\$ 195,000$ per year for the next five years. In the first three months of 2012, the Company granted 91,269 shares of restricted stock at a grant date fair value of $\$ 9.50$ per share under the 2009 program. Compensation expense on these shares is expected to average approximately $\$ 173,000$ per year over a five year period.

There were no grants of stock options in the first three months of 2013 and 2012.

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Option activity under the Company s stock option plans is as follows:

|  | Number of shares | Weighted average exercise price | Weighted average remaining contractual term (in years) |  | gregate sic value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Outstanding, January 1, 2013 | 475,697 | \$ 12.31 |  | \$ | 53,853 |
| Issued |  |  |  |  |  |
| Exercised |  |  |  |  |  |
| Forfeited | $(3,757)$ | 12.91 |  |  |  |
| Outstanding, March 31, 2013 | 471,940 | \$ 12.31 | 2.28 | \$ | 44,753 |
| Options exercisable at March 31, 2013 | 460,914 | \$ 12.41 | 2.16 | \$ | 26,791 |

The aggregate intrinsic value in the table above represents the total pre-tax intrinsic value (the difference between the Company s closing stock price on the last trading day of the first three months of 2013 and the exercise price, multiplied by the number of in-the-money options).

There were no options exercised in the first three months of 2013 and 2012.
Information regarding the Company s restricted stock (all unvested) and changes during the three months ended March 31, 2013 is as follows:

|  | Number of <br> shares | Weighted <br> average <br> price |
| :--- | ---: | :---: |
| Outstanding, January 1, 2013 | 222,556 | $\$ 9.15$ |
| Granted | 99,182 | 9.82 |
| Vested | $(64,680)$ | 8.59 |
| Forfeited | $(1,909)$ | 9.18 |
|  |  |  |
| Outstanding, March 31, 2013 | 255,149 | $\$$ |

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## Note 3. Comprehensive Income

The components of other comprehensive income are as follows:

| For the quarter ended: | March 31, 2013 |  |  |  |  | March 31, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Before tax amount | Tax Benefit (Expense) (in thousands) |  | Net of tax amount |  | Before tax amount | Tax Benefit (Expense) (in thousands) |  | Net of tax amount |  |
| Net unrealized gains on available for sale securities |  |  |  |  |  |  |  |  |  |  |
| Net unrealized holding gains (losses) arising during period | (\$ 414) | \$ | 163 | (\$ | 251) | \$ 194 | (\$ | 63) | \$ | 131 |
| Less reclassification adjustment for net gains arising during the period | 505 |  | (177) |  | 328 | 32 |  | (11) |  | 21 |
| Net unrealized gains (losses) | (\$919) | \$ | 340 | (\$ | 579) | \$ 162 | (\$ | 52) | \$ | 110 |
| Change in minimum pension liability | 8 |  | (2) |  | 6 | 8 |  | (3) |  | 5 |
| Other comprehensive income (loss), net | (\$911) | \$ | 338 | (\$ | 573) | \$ 170 | (\$ | 55) | \$ | 115 |

The following table shows the changes in the balances of each of the components of other comprehensive income for the periods presented:

> Changes in Accumulated Other Comprehensive Income by Component (a)

|  | For the Three Months Ended |  |  |  | For the Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2013 |  |  |  | March 31, 2012 |  |  |  |
|  | Unrealized Gains <br> and <br> Losses <br> on | Unrealized Gains and Losses |  |  |  |  |  |  |
|  | Available-for-sale Securities | Pens | Items | Total (in th | ilable-forSecurities nds) | Pens | Items | Total |
| Beginning Balance | \$ 4,553 | (\$ | 617) | \$ 3,936 | \$ 3,506 | (\$ | 635) | \$ 2,871 |
| Other comprehensive income (loss) before classifications | (251) |  | 6 | (245) | 131 |  | 5 | 136 |
| Amounts reclassified from accumulated other comprehensive income | 328 |  | 0 | 328 | 21 |  | 0 | 21 |
| Net current period other comprehensive income (loss) | (579) |  | 6 | (573) | 110 |  | 5 | 115 |
| Ending balance | \$ 3,974 | (\$ | 611) | \$ 3,363 | \$ 3,616 | (\$ | 630) | \$ 2,986 |

(a) All amounts are net of tax.

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Note 4. Statement of Cash Flow Information, Supplemental Information

|  | For the Three Months Ended March 31, |  |  |
| :---: | :---: | :---: | :---: |
| Supplemental schedule of noncash investing and financing activities: |  |  |  |
| Cash paid during the period for income taxes | \$ 99 |  | 517 |
| Cash paid during the period for interest | 2,676 |  | 4,406 |
| Transfer of loans and leases into other repossessed assets and other real estate owned | 688 |  | 259 |

## Note 5. Earnings Per Share

The following schedule shows the Company s earnings per share for the periods presented:

| (In thousands, except per share data) | For the Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  | 2012 |  |
| Net income available to common shareholders | \$ | 5,108 | \$ | 4,351 |
| Less: earnings allocated to participating securities |  | 29 |  | 36 |
| Net income allocated to common shareholders | \$ | 5,079 | \$ | 4,315 |
| Weighted average number of common shares outstanding basic |  | 29,563 |  | 26,700 |
| Share-based plans |  | 62 |  | 47 |
| Weighted average number of common shares diluted |  | 29,625 |  | 26,747 |
| Basic earnings per share | \$ | 0.17 | \$ | 0.16 |
| Diluted earnings per share | \$ | 0.17 | \$ | 0.16 |

Options to purchase 444,375 shares of common stock at a weighted average price of $\$ 12.56$ per share were outstanding and were not included in the computation of diluted earnings per share for the quarter ended March 31, 2013 because the exercise price was greater than the average market price. Options to purchase 570,914 shares of common stock at a weighted average price of $\$ 12.79$ were outstanding and were not included in the computation of diluted earnings per share for the quarter ended March 31, 2012 because the exercise price was greater than the average market price.

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Note 6. Investment Securities


| HELD TO MATURITY | AmortizedCost |  | March 31, 2013 |  |  |  | Fair <br> Value |  | AmortizedCost |  | December 31, 2012 |  |  |  | Fair Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Gross <br> Unrealized <br> Gains (in thou |  | Gross <br> Unrealized <br> Losses sands) $\qquad$ |  |  |  |  | Gross <br> realized <br> Gains <br> (in tho |  | oss <br> alized <br> sses |  |  |
| U.S. government agencies | \$ | 16,056 | \$ | 343 | \$ |  | \$ | 16,399 |  |  | \$ | 16,089 | \$ | 385 | \$ |  | \$ | 16,474 |
| Mortgage-backed securities, residential |  | 37,996 |  | 949 |  | (301) |  | 38,644 |  | 39,065 |  | 1,313 |  | (27) |  | 40,351 |
| Mortgage-backed securities, multifamily |  | 1,406 |  |  |  | (38) |  | 1,368 |  | 1,421 |  |  |  | (13) |  | 1,408 |
| Obligations of states and political subdivisions |  | 39,859 |  | 952 |  | (147) |  | 40,664 |  | 38,801 |  | 1,068 |  | (68) |  | 39,801 |
| Other debt securities |  | 1,547 |  | 205 |  |  |  | 1,752 |  | 1,549 |  | 201 |  |  |  | 1,750 |
|  | \$ | 96,864 | \$ | 2,449 |  | (486) | \$ | 98,827 |  | 96,925 |  | 2,967 | \$ | (108) |  | 99,784 |

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The following table shows investment securities by stated maturity. Securities backed by mortgages have expected maturities that differ from contractual maturities because borrowers have the right to call or prepay, and are, therefore, classified separately with no specific maturity date (in thousands):

|  | March 31, 2013 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Available for Sale |  | Held to Maturity |  |
|  | Amortized Cost | Fair Value | Amortized Cost | Fair <br> Value |
| Due in one year or less | \$ 2,451 | \$ 2,463 | \$ 14,330 | \$ 14,359 |
| Due after one year through five years | 37,156 | 37,850 | 13,449 | 14,079 |
| Due after five years through ten years | 68,370 | 69,622 | 26,444 | 27,218 |
| Due after ten years | 3,163 | 2,973 | 3,239 | 3,159 |
|  | 111,140 | 112,908 | 57,462 | 58,815 |
| Mortgage-backed securities | 237,700 | 241,323 | 39,402 | 40,012 |
| Equity securities | 15,065 | 16,003 |  |  |
| Total securities | \$ 363,905 | \$ 370,234 | \$ 96,864 | \$ 98,827 |

The following table shows proceeds from sales of securities, gross gains and gross losses on sales or calls of securities and other than temporary impairments for the periods indicated (in thousands):

|  | For the Three Months Ended |  |
| :--- | :---: | :---: |
| March 31, |  |  |
|  | 2013 | 2012 |
| Sale proceeds | $\$ 53,670$ | $\$ 16,540$ |
| Gross gains | 508 | 99 |
| Gross losses | $(3)$ | $(67)$ |

Gains or losses on sales of investment securities are based on the net proceeds and the adjusted carrying amount of the securities sold using the specific identification method.

Securities with a carrying value of approximately $\$ 315.5$ million and $\$ 328.4$ million at March 31, 2013 and December 31, 2012, respectively, were pledged to secure public deposits and for other purposes required by applicable laws and regulations.

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The following table indicates the length of time individual securities have been in a continuous unrealized loss position at March 31, 2013 and December 31, 2012:

| March 31, 2013 | Less than 12 months |  |  | 12 months or longer |  |  | Total |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AVAILABLE FOR SALE | Fair value | Unrealized Losses |  | Fair valu | Unr | alized sses housan | Number of securities nds) | Fair value |  | Unrealized Losses |  |
| U.S. government agencies | \$ 21,783 | \$ | 61 | \$ | \$ |  | 4 | \$ | 21,783 | \$ | 61 |
| Mortgage-backed securities, residential | 61,294 |  | 1,118 | 2,025 |  | 6 | 14 |  | 63,319 |  | 1,124 |
| Obligations of states and political subdivisions | 4,466 |  | 83 | 909 |  | 40 | 11 |  | 5,375 |  | 123 |
| Other debt securities |  |  |  | 5,766 |  | 214 | 2 |  | 5,766 |  | 214 |
| Equity securities | 4,656 |  | 83 |  |  |  | 2 |  | 4,656 |  | 83 |
|  | \$ 92,199 | \$ | 1,345 | \$ 8,700 | \$ | 260 | 33 |  | 100,899 | \$ | 1,605 |
| HELD TO MATURITY |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities, residential | \$ 15,228 | \$ | 301 | \$ | \$ |  | 5 | \$ | 15,228 | \$ | 301 |
| Mortgage-backed securities, multifamily | 1,406 |  | 38 |  |  |  | 1 |  | 1,406 |  | 38 |
| Obligations of states and political subdivisions | 5,203 |  | 142 | 371 |  | 5 | 13 |  | 5,574 |  | 147 |
|  | \$ 21,837 | \$ | 481 | \$ 371 | \$ | 5 | 19 | \$ | 22,208 | \$ | 486 |


| December 31, 2012 | Less tha | 2 m |  | 12 mon | or | ger |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AVAILABLE FOR SALE | Fair value |  | lized ses | Fair value $\qquad$ | Un | alized | Number of securities <br> nds) |  | ir value |  | ealized osses |
| U.S. government agencies | \$ 3,992 | \$ | 8 | \$ | \$ |  | 1 | , | 3,992 | \$ | 8 |
| Mortgage-backed securities, residential | 30,359 |  | 572 | 3,239 |  | 7 | 10 |  | 33,598 |  | 579 |
| Obligations of states and political subdivisions | 2,825 |  | 60 |  |  |  | 7 |  | 2,825 |  | 60 |
| Other debt securities |  |  |  | 5,661 |  | 321 | 2 |  | 5,661 |  | 321 |
| Equity securities | 4,621 |  | 76 |  |  |  | 2 |  | 4,621 |  | 76 |
|  | \$41,797 | \$ | 716 | \$ 8,900 | \$ | 328 | 22 | \$ | 50,697 | \$ | 1,044 |
| HELD TO MATURITY |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities, residential | \$ 1,239 | \$ | 27 | \$ | \$ |  | 1 | \$ | 1,239 | \$ | 27 |
| Mortgage-backed securities, multifamily | 1,408 |  | 13 |  |  |  | 1 |  | 1,408 |  | 13 |
| Obligations of states and political subdivisions | 3,705 |  | 63 | 371 |  | 5 | 10 |  | 4,076 |  | 68 |
|  | \$ 6,352 | \$ | 103 | \$ 371 | \$ | 5 | 12 | \$ | 6,723 | \$ | 108 |

Management has evaluated the securities in the above table and has concluded that none of the securities with unrealized losses have impairments that are other-than-temporary. All investment securities are evaluated on a periodic basis to determine if factors are identified that would require further analysis. In evaluating the Company s securities, management considers the following items:

The Company s ability and intent to hold the securities, including an evaluation of the need to sell the security to meet certain liquidity measures, or whether the Company has sufficient levels of cash to hold the identified security in order to recover the entire amortized cost of the security;

The credit ratings of the underlying issuer and if any changes in the credit rating have occurred;

The length of time the security s fair value has been less than amortized cost; and

Adverse conditions related to the security or its issuer if the issuer has failed to make scheduled payments or other factors.

