

LEADERSHIP TEAM

DIRECTORS

CHAIRMAN
Peter S. Paine, Jr.

VICE CHAIRMEN
Roderic G. Giltz
Peter S. Paine III

Matthew T. Boire
Kevin M. Brady
Steven G. Cacchio
Alice E. Cole
William H. Kissel
Raymond J. Martin
Vincent McClelland
Deena G. McCullough
Alexander G. Paine
John S. Perley
Teresa R. Sayward

OFFICERS

PRESIDENT AND CEO
Steven G. Cacchio

ASSISTANT VICE PRESIDENTS
Jennifer L. Pecore

SENIOR VICE PRESIDENTS
Darlene B. Mirrer
Lisa M. Roberts
Sarah A. Schmidt

BANKING OFFICERS
Lori E. Hebert
Michelle L. Lafountain
Melanie A. Porter
Lena J. Robetoy
Medara R. Sherman

VICE PRESIDENTS
Renee L. Darrah
Valarie M. Favaro
Edward P. Finnerty
Jacqueline R. Hallock
Judy L. Hoskins
Timothy J. Kononan
Carol M. Manley
Kevin J. Richard
Marilyn A. Strong

ACCOUNTING MANAGER
Andrea K. Robare

EXECUTIVE DEPARTMENT MANAGER
Cynthia J. Monty

BRANCHES

CHAMPLAIN

636 State Route 11
(518) 983-3314

CROWN POINT

2687 Main Street
(518) 983-3322

ELIZABETHTOWN

7558 Court Street
(518) 873-6347

KEENE

10849 NYS Route 9N
(518) 576-9515

LAKE PLACID

2040 Saranac Avenue
(518) 523-7070

PLATTSBURGH

500 Route 3
(518) 561-6000

32 Cornelia Street
(518) 562-1785

SARANAC LAKE

622 Lake Flower Avenue
(518) 304-5200

WESTPORT

6478 Main Street
(518) 983-3316

WILLSBORO

3900 NYS Route 22
(518) 963-4201

CHAMPLAIN BANK CORPORATION
3900 NYS ROUTE 22
WILLSBORO, NY 12996
(518) 963-4201
www.champlainbank.com



To Our Stockholders and Friends:

In 2019, Champlain National Bank posted strong financial performance while continuing to serve its customers and communities. The Bank earned a record high net income of \$3.4 million, a \$530 thousand, or 18% increase over the 12 months of 2018. This was achieved through consistent interest and non-interest income, controlled operating expenses, and a lower provision for loan losses.

Overall growth was modest with total assets at \$362 million at year end, a \$5 million, or 1.4% increase. Excellent asset quality helped improve our reserve for loan loss to loans from 1.49% to 1.58% at year end. We also improved our Tier 1 Capital Ratio from 8.55% to 9.01% as we focused on a strong capital position at this point in the economic cycle.

We saw continued improvement in our financial results, with increases in both return on average assets and return on average equity.

We remain committed to our communities and are proud to share we established the Champlain National Bank Charitable Fund at the Adirondack Foundation in 2019 to support our many sponsorships, nonprofit and social service donations.

At this annual meeting, Teresa Sayward will be retiring as a director after seven years of service. We wish her happiness and health and thank her for her many contributions to our state, our community, and our Bank.

On behalf of the Board, I would like to thank our employees for their hard work and dedication. I also want to thank our shareholders and customers for your support of the Bank during 2019. We are honored to serve you and look forward to continuing to earn your trust.

Should you have any questions on our audited financial statements, which can be found on our website at www.champlainbank.com, please feel free to call our CEO Steven Cacchio at (518) 963-4201 ext. 1111 or our CFO, Sarah Schmidt at (518) 963-4201 ext. 1158. Our annual stockholders meeting will be held at 9:30 am Friday, June 26, 2020, at the Executive Offices of our Willsboro location.



Peter S. Paine Jr. pictured at Boquette Farm

Sincerely,

Peter S. Paine, Jr.
Chairman

CHAMPLAIN BANK CORPORATION

CONSOLIDATED BALANCE SHEETS

(In thousands)	December 31	
	2019	2018
ASSETS		
Cash on hand and due from banks	\$ 4,122	\$ 7,842
Federal funds sold	157	52
Securities available for sale (at market)	73,477	61,471
Securities held to maturity (at amortized cost)	5,867	6,512
Loans, net of reserve for loan losses	256,295	261,217
Stock in Federal Reserve Bank and Federal Home Loan Bank	380	332
Bank premises and equipment, net	3,706	3,630
Other assets	18,330	16,230
Total assets	\$ 362,334	\$ 357,286

LIABILITIES AND STOCKHOLDERS' EQUITY

Liabilities		
Deposits	\$ 320,128	\$ 322,400
Borrowed funds	700	0
Reserve for dividend	120	109
Other liabilities	10,115	8,736
Total liabilities	331,063	331,245
Stockholders' Equity		
Capital stock	28	28
Surplus	1,071	1,071
Undivided profits	33,557	30,602
Accumulated other comprehensive income (loss)	(1,979)	(4,323)
Treasury stock	(1,406)	(1,337)
Total stockholders' equity	31,271	26,041
Total liabilities and stockholders' equity	\$ 362,334	\$ 357,286

CONSOLIDATED STATEMENTS OF INCOME

(In thousands except share and per share data)	December 31	
	2019	2018
Interest income	\$ 14,959	\$ 13,950
Interest expense	1,997	1,206
Net interest income	12,962	12,744
Provision for loan losses	210	1,085
Net interest income after provision for loan losses	12,752	11,659
Non interest income	2,142	2,134
Non interest expense	10,639	10,251
Net income before taxes	4,255	3,542
Income tax expense	818	635
Net income	\$ 3,437	\$ 2,907

PER SHARE DATA

Income per average share	\$ 142.83	\$ 120.41
Average shares outstanding	24,061	24,139
Book value adjusted for other comprehensive loss - period end	