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If the above factors indicate that additional analysis is required, management will consider the results of discounted cash flow analysis.

As of March 31, 2013, the equity securities include investments in other financial institutions for market appreciation purposes. Those equities had a net amortized cost of $\$ 2.1$ million and a market value of $\$ 2.8$ million as of March 31, 2012.

As of March 31, 2013, equity securities also included $\$ 13.1$ million in investment funds that do not have a quoted market price but use net asset value per share or its equivalent to measure fair value.

The funds include $\$ 2.9$ million in funds that are primarily invested in community development loans that are guaranteed by the Small Business Administration (SBA). Because the funds are primarily guaranteed by the federal government there are minimal changes in market value between accounting periods. These funds can be redeemed within 60 days notice at the net asset value less unpaid management fees with the approval of the fund manager. As of March 31, 2013, the net amortized cost equaled the market value of the investment. There are no unfunded commitments related to this investment.

The funds also include $\$ 10.3$ million in funds that are invested in government guaranteed loans, mortgage-backed securities, small business loans and other instruments supporting affordable housing and economic development. The Company may redeem these funds at the net asset value calculated at the end of the current business day less any unpaid management fees. As of March 31, 2013, the amortized cost of these securities was $\$ 10.1$ million and the fair value was $\$ 10.3$ million. There are no restrictions on redemptions for the holdings in these investments other than the notice required by the fund manager. There are no unfunded commitments related to this investment.

## Note 7. Loans and Leases.

The following sets forth the composition of Lakelands loan and lease portfolio as of March 31, 2013 and December 31, 2012:

|  | $\begin{gathered} \text { March } 31 \text {, } \\ 2013 \end{gathered}$ | December 31, 2012 |
| :---: | :---: | :---: |
|  | (in thousands) |  |
| Commercial, secured by real estate | \$ 1,168,873 | \$ 1,125,137 |
| Commercial, industrial and other | 211,078 | 216,129 |
| Leases | 28,190 | 26,781 |
| Real estate-residential mortgage | 412,006 | 423,262 |
| Real estate-construction | 45,594 | 46,272 |
| Home equity and consumer | 305,715 | 309,626 |
| Total loans | 2,171,456 | 2,147,207 |
| Plus: deferred fees | (713) | (364) |
| Loans, net of deferred fees | \$ 2,170,743 | \$ 2,146,843 |

At March 31, 2013 and December 31, 2012, home equity and consumer loans included overdraft deposit balances of $\$ 336,000$ and $\$ 532,000$, respectively. At March 31, 2013 and December 31, 2012, the Company had $\$ 296.8$ million and $\$ 203.1$ million in residential loans pledged for potential borrowings at the Federal Home Loan Bank of New York (FHLB).

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## Non-Performing Assets and Past Due Loans

The following schedule sets forth certain information regarding the Company s non-performing assets and its accruing troubled debt restructurings:

|  | March 31, |
| :--- | ---: |
| (in thousands) | 2013 |

Non-accrual loans included $\$ 3.2$ million and $\$ 3.4$ million of troubled debt restructurings as of March 31, 2013 and December 31, 2012, respectively.

An age analysis of past due loans, segregated by class of loans as of March 31, 2013 and December 31, 2012, is as follows:


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## Impaired Loans

Impaired loans as of March 31, 2013, March 31, 2012 and December 31, 2012 are as follows:

|  | Recorded Investment in Impaired loans | Contractual Unpaid Principal Balance | Specific <br> Allowance (in thousands) |  | Interest <br> Income Recognized |  | Average Investment in Impaired loans |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| March 31, 2013 |  |  |  |  |  |  |  |  |
| Loans without specific allowance: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | \$ 17,275 | \$ 29,572 | \$ |  | \$ | 125 | \$ | 16,995 |
| Commercial, industrial and other | 4,860 | 4,937 |  |  |  | 48 |  | 4,858 |
| Real estate-residential mortgage | 355 | 355 |  |  |  |  |  | 357 |
| Real estate-construction | 3,413 | 4,826 |  |  |  |  |  | 3,672 |
| Home equity and consumer | 369 | 369 |  |  |  |  |  | 369 |
| Loans with specific allowance: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | 2,632 | 3,175 |  | 279 |  | 14 |  | 2,694 |
| Commercial, industrial and other | 535 | 594 |  | 148 |  | 1 |  | 736 |
| Real estate-residential mortgage | 288 | 288 |  | 43 |  |  |  | 288 |
| Real estate-construction | 146 | 534 |  | 15 |  |  |  | 146 |
| Home equity and consumer | 970 | 970 |  | 146 |  | 14 |  | 970 |
| Total: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | \$ 19,907 | \$ 32,747 | \$ | 279 | \$ | 139 | \$ | 19,689 |
| Commercial, industrial and other | 5,395 | 5,531 |  | 148 |  | 49 |  | 5,594 |
| Real estate residential mortgage | 643 | 643 |  | 43 |  |  |  | 645 |
| Real estate-construction | 3,559 | 5,360 |  | 15 |  |  |  | 3,818 |
| Home equity and consumer | 1,339 | 1,339 |  | 146 |  | 14 |  | 1,339 |
|  | \$ 30,843 | \$ 45,620 | \$ | 631 | \$ | 202 | \$ | 31,085 |

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|  | Recorded Investment in Impaired loans | Contractual <br> Unpaid <br> Principal <br> Balance | Specific <br> Allowance (in thousands) |  | Interest <br> Income Recognized |  | Average Investment in Impaired loans |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| March 31, 2012 (in |  |  |  |  |  |  |  |  |
| Loans without specific allowance: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | \$ 16,795 | \$ 22,849 | \$ |  | \$ | 103 | \$ | 17,684 |
| Commercial, industrial and other | 4,887 | 9,056 |  |  |  |  |  | 4,180 |
| Real estate-residential mortgage | 377 | 377 |  |  |  | 6 |  | 378 |
| Real estate-construction | 10,013 | 14,488 |  |  |  |  |  | 11,051 |
| Home equity and consumer | 350 | 350 |  |  |  |  |  | 312 |
| Loans with specific allowance: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | 3,556 | 5,874 |  | 355 |  | 10 |  | 4,040 |
| Commercial, industrial and other | 776 | 889 |  | 221 |  |  |  | 516 |
| Real estate-residential mortgage | 329 | 337 |  | 49 |  | 4 |  | 482 |
| Real estate-construction | 489 | 1,429 |  | 49 |  |  |  | 522 |
| Home equity and consumer | 958 | 958 |  | 144 |  | 12 |  | 958 |
| Total: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | \$ 20,351 | \$ 28,723 | \$ | 355 | \$ | 113 | \$ | 21,724 |
| Commercial, industrial and other | 5,663 | 9,945 |  | 221 |  |  |  | 4,696 |
| Real estate residential mortgage | 706 | 714 |  | 49 |  | 10 |  | 860 |
| Real estate-construction | 10,502 | 15,917 |  | 49 |  |  |  | 11,573 |
| Home equity and consumer | 1,308 | 1,308 |  | 144 |  | 12 |  | 1,270 |
|  | \$ 38,530 | \$ 56,607 | \$ | 818 | \$ | 135 | \$ | 40,123 |

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|  | Recorded Investment in Impaired loans | Contractual <br> Unpaid <br> Principal <br> Balance | Specific <br> Allowance (in thousands) |  | Interest <br> Income Recognized |  | Average Investment in Impaired loans |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, 2012 |  |  |  |  |  |  |  |  |
| Loans without specific allowance: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | \$ 16,458 | \$ 21,665 | \$ |  | \$ | 495 | \$ | 18,301 |
| Commercial, industrial and other | 4,896 | 4,932 |  |  |  | 116 |  | 3,838 |
| Real estate-residential mortgage | 360 | 360 |  |  |  | 6 |  | 385 |
| Real estate-construction | 3,332 | 4,433 |  |  |  |  |  | 5,533 |
| Home equity and consumer | 369 | 369 |  |  |  | 1 |  | 360 |
| Loans with specific allowance: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | 3,346 | 4,088 |  | 368 |  | 46 |  | 3,825 |
| Commercial, industrial and other | 808 | 871 |  | 219 |  | 1 |  | 769 |
| Real estate-residential mortgage | 288 | 288 |  | 43 |  | 4 |  | 374 |
| Real estate-construction | 698 | 1,085 |  | 97 |  |  |  | 1,445 |
| Home equity and consumer | 976 | 976 |  | 146 |  | 55 |  | 934 |
| Total: |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | \$ 19,804 | \$ 25,753 | \$ | 368 | \$ | 541 | \$ | 22,126 |
| Commercial, industrial and other | 5,704 | 5,803 |  | 219 |  | 117 |  | 4,607 |
| Real estate residential mortgage | 648 | 648 |  | 43 |  | 10 |  | 759 |
| Real estate-construction | 4,030 | 5,518 |  | 97 |  |  |  | 6,978 |
| Home equity and consumer | 1,345 | 1,345 |  | 146 |  | 56 |  | 1,294 |
|  | \$ 31,531 | \$ 39,067 | \$ | 873 | \$ | 724 | \$ | 35,764 |

Interest that would have been accrued on impaired loans during the first three months of 2013 and 2012 had the loans been performing under original terms would have been $\$ 621,000$ and $\$ 812,000$, respectively. Interest that would have accrued for the year ended December 31, 2012 was $\$ 2.8$ million.

## Credit Quality Indicators

The classes of loans are determined by internal risk rating. Management closely and continually monitors the quality of its loans and leases and assesses the quantitative and qualitative risks arising from the credit quality of its loans and leases. It is the policy of Lakeland to require that a Credit Risk Rating be assigned to all commercial loans and loan commitments. The Credit Risk Rating System has been developed by management to provide a methodology to be used by Loan Officers, department heads and Senior Management in identifying various levels of credit risk that exist within Lakeland s loan portfolios. The risk rating system assists Senior Management in evaluating Lakeland s commercial loan portfolio, analyzing trends, and determining the proper level of required reserves to be recommended to the Board. In assigning risk ratings, management considers, among other things, a borrower s debt service coverage, earnings strength, loan to value ratios, industry conditions and economic conditions. Management categorizes loans and commitments into a one (1) to nine (9) numerical structure with rating 1 being the strongest rating and rating 9 being the weakest. Ratings 1 through 5 W are considered Pass ratings.

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The following table shows the Company s commercial loan portfolio as of March 31, 2013 and December 31, 2012, by the risk ratings discussed above (in thousands):

## March 31, 2013

$\left.\left.\begin{array}{lrrrr} & \begin{array}{c}\text { Commercial, } \\ \text { secured by } \\ \text { real estate }\end{array} & \begin{array}{c}\text { Commercial, } \\ \text { industrial } \\ \text { and other }\end{array} & \begin{array}{c}\text { Real estate- } \\ \text { construction }\end{array} \\ \text { Risk Rating } & \$ & \$ & 955 & \$\end{array}\right] \begin{array}{l}12,909\end{array}\right]$

## December 31, 2012

| Risk Rating | Commercial, secured by real estate | Commercial, industrial and other |  | Real estateconstruction \$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | \$ | \$ | 996 |  |  |
| 2 |  |  | 12,899 |  |  |
| 3 | 44,448 |  | 15,676 |  |  |
| 4 | 350,145 |  | 62,676 |  | 795 |
| 5 | 623,912 |  | 88,033 |  | 34,682 |
| 5W - Watch | 43,515 |  | 13,261 |  |  |
| 6 - Other Assets Especially Mentioned | 21,132 |  | 2,845 |  | 6,535 |
| 7 - Substandard | 41,817 |  | 19,743 |  | 4,260 |
| 8 - Doubtful | 168 |  |  |  |  |
| 9 - Loss |  |  |  |  |  |
| Total | \$ 1,125,137 | \$ | 216,129 | \$ | 46,272 |

The risk rating tables above do not include consumer or residential loans or leases because they are evaluated on their payment performance status.

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## Allowance for Loan and Lease Losses

The following table details activity in the allowance for loan and lease losses by portfolio segment and the related recorded investment in loans and leases for the three months ended March 31, 2013 and the year ended December 31, 2012:

| Three Months Ended March 31, 2013 Allowance for Loan and Lease Losses: | Commercial, secured by real estate |  | Commercial, industrial and other |  | Leases |  | Real estateresidential mortgage (in thousands) |  | $\begin{gathered} \text { Real } \\ \text { estate- } \\ \text { construction } \end{gathered}$ |  | Home equity and consumer |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Balance | \$ | 16,258 | \$ | 5,103 | \$ | 578 | \$ | 3,568 | \$ | 587 | \$ | 2,837 | \$ | 28,931 |
| Charge-offs |  | (749) |  | (177) |  | (112) |  | (565) |  | (652) |  | (455) | (\$ | 2,710) |
| Recoveries |  | 44 |  | 30 |  | 88 |  | 1 |  | 7 |  | 49 | \$ | 219 |
| Provision |  | 868 |  | 288 |  | (72) |  | 824 |  | 1,304 |  | (29) | \$ | 3,183 |
| Ending Balance | \$ | 16,421 | \$ | 5,244 | \$ | 482 | \$ | 3,828 | \$ | 1,246 | \$ | 2,402 | \$ | 29,623 |
| Ending Balance: Individually evaluated for impairment | \$ | 279 | \$ | 148 | \$ | 0 | \$ | 43 | \$ | 15 | \$ | 146 | \$ | 631 |
| Ending Balance: Collectively evaluated for impairment |  | 16,142 |  | 5,096 |  | 482 |  | 3,785 |  | 1,231 |  | 2,256 |  | 28,992 |
| Ending Balance | \$ | 16,421 | \$ | 5,244 | \$ | 482 | \$ | 3,828 | \$ | 1,246 | \$ | 2,402 | \$ | 29,623 |
| Loans and Leases: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ending Balance: Individually evaluated for impairment | \$ | 19,907 | \$ | 5,395 | \$ | 0 | \$ | 643 | \$ | 3,559 | \$ | 1,339 | \$ | 30,843 |
| Ending Balance: Collectively evaluated for impairment |  | 148,966 |  | 205,683 |  | 28,190 |  | 411,363 |  | 42,035 |  | 304,376 |  | 2,140,613 |
| Ending Balance (1) |  | 168,873 | \$ | 211,078 |  | 28,190 |  | 412,006 | \$ | 45,594 |  | 305,715 |  | 2,171,456 |

(1) Excludes deferred fees

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| Year Ended December 31, 2012 Allowance for Loan and Lease Losses: | Commercial, secured by real estate |  | Commercial, industrial and other |  | Leases |  | Real estateresidential mortgage (in thousands) |  | Real estateconstruction |  | Home equity and consumer |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Balance | \$ | 16,618 | \$ | 3,477 | \$ | 688 | \$ | 3,077 | \$ | 1,424 | \$ | 3,132 | \$ | 28,416 |
| Charge-offs |  | $(7,287)$ |  | (949) |  | (999) |  | $(1,822)$ |  | $(2,888)$ |  | $(2,074)$ | (\$ | 16,019) |
| Recoveries |  | 280 |  | 428 |  | 504 |  | 66 |  | 43 |  | 306 | \$ | 1,627 |
| Provision |  | 6,647 |  | 2,147 |  | 385 |  | 2,247 |  | 2,008 |  | 1,473 | \$ | 14,907 |
| Ending Balance | \$ | 16,258 | \$ | 5,103 | \$ | 578 | \$ | 3,568 | \$ | 587 | \$ | 2,837 | \$ | 28,931 |
| Ending Balance: Individually evaluated for impairment | \$ | 368 | \$ | 219 | \$ |  | \$ | 43 | \$ | 97 | \$ | 146 | \$ | 873 |
| Ending Balance: Collectively evaluated for impairment |  | 15,890 |  | 4,884 |  | 578 |  | 3,525 |  | 490 |  | 2,691 | \$ | 28,058 |
| Ending Balance | \$ | 16,258 | \$ | 5,103 | \$ | 578 | \$ | 3,568 | \$ | 587 | \$ | 2,837 | \$ | 28,931 |
| Loans and Leases: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ending Balance: Individually evaluated for impairment | \$ | 19,804 | \$ | 5,704 | \$ |  | \$ | 648 | \$ | 4,030 | \$ | 1,345 | \$ | 31,531 |
| Ending Balance: Collectively evaluated for impairment |  | ,105,333 |  | 210,425 |  | 26,781 |  | 422,614 |  | 42,242 |  | 308,281 | \$ | 2,115,676 |
| Ending Balance(1) |  | ,125,137 | \$ | 216,129 |  | 26,781 |  | 423,262 | \$ | 46,272 |  | 309,626 | \$ | 2,147,207 |

## (1) Excludes deferred fees

Lakeland also maintains a reserve for unfunded lending commitments which are included in other liabilities. This reserve was $\$ 973,000$ and $\$ 1,108,000$ at March 31, 2013 and December 31, 2012, respectively. The Company analyzes the adequacy of the reserve for unfunded lending commitments in conjunction with its analysis of the adequacy of the allowance for loan and lease losses. For more information on this analysis, see Risk Elements in Management s Discussion and Analysis.

## Troubled Debt Restructurings

Troubled debt restructurings are those loans where concessions have been made due to borrowers financial difficulties. Restructured loans typically involve a modification of terms such as a reduction of the stated interest rate, a moratorium of principal payments and/or an extension of the maturity date at a stated interest rate lower than the current market rate of a new loan with similar risk. The Company considers the potential losses on these loans as well as the remainder of its impaired loans while considering the adequacy of the allowance for loan and lease losses.

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The following table summarizes loans that have been restructured during the three months ended March 31, 2013 and 2012:

|  | For the Three Months Ended March 31, 2013 |  |  |  |  | For the Three Months Ended March 31, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of Contracts | Pre- Post- <br> Modification Modification <br> Outstanding Outstanding <br> Recorded Recorded <br> Investment Investment <br> (Dollars in thousands)  |  |  |  | Number of Contracts | Pre- <br> Modification Outstanding Recorded Investment (Dollars in thousand |  | Post- <br> Modification Outstanding Recorded Investment nds) |  |
| Troubled Debt Restructurings: |  |  |  |  |  |  |  |  |  |  |
| Commercial, secured by real estate | 4 | \$ | 2,000 | \$ | 2,000 | 3 | \$ | 529 | \$ | 528 |
| Commercial, industrial and other |  |  |  |  |  |  |  |  |  |  |
| Leases |  |  |  |  |  |  |  |  |  |  |
| Real estate residential mortgage |  |  |  |  |  |  |  |  |  |  |
| Real estate construction |  |  |  |  |  |  |  |  |  |  |
| Home equity and consumer |  |  |  |  |  |  |  |  |  |  |
|  | 4 | \$ | 2,000 | \$ | 2,000 | 3 | \$ | 529 | \$ | 528 |

The following table summarizes as of March 31, 2013 and 2012, loans that were restructured within the last 12 months that have subsequently defaulted:

|  | For the Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2013 |  |  | March 31, 2012 |  |  |
|  | Number of Contracts (Dollar | R In tho | Recorded | Number of Contracts (Dolla | R In tho | corded estment sands) |
| Defaulted Troubled Debt Restructurings: |  |  |  |  |  |  |
| Commercial, secured by real estate | 4 | \$ | 731 | 4 | \$ | 1,484 |
| Commercial, industrial and other |  |  |  |  |  |  |
| Leases |  |  |  |  |  |  |
| Real estate residential mortgage |  |  |  | 3 |  | 706 |
| Real estate construction |  |  |  |  |  |  |
| Home equity and consumer |  |  |  | 1 |  | 350 |
|  | 4 | \$ | 731 | 8 |  | 2,540 |

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## Leases

Lakeland had no leases held for sale as of March 31, 2013 and December 31, 2012. The following table shows the components of gains on leasing related assets for the periods presented:

|  | For the Three Months Ended March 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2013 |  | 2012 |
|  | (in thousands) |  |  |
| Gains on sales of leases | \$ | \$ |  |
| Realized gains on paid off leases | 19 |  | 157 |
| Gains on other repossessed assets | 11 |  | 27 |
| Total gains on leasing related assets | \$ 30 | \$ | 184 |

## Other Real Estate and Other Repossessed Assets

At March 31, 2013, the Company had other repossessed assets and other real estate owned of $\$ 147,000$ and $\$ 568,000$, respectively. At December 31, 2012, the Company had other repossessed assets and other real estate owned of $\$ 77,000$ and $\$ 452,000$, respectively.

## Note 8. Employee Benefit Plans

The components of net periodic pension cost for the Newton Trust Company s defined benefit pension plan are as follows:

|  | For the Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 13 |  | 012 |
|  | (in thousands) |  |  |  |
| Interest cost | \$ | 22 | \$ | 22 |
| Expected return on plan assets |  | (18) |  | (19) |
| Amortization of unrecognized net actuarial loss |  | 21 |  | 18 |
| Net periodic benefit expense | \$ | 25 | \$ | 21 |

## Note 9. Directors Retirement Plan

The components of net periodic plan costs for the directors retirement plan are as follows:

|  | For the Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  | 2012 |  |
|  | (in thousands) |  |  |  |
| Service cost | \$ | 7 | \$ | 8 |
| Interest cost |  | 9 |  | 10 |
| Amortization of prior service cost |  | 3 |  | 3 |
| Amortization of unrecognized net actuarial loss |  | 2 |  | 3 |
| Net periodic benefit expense | \$ | 21 | \$ | 24 |

The Company made contributions of $\$ 75,000$ and $\$ 88,000$ to the plan during the three month periods ended March 31, 2013 and 2012, respectively. The Company does not expect to make any more contributions for the remainder of 2013.

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## Note 10. Estimated Fair Value of Financial Instruments and Fair Value Measurement

## Fair Value Measurement

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in the principal or most advantageous market for an asset or liability in an orderly transaction between market participants at the measurement date. U.S. GAAP establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels giving the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest level priority to unobservable inputs (level 3 measurements). The following describes the three levels of fair value hierarchy:

Level 1 unadjusted quoted prices in active markets for identical assets or liabilities; includes U.S. Treasury Notes, and other U.S. Government Agency securities that actively trade in over-the-counter markets; equity securities and mutual funds that actively trade in over-the-counter markets.

Level 2 quoted prices for similar assets or liabilities in active markets; or quoted prices for identical or similar assets or liabilities in markets that are not active; or inputs other than quoted prices that are observable for the asset or liability including yield curves, volatilities, and prepayment speeds.

Level 3 unobservable inputs for the asset or liability that reflect the Company s own assumptions about assumptions that market participants would use in the pricing of the asset or liability and that are consequently not based on market activity but upon particular valuation techniques.

The Company s assets that are measured at fair value on a recurring basis are its available for sale investment securities. The Company obtains fair values on its securities using information from a third party servicer. If quoted prices for securities are available in an active market, those securities are classified as Level 1 securities. The Company has a U.S. Treasury Note and certain equity securities that are classified as Level 1 securities. Level 2 securities were primarily comprised of U.S. Agency bonds, residential mortgage-backed securities, obligations of state and political subdivisions and corporate securities. Fair values were estimated primarily by obtaining quoted prices for similar assets in active markets or through the use of pricing models supported with market data information. Standard inputs include benchmark yields, reported trades, broker-dealer quotes, issuer spreads, bids and offers. On a quarterly basis, the Company reviews the pricing information received from the Company s third party pricing service. This review includes a comparison to non-binding third-party quotes. As a result of our review, we did not have any adjustments to prices from our third party servicer.

The following table sets forth the Company s financial assets that were accounted for at fair value on a recurring basis as of the periods presented by level within the fair value hierarchy.

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During the three months ended March 31, 2013, the Company did not make any transfers between recurring Level 1 fair value measurements and recurring Level 2 fair value measurements. Financial assets and liabilities are classified in their entirety based on the lowest level of input that is significant to the fair value measurement:


December 31, 2012

| Assets: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Investment securities, available for sale |  |  |  |  |
| U.S. treasury and government agencies | \$ 3,493 | \$ 83,078 | \$ | \$ 86,571 |
| Mortgage backed securities |  | 239,559 |  | 239,559 |
| Obligations of states and political subdivisions |  | 38,620 |  | 38,620 |
| Corporate debt securities |  | 13,444 |  | 13,444 |
| Equity securities | 2,010 | 13,506 |  | 15,516 |
| Total securities available for sale | 5,503 | 388,207 |  | 393,710 |
| Other Assets (a) |  | 195 |  | 195 |
| Total Assets | \$ 5,503 | \$ 388,402 | \$ | \$ 393,905 |
| Other Liabilities (a) | \$ | \$ 195 | \$ | \$ 195 |
| Total Liabilities | \$ | \$ 195 | \$ | \$ 195 |

(a) Non-hedging interest rate derivatives

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The following table sets forth the Company s assets subject to fair value adjustments (impairment) on a nonrecurring basis. Assets are classified in their entirety based on the lowest level of input that is significant to the fair value measurement:


Impaired loans are evaluated and valued at the time the loan is identified as impaired at the lower of cost or market value. Because most of Lakeland s impaired loans are collateral dependent, fair value is generally measured based on the value of the collateral securing these loans and leases and is classified at a level 3 in the fair value hierarchy. Collateral may be real estate, accounts receivable, inventory, equipment and/or other business assets. The value of the real estate is assessed based on appraisals by qualified third party licensed appraisers. The appraisers may use the sales comparison approach or the income approach to value the collateral using discount rates (with ranges of 5-11\%) or capitalization rates (with ranges of $5-9 \%$ ) to evaluate the property. The value of the equipment may be determined by an appraiser, if significant, inquiry through a recognized valuation resource, or by the value on the borrower s financial statements. Field examiner reviews on business assets may be conducted based on the loan exposure and reliance on this type of collateral. Appraised and reported values may be discounted based on management shistorical knowledge, changes in market conditions from the time of valuation, and/or management s expertise and knowledge of the client and client $s$ business. Impaired loans are reviewed and evaluated on at least a quarterly basis for additional impairment and adjusted accordingly, based on the same factors identified above.

Other real estate owned (OREO) and other repossessed assets, representing property acquired through foreclosure, are carried at fair value less estimated disposal costs of the acquired property. Fair value on other real estate owned is based on the appraised value of the collateral using the sales comparison approach or discount rates or capitalization rates similar to those used in impaired loan valuation. The fair value of other repossessed assets is estimated by inquiry through recognized valuation resources.

Changes in the assumptions or methodologies used to estimate fair values may materially affect the estimated amounts. Changes in economic conditions, locally or nationally, could impact the value of the estimated amounts of impaired loans, OREO and other repossessed assets.

## Fair Value of Certain Financial Instruments

Estimated fair values have been determined by the Company using the best available data and an estimation methodology suitable for each category of financial instruments. Management is concerned that there may not be reasonable comparability between institutions due to the wide range of permitted assumptions and methodologies in the absence of active markets. This lack of uniformity gives rise to a high degree of subjectivity in estimating financial instrument fair values.

The estimation methodologies used, the estimated fair values, and recorded book balances at March 31, 2013 and December 31, 2012 are outlined below.

This summary, as well as the table below, excludes financial assets and liabilities for which carrying value approximates fair value. For financial assets, these include cash and cash equivalents. For financial liabilities, these include noninterest bearing demand deposits, savings and interest-bearing transaction accounts and federal funds sold and securities sold under agreements to repurchase. The estimated fair value of demand, savings and interest-bearing transaction accounts is the amount payable on demand at the reporting date. Carrying value is used because
there is no stated maturity on these accounts, and the customer has the ability to withdraw the funds immediately. Also excluded from this summary and the following table are those financial instruments recorded at fair value on a recurring basis, as previously described.

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The fair value of Investment Securities Held to Maturity was measured using information from the same third-party servicer used for Investment Securities Available for Sale using the same methodologies discussed above. Investment Securities Held to Maturity includes $\$ 12.4$ million in short-term municipal bond anticipation notes that are non-rated and do not have an active secondary market or information readily available on standard financial systems. As a result, the securities are classified as Level 3 securities. These are investments in municipalities in the Company s market area, and management performs a credit analysis on the municipality before investing in these securities.

Federal Home Loan Bank of New York (FHLB) stock is an equity interest that can be sold to the issuing FHLB, to other FHLBs, or to other member banks at its par value. Because ownership of these securities is restricted, they do not have a readily determinable fair value. As such, the Company s FHLB Stock is recorded at cost or par value and is evaluated for impairment each reporting period by considering the ultimate recoverability of the investment rather than temporary declines in value. The Company s evaluation primarily includes an evaluation of liquidity, capitalization, operating performance, commitments, and regulatory or legislative events.

The net loan portfolio at March 31, 2013 and December 31, 2012 has been valued using a present value discounted cash flow where market prices were not available. The discount rate used in these calculations is the estimated current market rate adjusted for credit risk. The carrying value of accrued interest approximates fair value.

For fixed maturity certificates of deposit, fair value was estimated based on the present value of discounted cash flows using the rates currently offered for deposits of similar remaining maturities. The carrying amount of accrued interest payable approximates its fair value.

The fair value of long-term debt is based upon the discounted value of contractual cash flows. The Company estimates the discount rate using the rates currently offered for similar borrowing arrangements. The fair value of subordinated debentures is based on bid/ask prices from brokers for similar types of instruments.

The fair values of commitments to extend credit and standby letters of credit are estimated using the fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the present creditworthiness of the counterparties. For fixed-rate loan commitments, fair value also considers the difference between current levels of interest rates and the committed rates. The fair value of guarantees and letters of credit is based on fees currently charged for similar agreements or on the estimated cost to terminate them or otherwise settle the obligations with the counterparties at the reporting date.

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The following table presents the carrying values, fair values and placement in the fair value hierarchy of the Company sfinancial instruments as of March 31, 2013 and December 31, 2012:


## Note 11. Derivatives

The Company is a party to interest rate derivatives that are not designated as hedging instruments. These derivatives relate to interest rate swaps that the Company enters into with customers to allow customers to convert variable rate loans to a fixed rate. The Company pays interest to the customer at a floating rate on the notional amount and receives interest from the customer at a fixed rate for the same notional amount. At the same time the interest rate swap is entered into with the customer, an offsetting interest rate swap is entered into with another financial institution. The Company pays the other financial institution interest at the same fixed rate on the same notional amount as the swap entered into with the customer, and receives interest from the financial institution for the same floating rate on the same notional amount. The changes in the fair value of the swaps offset each other, except for the credit risk of the counterparties, which is determined by taking into consideration the risk rating, probability of default and loss of given default for all counterparties. As of March 31, 2013 and December 31, 2012, the Company had $\$ 493,000$ and $\$ 497,000$, respectively, in securities pledged for collateral on its interest rate swaps with the financial institution.

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The following table presents summary information regarding these derivatives for the periods presented:

March 31, 2013

|  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Weighted Average | Weighted Average |  |  |
|  |  |  |  |  |  |  |
|  | Notional Amount | Average Maturity | Rate Fixed | Variable Rate | Fair Value |  |
| 3rd party interest rate swaps | $\$$ | 24,396 | 8.2 | $4.040 \%$ | 1 Mo Libor + 2.31 | $\$ 04$ |
| Customer interest rate swaps |  | $(24,396)$ | 8.2 | $4.040 \%$ | 1 Mo Libor + 2.31 | $(404)$ |

December 31, 2012

|  |  |  | Weighted Average | Weighted Average |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Variable Rate |  |  |  |  |$\quad$ Fair Value

The following shows the Company s transactions that are subject to an enforceable master netting arrangement or other such similar agreements for the periods presented:

March 31, 2013



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Total

$$
\begin{array}{llllllllll}
\$ 24,396 & (\$ 23,992) & \$ & 404 & \$ 0 & \$ & 0 & \$ & 404
\end{array}
$$

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December 31, 2012


| Offsetting of Financial Liabilities and Derivative |  |  |  | Gross Amounts not Offset in |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | the Balance Sheet |  |  |  |  |  |  |
| Liabilities | Gross <br> Amounts of Recognized Liabilities | Gross <br> Amounts Offset in the Balance Sheet |  |  | nts <br> ies <br> ed in <br> ce <br> t <br> thou | Financial Instruments ds) |  |  |  | unt |
| Description |  |  |  |  |  |  |  |  |  |  |
| Customer interest rate swaps | \$ 6,400 | (\$ | 6,205) | \$ | 195 | \$ 0 | \$ | 0 | \$ | 195 |
| Total | \$ 6,400 | (\$ | 6,205) | \$ | 195 | \$ 0 | \$ | 0 | \$ | 195 |

## Note 12. Preferred Stock

On February 8, 2012, the Company redeemed its remaining 19,000 shares of its Fixed Rate Cumulative Preferred Stock, Series A originally issued to the U.S. Department of the Treasury under the Troubled Asset Relief Program Capital Purchase Program ( CPP ). The Company paid to the Treasury $\$ 19.2$ million, which included $\$ 19.0$ million of principal and $\$ 219,000$ in accrued and unpaid dividends, on February 8, 2012. As a result of the early payment, the Company also accelerated the accretion of $\$ 501,000$ of the preferred stock discount.

On February 29, 2012, the Company repurchased the outstanding common stock warrant previously issued to the Treasury for the purchase of $1,046,901$ shares of its common stock at an exercise price of $\$ 8.45$ per share, for $\$ 2.8$ million, completing the Company s participation in the Treasury s CPP. Upon repurchase, the common stock warrant had a carrying value of $\$ 3.3$ million. The repurchase price of $\$ 2.8$ million was recorded as a reduction to common stock on the statement of changes in stockholders equity.

## Note 13. Common Stock

On September 4, 2012, the Company issued and sold an aggregate of $2,667,253$ shares of common stock at a price of $\$ 9.65$ per share pursuant to a takedown off of the Company s shelf registration statement. The Company received net proceeds of $\$ 25.0$ million which it used to repay $\$ 25.8$ million in junior subordinated debentures on October 7, 2012. The junior subordinated debentures had been issued by the Company to Lakeland Capital Trust III in December 2003, had a coupon rate of $7.535 \%$ at the time of redemption and were due on January 7, 2034. The capital and

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common securities issued by the Trust in December 2003 were also redeemed.

## Note 14. Acquisitions

## Note 14. Acquisitions

On January 28, 2013, the Company entered into an Agreement and Plan of Merger (the Merger Agreement) with Somerset Hills Bancorp, pursuant to which Somerset Hills Bancorp will merge with and into the Company. The Merger Agreement provides that the shareholders of Somerset Hills Bancorp will receive, at their election, for each outstanding share of Somerset Hills Bancorp common stock that they own at the effective time of the merger, either 1.1962 shares of Lakeland Bancorp common stock or $\$ 12.00$ in cash, subject to proration as described in the Merger Agreement, so that $90 \%$ of the aggregate merger consideration will be shares of Lakeland Bancorp common stock and $10 \%$ will be cash. Lakeland Bancorp expects to issue an aggregate of $5,780,883$ shares of its common stock in the merger, and will also assume outstanding Somerset Hills Bancorp stock options (which will be converted into options to purchase Lakeland Bancorp common stock). The transaction is valued at approximately $\$ 64.4$ million in the aggregate (excluding the assumption of stock options), or $\$ 12.00$ per share. As of December 31, 2012, Somerset Hills Bancorp had consolidated total assets, total loans, total deposits and total stockholders equity of $\$ 368.9$ million, $\$ 241.9$ million, $\$ 320.2$ million and $\$ 41.8$ million, respectively. Somerset Hills Bancorp had net income of $\$ 3.4$ million for the year ended December 31, 2012.

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The transaction has been approved by the board of directors of each of Lakeland Bancorp and Somerset Hills Bancorp. On May 6, 2013, the Company was informed by the New Jersey Department of Banking, and Insurance that it had approved the proposed merger of Somerset Hills Bancorp with and into the Company and the merger of the bank subsidiaries. On May 8, 2013, the shareholders of Somerset Hills Bancorp voted to approve the merger and the shareholders of the Company voted to approve the issuance of the shares of the Company s common stock to be issued in the merger. Subject to additional required regulatory approval and other customary closing conditions, the Company anticipates completing the merger in the second or third quarter of 2013.

## Note 15. Recent Accounting Pronouncements

In February 2013, the FASB issued guidance relating to the reporting of amounts reclassified out of accumulated other comprehensive income. This guidance further updates guidance issued in 2011 increasing the prominence of items reported in other comprehensive income and facilitating the convergence of U.S. GAAP and International Financial Reporting Standards ( IFRS ). The guidance issued in 2013 requires an entity to provide information about the items reclassified out of other comprehensive income by component. This guidance is effective during interim and annual periods beginning after December 15, 2012, and is to be applied retrospectively. The Company adopted this guidance in the first quarter of 2013. Adoption of this guidance did not have a significant impact on the Company s consolidated financial statements.

In December 2011, the FASB issued accounting guidance regarding disclosures about offsetting assets and liabilities. The scope of this accounting guidance was further clarified by the FASB on January 1, 2013. This guidance affects all entities that have financial instruments and derivative instruments that are either (1) offset in accordance with U.S. GAAP or (2) subject to an enforceable master netting arrangement or similar agreement. This information will enable users of an entity s financial statements to evaluate the effect or potential effect of netting arrangements on an entity s financial position, including the effect or potential effect of rights of setoff associated with certain financial instruments and derivative instruments in the scope of this guidance. An entity is required to apply the amendments for annual reporting periods beginning on or after January 1, 2013, and interim periods within those annual periods. An entity should provide the disclosures required by those amendments retrospectively for all comparative periods presented. The Company adopted this guidance in the first quarter of 2013. Adoption of this guidance did not have a significant impact on the Company s consolidated financial statements.

## PART I ITEM 2

## Management s Discussion and Analysis of

Financial Condition and Results of Operations
This section should be read in conjunction with Management s Discussion and Analysis of Financial Condition and Results of Operations included in the Company s Annual Report on Form 10-K for the year ended December 31, 2012.

## Statements Regarding Forward Looking Information

The information disclosed in this document includes various forward-looking statements that are made in reliance upon the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 with respect to credit quality (including delinquency trends and the allowance for loan and lease losses), corporate objectives, and other financial and business matters. The words anticipates, projects, intends, estimates, expects, believes, plans, may, will, should, could, and other similar expressions are intended to identify such forward-looking stateme Company cautions that these forward-looking statements are necessarily speculative and speak only as of the date made, and are subject to numerous assumptions, risks and uncertainties, all of which may change over time. Actual results could differ materially from such forward-looking statements.

In addition to the risk factors disclosed elsewhere in this document, the following factors, among others, could cause the Company s actual results to differ materially and adversely from such forward-looking statements: changes in the financial services industry and the U.S. and global capital markets, changes in economic conditions nationally, regionally

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and in the Company s markets, the nature and timing of actions of the Federal Reserve Board and other regulators, the nature and timing of legislation affecting the financial services industry including, but not limited to, the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010, government intervention in the U.S. financial system, changes in levels of market interest rates, pricing pressures on loan and deposit products, credit risks of the Company s lending and leasing activities, customers acceptance of the Company s products and services, competition, failure to obtain required regulatory approvals for the merger of Somerset Hills Bancorp into Lakeland Bancorp and for the merger of Somerset Hills Bank into Lakeland Bank, and the failure to realize anticipated efficiencies and synergies if the mergers are consummated.

The above-listed risk factors are not necessarily exhaustive, particularly as to possible future events, and new risk factors may emerge from time to time. Certain events may occur that could cause the Company s actual results to be materially different than those described in the Company s periodic filings with the Securities and Exchange Commission. Any statements made by the Company that are not historical facts should be considered to be forward-looking statements. The Company is not obligated to update and does not undertake to update any of its forward-looking statements made herein.

## Critical Accounting Policies, Judgments and Estimates

The accounting and reporting policies of the Company and its subsidiaries conform with accounting principles generally accepted in the United States of America and predominant practices within the banking industry. The consolidated financial statements include the accounts of the Company, Lakeland, Lakeland NJ Investment Corp., Lakeland Investment Corp., Lakeland Equity, Inc., and Lakeland Preferred Equity, Inc. All intercompany balances and transactions have been eliminated.

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. These estimates and assumptions also affect reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates. There have been no material changes in the Company s critical accounting policies, judgments and estimates, including assumptions or estimation techniques utilized, as compared to those disclosed in the Company s most recent Annual Report on Form 10-K.

## Management Overview

The three months ended March 31, 2013, represented a period of earnings improvement for the Company. As discussed in this Management s Discussion and Analysis:

Net income available to common stockholders increased $\$ 757,000$, or $17 \%$, from the first quarter of 2012 to the same period in 2013.

Diluted earnings per share increased from $\$ 0.16$ for the first quarter of 2012 to $\$ 0.17$ for the first quarter of 2013.

Included in the 2013 first quarter earnings was $\$ 631,000$ in expenses related to the proposed merger with Somerset Hills Bancorp. Exclusive of these expenses, EPS for the first quarter of 2013 was $\$ 0.19$ per common share, a $19 \%$ increase over the EPS for the same period last year.

Non-performing assets declined for the sixth consecutive quarter. Non-performing assets have declined $\$ 2.8$ million, or $10 \%$, from $\$ 28.5$ million reported at year end.

As a result of improving loan quality, the provision for loan and lease losses was reduced from $\$ 4.6$ million in the first quarter of 2012 to $\$ 3.2$ million in the first quarter of 2013.

The Company continues to experience pressure on its net interest margin from the continuing low interest rate environment. The net interest margin declined from $3.76 \%$ in the first quarter of 2012 to $3.71 \%$ in the first quarter of 2013.

Noninterest income has increased related to management s efforts to increase fee income to offset declines in net interest income.

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## Results of Operations

(First Quarter 2013 Compared to First Quarter 2012)

## Net Income

Net income for the first quarter of 2013 was $\$ 5.1$ million, compared to net income of $\$ 5.0$ million for the same period in 2012. Net income available to common stockholders was $\$ 5.1$ million compared to net income available to common stockholders of $\$ 4.4$ million for the first quarter of 2012. Because the Company repaid its remaining preferred stock to the U.S. Department of the Treasury under the CPP in the first quarter of 2012, the Company had no dividends or accretion on preferred stock in the first quarter of 2013 compared to $\$ 620,000$ for the same period last year. Diluted earnings per share was $\$ 0.17$ for the first quarter of 2013, compared to diluted earnings per share of $\$ 0.16$ for the same period last year. Net interest income for the first quarter of 2013 was equivalent to the first quarter of 2012.

## Net Interest Income

Net interest income is the difference between interest income on earning assets and the cost of funds supporting those assets. The Company s net interest income is determined by: (i) the volume of interest-earning assets that it holds and the yields that it earns on those assets, and (ii) the volume of interest-bearing liabilities that it has assumed and the rates that it pays on those liabilities. Net interest income increases when the Company can use noninterest-bearing deposits to fund or support interest-earning assets. The Company s net interest income is influenced by the current low interest rate environment. For information on how interest rate change can influence the Company s net interest income, and how the Company manages it net interest income, please see Quantitative and Qualitative Disclosures About Market Risk in Item 3 of this Quarterly Report on Form 10-Q. The Company s net interest margin can also be impacted by its level of non-performing loans. If non-performing loans decline, this could increase the net interest margin.

Net interest income on a tax equivalent basis for the first quarter of 2013 was $\$ 24.2$ million, which equaled the first quarter of 2012. The net interest margin decreased from $3.76 \%$ in the first quarter of 2012 to $3.71 \%$ in the first quarter of 2013 primarily as a result of net interest income remaining the same while average interest earning assets increased $\$ 50.0$ million during the same period. The net interest margin would have been $3.77 \%$ and $3.86 \%$ for the first quarter of 2013 and 2012, respectively, had the Company s non-performing loans performed in accordance with their terms. Declines in interest income resulting from a 32 basis point decline in the yield on interest-earning assets were partially offset by a 32 basis point reduction in the cost of interest-bearing liabilities. The decline in the net interest margin resulting from a decline in rates was somewhat mitigated by an increase in income earned on free funds (interest earning assets funded by non-interest bearing liabilities) resulting from an increase in average non-interest bearing deposits of $\$ 53.3$ million. The components of net interest income will be discussed in greater detail below.

The following table reflects the components of the Company $s$ net interest income, setting forth for the periods presented, (1) average assets, liabilities and stockholders equity, (2) interest income earned on interest-earning assets and interest expense paid on interest-bearing liabilities, (3) average yields earned on interest-earning assets and average rates paid on interest-bearing liabilities, (4) the Company s net interest spread (i.e., the average yield on interest-earning assets less the average cost of interest-bearing liabilities) and (5) the Company s net interest margin. Rates are computed on a tax equivalent basis using a tax rate of $35 \%$.

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## CONSOLIDATED STATISTICS ON A TAX EQUIVALENT BASIS

|  | For the Three Months Ended, <br> March 31, 2013 |  |  | For the Three Months Ended, <br> March 31, 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest <br> Income/ <br> Expense | Average <br> rates <br> earned/ <br> paid <br> (dollars in th | Average <br> Balance ousands) | Interest <br> Income/ <br> Expense | Average <br> rates earned/ paid |
| Assets |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans (A) | \$ 2,136,254 | \$ 24,407 | 4.63\% | \$ 2,050,093 | \$ 25,458 | 4.99\% |
| Taxable investment securities and other | 404,582 | 1,719 | 1.70\% | 447,252 | 2,340 | 2.09\% |
| Tax-exempt securities | 71,241 | 662 | 3.71\% | 72,787 | 754 | 4.14\% |
| Federal funds sold (B) | 30,585 | 13 | 0.17\% | 22,522 | 6 | 0.11\% |
| Total interest-earning assets | 2,642,662 | 26,801 | 4.11\% | 2,592,654 | 28,558 | 4.43\% |
| Noninterest-earning assets: |  |  |  |  |  |  |
| Allowance for loan and lease losses | $(29,485)$ |  |  | $(29,162)$ |  |  |
| Other assets | 254,833 |  |  | 242,705 |  |  |
| TOTAL ASSETS | \$ 2,868,010 |  |  | \$ 2,806,197 |  |  |
| Liabilities and Stockholders Equity |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |
| Savings accounts | \$ 357,709 | \$ 66 | 0.07\% | \$ 338,221 | \$ 90 | 0.11\% |
| Interest-bearing transaction accounts | 1,226,112 | 982 | 0.32\% | 1,137,069 | 1,272 | 0.45\% |
| Time deposits | 302,159 | 614 | 0.81\% | 350,937 | 894 | 1.02\% |
| Borrowings | 183,089 | 971 | 2.12\% | 267,165 | 2,092 | 3.13\% |
| Total interest-bearing liabilities | 2,069,069 | 2,633 | 0.51\% | 2,093,392 | 4,348 | 0.83\% |
| Noninterest-bearing liabilities: |  |  |  |  |  |  |
| Demand deposits | 502,214 |  |  | 448,893 |  |  |
| Other liabilities | 13,931 |  |  | 13,236 |  |  |
| Stockholders equity | 282,796 |  |  | 250,676 |  |  |
| TOTAL LIABILITIES AND STOCKHOLDERS EQUITY | \$ 2,868,010 |  |  | \$ 2,806,197 |  |  |
| Net interest income/spread |  | 24,168 | 3.60\% |  | 24,210 | 3.60\% |
| Tax equivalent basis adjustment |  | 232 |  |  | 264 |  |
| NET INTEREST INCOME |  | \$ 23,936 |  |  | \$ 23,946 |  |
| Net interest margin (C) |  |  | 3.71\% |  |  | 3.76\% |

(A) Includes non-accrual loans, the effect of which is to reduce the yield earned on loans, and deferred loan fees.
(B) Includes interest-bearing cash accounts.
(C) Net interest income divided by interest-earning assets.

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Interest income on a tax equivalent basis decreased from $\$ 28.6$ million in the first quarter of 2012 to $\$ 26.8$ million in the first quarter of 2013, a decrease of $\$ 1.8$ million, or $6 \%$. The decrease in interest income was primarily due to a 32 basis point decrease in the yield on interest earning assets, as a result of loans being refinanced at lower rates and lower yields on new loans and investments. The yield on average loans and leases at $4.63 \%$ in the first quarter of 2013 was 36 basis points lower than the first quarter of 2012 . The yield on average taxable and tax exempt investment securities decreased by 39 basis points and 43 basis points, respectively, compared to the first quarter of 2012. Average loans and leases at $\$ 2.14$ billion increased $\$ 86.2$ million from the first quarter of 2012, while average investment securities at $\$ 475.8$ million decreased $\$ 44.2$ million.

Total interest expense decreased from $\$ 4.3$ million in the first quarter of 2012 to $\$ 2.6$ million in the first quarter of 2013, a decrease of $\$ 1.7$ million, or $39 \%$. The cost of average interest-bearing liabilities decreased from $0.83 \%$ in the first quarter of 2012 to $0.51 \%$ in 2013 . The decrease in yield was due primarily to a 101 basis point reduction in the cost of borrowings, an $\$ 84.1$ million reduction in higher yielding borrowings, a $\$ 48.8$ million reduction in higher yielding time deposits and the continuing low rate environment. From the first quarter of 2012 to the first quarter of 2013, average savings accounts and interest-bearing transaction accounts increased by $\$ 19.5$ million and $\$ 89.0$ million, respectively. Average rates paid on interest-bearing liabilities declined in all categories.

## Provision for Loan and Lease Losses

In determining the provision for loan and lease losses, management considers national and local economic conditions; trends in the portfolio including orientation to specific loan types or industries; experience, ability and depth of lending management in relation to the complexity of the portfolio; adequacy and adherence to policies, procedures and practices; levels and trends in delinquencies, impaired loans and net charge-offs; and the results of independent third party loan review.

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In the first quarter of 2013, a $\$ 3.2$ million provision for loan and lease losses was recorded, which was $\$ 1.4$ million lower than the provision for the same period last year. During the first quarter of 2013, the Company charged off loans and leases of $\$ 2.7$ million and recovered $\$ 219,000$ in previously charged off loans and leases compared to $\$ 5.0$ million and $\$ 735,000$, respectively, during the same period in 2012 . The lower provision resulted from a decline in non-performing assets and from lower charge-offs during the quarter. For more information regarding the determination of the provision, see Risk Elements below.

## Noninterest Income

Noninterest income increased $\$ 994,000$, or $25 \%$, to $\$ 5.1$ million in the first quarter of 2013 compared to the first quarter of 2012 primarily due to gains on sales of investment securities, an increase in commissions and fees and an increase in other income. Gains on sales of investment securities was $\$ 505,000$ during the first quarter of 2013 compared to $\$ 32,000$ during the same period in 2012. Commissions and fees totaled $\$ 1.2$ million in the first quarter of 2013 and were $\$ 233,000$, or $24 \%$, higher than the same period last year due primarily to increased investment commission income. Other income totaling $\$ 498,000$ in the first quarter of 2013 was $\$ 239,000$ higher than the same period in 2012 primarily due to $\$ 181,000$ in income on loan swap transactions and $\$ 152,000$ in gains on sales of residential mortgage loans. Income on bank owned life insurance at $\$ 313,000$ declined $\$ 26,000$ compared to the first quarter of 2012 due primarily to decreases in rates on the underlying policies.

## Noninterest Expense

Noninterest expense totaling $\$ 18.2$ million increased $\$ 2.0$ million in the first quarter of 2013 from the first quarter of 2012. In the first quarter of 2013 noninterest expense included $\$ 526,000$ in long term debt prepayment fees and $\$ 631,000$ in merger related expenses. Salary and employee benefits at $\$ 10.0$ million increased by $\$ 518,000$, or $5 \%$, partially due to increased commission expenses. Net occupancy expense at $\$ 2.0$ million in the first quarter of 2013 increased $\$ 286,000$ from the same period last year due primarily to expenses relating to the new operations and training center and branch office opened in the second half of 2012 as well as increased snow removal expenses. Furniture and equipment at $\$ 1.4$ million increased $\$ 322,000$ from the same period last year due primarily to increased service contract expense, expenses relating to the new operations and training center and the opening of a branch office. Marketing expense totaling $\$ 288,000$ decreased $\$ 182,000$ compared to the first quarter of 2012 primarily due a reduction in advertising and the timing of marketing campaigns. FDIC insurance expense at $\$ 513,000$ decreased $\$ 42,000$ due primarily to lower assessment rates resulting from the reduction in nonperforming assets. Legal expense at $\$ 242,000$ and other real estate and repossessed asset expense at $\$ 19,000$ decreased $\$ 157,000$ and $\$ 19,000$, respectively, due primarily to the reduction in nonperforming assets. The Company s efficiency ratio, a non-GAAP financial measure, was $59.85 \%$ in the first quarter of 2013 , compared to $57.71 \%$ for the same period last year as a result of an increase in total noninterest expense. The Company uses this ratio because it believes that the ratio provides a good comparison of period-to-period performance and because the ratio is widely accepted in the banking industry. The following table shows the calculation of the efficiency ratio for the periods presented:

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|  | For the Three Months Ended March 31, 2013 <br> 2012 <br> (dollars in thousands) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Calculation of efficiency ratio |  |  |  |  |
| Total noninterest expense | \$ | 18,227 | \$ | 16,275 |
| Less: |  |  |  |  |
| Other real estate owned and other repossessed asset expense |  | (19) |  | (38) |
| Long term debt prepayment fee |  | (526) |  |  |
| Merger related expenses |  | (631) |  |  |
| Provision for unfunded lending commitments |  | 135 |  | 56 |
| Noninterest expense, as adjusted | \$ | 17,186 | \$ | 16,293 |
| Net interest income | \$ | 23,936 | \$ | 23,946 |
| Noninterest income |  | 5,051 |  | 4,057 |
| Total revenue |  | 28,987 |  | 28,003 |
| Plus: Tax-equivalent adjustment on municipal securities |  | 232 |  | 264 |
| Less: gains on sales of investment securities |  | (505) |  | (32) |
| Total revenue, as adjusted | \$ | 28,714 | \$ | 28,235 |
| Efficiency ratio |  | 59.85\% |  | 57.71\% |

## Income Tax Expense

The effective tax rate increased from $30.7 \%$ in the first quarter of 2012 to $32.6 \%$ in the first quarter of 2013 as a result of increased earnings and because of a reduction of tax advantaged items as a percent of pre-tax income. Tax advantaged items include interest income on tax-exempt securities and income on bank owned life insurance. Also contributing to the increase in the effective tax rate was the impact of non-deductible merger related expenses.

## Financial Condition

The Company s total assets decreased $\$ 10.7$ million from $\$ 2.92$ billion at December 31, 2012, to $\$ 2.91$ billion at March 31, 2013. A $\$ 23.5$ million reduction in investment securities and a $\$ 10.5$ million reduction in total cash and cash equivalents was partially offset by a $\$ 24.2$ million increase in total loans. Total deposits increased $\$ 17.7$ million, with non-interest-bearing transaction accounts increasing $\$ 23.0$ million.

## Loans and Leases

Gross loans and leases at $\$ 2.17$ billion increased by $\$ 24.2$ million from December 31, 2012. The increase in gross loans and leases is primarily due to an increase in commercial loans secured by real estate of $\$ 43.7$ million, partially offset by a reduction in residential mortgages of $\$ 11.3$ million. For more information on the loan portfolio, see Note 7 in Notes to the Consolidated Financial Statements in this Quarterly Report on Form 10-Q.

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## Risk Elements

Non-performing assets decreased from $\$ 28.5$ million, or $0.98 \%$ of total assets, on December 31, 2012 to $\$ 25.8$ million, or $0.89 \%$ of total assets, on March 31, 2013. Non-performing assets decreased in all categories. The largest declines in non-performing loans were in commercial loans secured by real estate and real estate construction loans which declined by $\$ 1.5$ million and $\$ 471,000$, respectively. Commercial loan non-accruals at March 31, 2013 included 4 loan relationships with balances over $\$ 1.0$ million, totaling $\$ 5.1$ million, and 5 loan relationships between $\$ 500,000$ and $\$ 1.0$ million, totaling $\$ 3.6$ million.

There were $\$ 1.8$ million in loans and leases past due ninety days or more and still accruing at March 31, 2013 compared to $\$ 1.4$ million at December 31, 2012. Loans and leases past due 90 days or more and still accruing are those loans and leases that are considered both well-secured and in process of collection.

On March 31, 2013, the Company had $\$ 9.0$ million in loans that were troubled debt restructurings and still accruing interest income compared to $\$ 7.3$ million on December 31, 2012. Troubled debt restructurings are those loans where the Company has granted concessions to the borrower in payment terms, either in rate or in term, as a result of the financial condition of the borrower.

On March 31, 2013, the Company had $\$ 30.8$ million in impaired loans (consisting primarily of non-accrual and restructured loans and leases) compared to $\$ 31.5$ million at year-end 2012. For more information on impaired loans and leases see Note 7 in Notes to the Consolidated Financial Statements of this Quarterly Report on Form 10-Q. The impairment of the loans and leases is measured using the present value of future cash flows on certain impaired loans and is based on the fair value of the underlying collateral for the remaining loans and leases. Based on such evaluation, $\$ 631,000$ has been allocated as a portion of the allowance for loan and lease losses for impairment at March 31, 2013. At March 31, 2013, the Company also had $\$ 51.6$ million in loans and leases that were rated substandard that were not classified as non-performing or impaired compared to $\$ 42.7$ million at December 31, 2012.

There were no loans and leases at March 31, 2013, other than those designated non-performing, impaired or substandard, where the Company was aware of any credit conditions of any borrowers or obligors that would indicate a strong possibility of the borrowers not complying with present terms and conditions of repayment and which may result in such loans and leases being included as non-accrual, past due or renegotiated at a future date. The following table sets forth for the periods presented, the historical relationships among the allowance for loan and lease losses, the provision for loan and lease losses, the amount of loans and leases charged-off and the amount of loan and lease recoveries:

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| (dollars in thousands) | Three Months <br> Ended <br> March 31, 2013 |  | Three Months <br> Ended <br> March 31, 2012 |  | YearEndedDecember 31,2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance of the allowance at the beginning of the year | \$ | 28,931 | \$ | 28,416 | \$ | 28,416 |
| Loans and leases charged off: |  |  |  |  |  |  |
| Commercial, secured by real estate |  | 749 |  | 2,090 |  | 7,287 |
| Commercial, industrial and other |  | 177 |  | 149 |  | 949 |
| Leases |  | 112 |  | 168 |  | 999 |
| Real estate mortgage |  | 565 |  | 357 |  | 1,822 |
| Real estate-construction |  | 652 |  | 1,526 |  | 2,888 |
| Home equity and consumer |  | 455 |  | 717 |  | 2,074 |
| Total loans charged off |  | 2,710 |  | 5,007 |  | 16,019 |
| Recoveries: |  |  |  |  |  |  |
| Commercial, secured by real estate |  | 44 |  | 39 |  | 280 |
| Commercial, industrial and other |  | 30 |  | 179 |  | 428 |
| Leases |  | 88 |  | 378 |  | 504 |
| Real estate mortgage |  | 1 |  | 12 |  | 66 |
| Real estate-construction |  | 7 |  | 27 |  | 43 |
| Home equity and consumer |  | 49 |  | 100 |  | 306 |
| Total Recoveries |  | 219 |  | 735 |  | 1,627 |
| Net charge-offs: |  | 2,491 |  | 4,272 |  | 14,392 |
| Provision for loan and lease losses |  | 3,183 |  | 4,556 |  | 14,907 |
| Ending balance | \$ | 29,623 | \$ | 28,700 | \$ | 28,931 |
| Ratio of annualized net charge-offs to average loans and leases outstanding |  | 0.47\% |  | 0.83\% |  | 0.69\% |
| Ratio of allowance at end of period as a percentage of period end total loans and leases |  | 1.36\% |  | 1.38\% |  | 1.35\% |

The ratio of the allowance for loan and lease losses to loans and leases outstanding reflects management s evaluation of the underlying credit risk inherent in the loan portfolio. The determination of the adequacy of the allowance for loan and lease losses and periodic provisioning for estimated losses included in the consolidated financial statements is the responsibility of management and the Board of Directors. The evaluation process is undertaken on a quarterly basis.

Methodology employed for assessing the adequacy of the allowance for loan and lease losses consists of the following criteria:

The establishment of reserve amounts for all specifically identified classified loans and leases that have been designated as requiring attention by the Company or its external loan review consultants.

The establishment of reserves for pools of homogeneous types of loans and leases not subject to specific review, including impaired commercial loans under $\$ 250,000$, leases, 14 family residential mortgages and consumer loans.

The establishment of reserve amounts for the non-classified loans and leases in each portfolio based upon the historical average loss experience of these portfolios and management $s$ evaluation of key factors described below.

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Consideration is given to the results of ongoing credit quality monitoring processes, the adequacy and expertise of the Company s lending staff, underwriting policies, loss histories, delinquency trends, and the cyclical nature of economic and business conditions. Since many of the Company s loans depend on the sufficiency of collateral as a secondary means of repayment, any adverse trend in the real estate markets could affect underlying values available to protect the Company against loss.

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The overall balance of the allowance for loan losses increased $\$ 692,000$ to $\$ 29.6$ million at March 31, 2013 compared to December 31, 2012 reflecting an increase in the commercial loan portfolio and a $\$ 659,000$ increase in the allowance for the real estate-construction segment. The increase in the allowance for the real estate-construction segment reflected a downgrade of a certain construction loan to substandard which requires a higher reserve.

Non-performing loans and leases decreased from $\$ 28.0$ million on December 31, 2012 to $\$ 25.0$ million on March 31, 2013. The allowance for loan and lease losses as a percent of total loans was $1.36 \%$ of total loans on March 31, 2013, compared to $1.35 \%$ as of December 31, 2012. Management believes, based on appraisals and estimated selling costs, that its non-performing loans and leases are adequately secured and reserves on these loans and leases are adequate. The preceding statement constitutes a forward-looking statement under the Private Securities Litigation Reform Act of 1995.

Based upon the process employed and giving recognition to all accompanying factors related to the loan and lease portfolio, management considers the allowance for loan and lease losses to be adequate at March 31, 2013. The preceding statement constitutes a forward-looking statement under the Private Securities Litigation Reform Act of 1995.

## Investment Securities

For detailed information on the composition and maturity distribution of the Company s investment securities portfolio, see the Notes to Consolidated Financial Statements contained in this Form 10-Q. Total investment securities decreased from $\$ 490.6$ million on December 31, 2012 to $\$ 467.1$ million on March 31, 2013, a decrease of $\$ 23.5$ million, or $5 \%$.

## Deposits

Total deposits increased from $\$ 2.37$ billion on December 31, 2012 to $\$ 2.39$ billion on March 31, 2013, an increase of $\$ 17.7$ million, or $1 \%$. Noninterest bearing deposits increased $\$ 23.0$ million, or $5 \%$, to $\$ 521.0$ million, while savings and interest-bearing transaction accounts and time deposits decreased $\$ 2.7$ million and $\$ 2.6$ million, respectively. The increase in noninterest bearing deposits resulted primarily from an increase in commercial noninterest bearing deposits.

## Liquidity

Liquidity measures whether an entity has sufficient cash flow to meet its financial obligations and commitments on a timely basis. The Company is liquid when its subsidiary bank has the cash available to meet the borrowing and cash withdrawal requirements of customers and the Company can pay for current and planned expenditures and satisfy its debt obligations.

Lakeland funds loan demand and operation expenses from several sources:

Net income. Cash provided by operating activities was $\$ 11.7$ million for the first three months of 2013 compared to $\$ 13.6$ million for the same period in 2012.

Deposits. Lakeland can offer new products or change its rate structure in order to increase deposits. In the first three months of 2013, Lakeland generated $\$ 17.7$ million in deposit growth.

Sales of securities and overnight funds. At March 31, 2013, the Company had $\$ 370.2$ million in securities designated available for sale. Of these securities, $\$ 270.3$ million were pledged to secure public deposits and for other purposes required by applicable laws and regulations.

Repayments on loans and leases can also be a source of liquidity to fund further loan growth.

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#### Abstract

Overnight credit lines. As a member of the Federal Home Loan Bank of New York (FHLB), Lakeland has the ability to borrow overnight based on the market value of collateral pledged. Lakeland had no overnight borrowings from the FHLB on March 31, 2013. Lakeland also has overnight federal funds lines available for it to borrow up to $\$ 162.0$ million. Lakeland had borrowings against these lines of $\$ 46.0$ million at March 31, 2013. Lakeland may also borrow from the discount window of the Federal Reserve Bank of New York based on the market value of collateral pledged. Lakeland had no borrowings with the Federal Reserve Bank of New York as of March 31, 2013.


Other borrowings. Lakeland can also generate funds by utilizing long-term debt or securities sold under agreements to repurchase that would be collateralized by security or mortgage collateral. At times the market values of securities collateralizing our securities sold under agreements to repurchase may decline due to changes in interest rates and may necessitate our lenders to issue a margin call which requires Lakeland to pledge additional collateral to meet that margin call.
Management and the Board monitor the Company s liquidity through the asset/liability committee, which monitors the Company s compliance with certain regulatory ratios and other various liquidity guidelines.

The cash flow statements for the periods presented provide an indication of the Company s sources and uses of cash, as well as an indication of the ability of the Company to maintain an adequate level of liquidity. A discussion of the cash flow statement for the three months ended March 31, 2013 follows.

Cash and cash equivalents totaling $\$ 97.1$ million on March 31, 2013, decreased $\$ 10.5$ million from December 31, 2012. Operating activities provided $\$ 11.7$ million in net cash. Investing activities used $\$ 5.2$ million in net cash, primarily reflecting an increase in loans and leases offset by declines in investment securities. Financing activities used $\$ 17.0$ million in net cash, reflecting a $\$ 23.0$ million decrease in federal funds purchased and securities sold under agreement to repurchase and repayments of $\$ 10.0$ million in other borrowings, partially offset by a net increase of $\$ 17.7$ million in deposits. The Company anticipates that it will have sufficient funds available to meet its current loan commitments and deposit maturities. This constitutes a forward-looking statement under the Private Securities Litigation Reform Act of 1995.

The following table sets forth contractual obligations and other commitments representing required and potential cash outflows as of March 31, 2013. Interest on subordinated debentures and long-term borrowed funds is calculated based on current contractual interest rates.

| (dollars in thousands) | Within |  | After three |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | After one but |  |  |  | After |
|  |  |  | but within |  |
|  | Total | one year |  |  | within three years |  |  | ve years | five years |
| Minimum annual rentals on noncancellable operating leases | \$ 19,790 | \$ 2,207 | \$ | 4,059 | \$ | 2,866 | \$ 10,658 |
| Benefit plan commitments | 4,685 | 185 |  | 300 |  | 390 | 3,810 |
| Remaining contractual maturities of time deposits | 301,209 | 224,435 |  | 61,127 |  | 14,824 | 823 |
| Subordinated debentures | 51,548 |  |  |  |  |  | 51,548 |
| Loan commitments | 458,151 | 378,714 |  | 53,223 |  | 868 | 25,346 |
| Other borrowings | 75,000 |  |  | 45,000 |  | 30,000 |  |
| Interest on other borrowings* | 40,622 | 3,588 |  | 7,185 |  | 6,186 | 23,663 |
| Standby letters of credit | 7,686 | 5,527 |  | 2,079 |  |  | 80 |
| Total | \$ 958,691 | \$ 614,656 | \$ | 172,973 | \$ | 55,134 | \$ 115,928 |

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## Capital Resources

Total stockholders equity increased from $\$ 280.9$ million on December 31, 2012 to $\$ 283.9$ million on March 31, 2013, an increase of $\$ 3.0$ million, or $1 \%$. Book value per common share increased to $\$ 9.51$ on March 31, 2013 from $\$ 9.45$ on December 31, 2012. The increase in stockholders equity from December 31, 2012 to March 31, 2013 was primarily due to $\$ 5.1$ million in net income partially offset by the payment of dividends on common stock of $\$ 1.8$ million.

The Company and Lakeland are subject to various regulatory capital requirements that are monitored by federal banking agencies. Failure to meet minimum capital requirements can lead to certain supervisory actions by regulators; any supervisory action could have a direct material adverse effect on the Company or Lakeland s financial statements. Management believes, as of March 31, 2013, that the Company and Lakeland meet all capital adequacy requirements to which they are subject.

The capital ratios for the Company and Lakeland at March 31, 2013 are as follows:


Reported amounts are presented in accordance with U.S. GAAP. The Company s management believes that the supplemental non-GAAP information, which consists of measurements and ratios based on tangible equity and tangible assets, is utilized by regulators and market analysts to evaluate a company s financial condition and therefore, such information is useful to investors. These disclosures should not be viewed as a substitute for financial results determined in accordance with U.S. GAAP, nor are they necessarily comparable to non-GAAP performance measures which may be presented by other companies.

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| (dollars in thousands, except per share amounts) | $\begin{gathered} \text { March 31, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| Calculation of tangible book value per common share |  |  |  |
| Total common stockholders equity at end of period GAAP | \$ 283,877 | \$ | 280,867 |
| Less: |  |  |  |
| Goodwill | 87,111 |  | 87,111 |
| Total tangible common stockholders equity at end of period Non GAAP | \$ 196,766 | \$ | 193,756 |
| Shares outstanding at end of period (1) | 29,859 |  | 29,726 |
| Book value per share GAAP (1) | \$ 9.51 | \$ | 9.45 |
| Tangible book value per share Non-GAAP (1) | \$ 6.59 | \$ | 6.52 |

(1) Adjusted for 5\% stock dividend granted April 16, 2012 to shareholders of record March 30, 2012.

| Calculation of tangible common equity to tangible assets |  |  |
| :---: | :---: | :---: |
| Total tangible common stockholders equity at end of period Non GAAP | \$ 196,766 | \$ 193,756 |
| Total assets at end of period | \$ 2,907,969 | \$ 2,918,703 |
| Less: |  |  |
| Goodwill | 87,111 | 87,111 |
| Total tangible assets at end of period Non-GAAP | \$ 2,820,858 | \$ 2,831,592 |
| Common equity to assets GAAP | 9.76\% | 9.62\% |
| Tangible common equity to tangible assets Non-GAAP | 6.98\% | 6.84\% |


|  | For the Three Months Ended,  <br> March 31, March 31, <br> 2013 2012 |  |
| :---: | :---: | :---: |
| Calculation of return on average tangible common equity |  |  |
| Net income GAAP | \$ 5,108 | \$ 4,971 |
| Total average common stockholders equity | \$ 282,796 | \$ 242,957 |
| Less: |  |  |
| Average goodwill | 87,111 | 87,111 |
| Average other identifiable intangible assets, net |  |  |
| Total average tangible common stockholders equity Non-GAAP | \$ 195,685 | \$ 155,846 |
| Return on average common stockholders equity GAAP | 7.33\% | 8.23\% |
| Return on average tangible common stockholders equity Non-GAAP | 10.59\% | 12.83\% |

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## ITEM 3. Quantitative and Qualitative Disclosures about Market Risk

The Company manages interest rate risk and market risk by identifying and quantifying interest rate risk exposures using simulation analysis and economic value at risk models. Net interest income simulation considers the relative sensitivities of the balance sheet including the effects of interest rate caps on adjustable rate mortgages and the relatively stable aspects of core deposits. As such, net interest income simulation is designed to address the probability of interest rate changes and the behavioral response of the balance sheet to those changes. Market Value of Portfolio Equity represents the fair value of the net present value of assets, liabilities and off-balance-sheet items. Changes in estimates and assumptions made for interest rate sensitivity modeling could have a significant impact on projected results and conclusions. These assumptions could include prepayment rates, sensitivity of non-maturity deposits and other similar assumptions. Therefore, if our assumptions should change, this technique may not accurately reflect the impact of general interest rate movements on the Company s net interest income or net portfolio value.

The starting point (or base case ) for the following table is an estimate of the following year s net interest income assuming that both interest rates and the Company s interest-sensitive assets and liabilities remain at period-end levels. The net interest income estimated for the next twelve months (the base case) is $\$ 96.8$ million. The information provided for net interest income assumes that changes in interest rates of plus 200 basis points and minus 200 basis points change gradually in equal increments ( rate ramp ) over the twelve month period.

|  | Changes in interest rates |  |
| :--- | :---: | ---: |
| Rate Ramp | +200 bp | -200 bp |
| Asset/Liability Policy Limit | $-5.0 \%$ | $-5.0 \%$ |
| March 31, 2013 | $-3.3 \%$ | $-2.1 \%$ |
| December 31, 2012 | $-4.9 \%$ | $-2.2 \%$ |

The Company s review of interest rate risk also includes policy limits for net interest income changes in various rate shock scenarios. Rate shocks assume that current interest rates change immediately. The information provided for net interest income assumes fluctuations or rate shocks for changes in interest rates as shown in the table below.

|  | Changes in interest rates |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rate Shock | +400 bp | +300 bp | +200 bp | +100 bp | -100 bp | -200 bp | -300 bp | -400 bp |
| Asset/Liability Policy Limit | $-20.0 \%$ | $-15.0 \%$ | $-10.0 \%$ | $-5.0 \%$ | $-5.0 \%$ | $-10.0 \%$ | $-15.0 \%$ | $-20.0 \%$ |
| March 31, 2013 | $-6.9 \%$ | $-4.9 \%$ | $-2.9 \%$ | $-1.0 \%$ | $-3.8 \%$ | $-4.3 \%$ | $-4.5 \%$ | $-4.5 \%$ |
| December 31, 2012 | $-8.7 \%$ | $-6.4 \%$ | $-4.2 \%$ | $-2.1 \%$ | $-4.1 \%$ | $-4.6 \%$ | $-4.6 \%$ | $-4.6 \%$ |

The base case for the following table is an estimate of the Company $s$ net portfolio value for the periods presented using current discount rates, and assuming the Company s interest-sensitive assets and liabilities remain at period-end levels. The net portfolio value at March 31, 2013 (the base case) was $\$ 352.6$ million. The information provided for the net portfolio value assumes fluctuations or rate shocks of plus 200 basis points and minus 200 basis points for changes in interest rates as shown in the table below. Rate shocks assume that current interest rates change immediately.

|  | Changes in interest rates |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Rate Shock | +300 bp | +200 bp | +100 bp | -100 bp | -200 bp | -300 bp |
| Asset/Liability Policy Limit | $-35.0 \%$ | $-25.0 \%$ |  | $-25.0 \%$ | $-35.0 \%$ |  |
| March 31, 2013 | $-16.1 \%$ | $-9.4 \%$ | $-3.6 \%$ | $-3.3 \%$ | $-7.0 \%$ | $-7.2 \%$ |
| December 31, 2012 | $-14.6 \%$ | $-7.4 \%$ | $-2.3 \%$ | $-5.1 \%$ | $-8.9 \%$ | $-7.8 \%$ |

The information set forth in the above tables is based on significant estimates and assumptions, and constitutes a forward-looking statement under the Private Securities Litigation Reform Act of 1995. For more information regarding the Company s market risk and assumptions used in the Company s simulation models, please refer to the Company s Annual Report on Form 10-K for the year ended December 31, 2012.

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ITEM 4. Controls and Procedures
(a) Disclosure controls and procedures. As of the end of the Company s most recently completed fiscal quarter covered by this report, the Company carried out an evaluation, with the participation of the Company s management, including the Company s Chief Executive Officer and Chief Financial Officer, of the effectiveness of the Company s disclosure controls and procedures pursuant to Securities Exchange Act Rule 13a-15. Based upon that evaluation, the Company s Chief Executive Officer and Chief Financial Officer concluded that the Company s disclosure controls and procedures are effective in ensuring that information required to be disclosed by the Company in the reports that it files or submits under the Securities Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC s rules and forms and are operating in an effective manner and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.
(b) Changes in internal controls over financial reporting. There have been no changes in the Company s internal control over financial reporting that occurred during the quarter ended March 31, 2013 that have materially affected, or are reasonably likely to materially affect, the Company s internal control over financial reporting.

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## PART II OTHER INFORMATION

Item 1. Legal Proceedings
On February 15, 2013, the Company was served with a Civil Action Summons and Class Action Complaint that was filed in the Superior Court of New Jersey, Chancery Division, Somerset County. The complaint states that the plaintiff is bringing the class action on behalf of the public stockholders of Somerset Hills Bancorp against the Board of Directors of Somerset Hills for their alleged breach of fiduciary duties arising out of the Agreement and Plan of Merger, dated as of January 28, 2013, by and between the Company and Somerset Hills Bancorp. The complaint alleges that the Company has aided and abetted the individual defendants in their alleged breaches of fiduciary duties.

On or about April 4, 2013, the Company and Somerset Hills Bancorp began mailing the definitive joint proxy statement and prospectus (the Proxy Statement ) to their respective shareholders for their respective Annual Meetings of Shareholders scheduled for May 8, 2013. At Somerset Hill s Annual Shareholders Meeting, shareholders will be asked, among other things, to approve the proposed merger agreement under which Somerset Hills would merge with and into the Company. At the Company s Annual Shareholders Meeting, shareholders will be asked, among other things, to authorize the issuance of shares of the Company s common stock to the shareholders of Somerset Hills upon consummation of the merger.

On March 27, 2013, the plaintiff filed an Amended Complaint, alleging, among other things, inadequate disclosure in the Proxy Statement. On April 26, 2013, the defendants entered into a Memorandum of Understanding with the lead plaintiff regarding settlement of the action. As part of the settlement, the Registrant agreed to make certain additional disclosures, which are contained in a Current Report on Form 8-K filed on April 29, 2013. The Memorandum of Understanding contemplates that the parties will enter into a stipulation of settlement, which will be subject to customary conditions, including the consummation of the merger and court approval following notice. In the event that the parties enter into a stipulation of settlement, a hearing will be scheduled at which the Court will consider the fairness, reasonableness and adequacy of the settlement which, if finally approved by the Court, will resolve all of the claims that were or could have been brought in the action being settled, including all claims relating to the merger, the merger agreement and any disclosures made in connection therewith. The Court will also need to approve the conditional certification of the class of plaintiffs at such hearing. In addition, in connection with the settlement, the parties contemplate that the lead plaintiff s counsel will petition the Court for an award of attorneys fees and expenses to be paid by the Company and/or Somerset Hills. There can be no assurance that the parties will ultimately enter into a stipulation of settlement or that the Court will approve the settlement even if the parties were to enter into such a stipulation. In the event that neither of these occurs, the proposed settlement as contemplated by the Memorandum of Understanding may be terminated. The settlement will not affect the timing of consummation of the merger or the amount or nature of the merger consideration to be paid to the shareholders of the Company in the merger.

Other than as described above, there are no pending legal proceedings involving the Company or Lakeland other than those arising in the normal course of business. Management does not anticipate that the potential liability, if any, arising out of such legal proceedings will have a material effect on the financial condition or results of operations of the Company and Lakeland on a consolidated basis.

## Item 1A. Risk Factors

There have been no material changes in risk factors from those disclosed under Item 1A, Risk Factors in the Company s Annual Report on Form 10-K for the year ended December 31, 2012.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds
Item 3. Defaults Upon Senior Securities
Item 4. Mine Safety Disclosures
Item 5. Other Information

## Not Applicable

Not Applicable
Not Applicable
Not Applicable

Item 6. Exhibits

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| 31.1 | Certification by Thomas J. Shara pursuant to Section 302 of the Sarbanes Oxley Act. |
| :--- | :--- |
| 31.2 | Certification by Joseph F. Hurley pursuant to Section 302 of the Sarbanes Oxley Act. |
| 32.1 | Certification by Thomas J. Shara and Joseph F. Hurley pursuant to Section 906 of the Sarbanes Oxley Act. |
| 101.INS* | XBRL Instance Document |
| 101.SCH* | XBRL Taxonomy Extension Schema Document |
| 101.CAL* | XBRL Taxonomy Extension Calculation Linkbase Document |
| 101.DEF* | XBRL Taxonomy Extension Definition Linkbase Document |
| 101.LAB* | XBRL Taxonomy Extension Label Linkbase Document |
| 101.PRE* | XBRL Taxonomy Extension Presentation Linkbase Document |

* Pursuant to Rule 406T of Regulation S-T, this interactive data file is deemed not filed or part of a registration statement or prospectus for purposes of Sections 11 or 12 of the Securities Act of 1933, is deemed not filed for purposes of Section 18 of the Securities Exchange Act of 1934, and otherwise is not subject to liability under these sections.


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## SIGNATURES

Pursuant to the requirements 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.

Lakeland Bancorp, Inc.
(Registrant)
/s/ Thomas J. Shara
Thomas J. Shara
President and Chief Executive Officer
/s/ Joseph F. Hurley Joseph F. Hurley

Executive Vice President and

Chief Financial Officer


[^0]:    * Includes interest on other borrowings and subordinated debentures at a weighted rate of $2.87 \%$.

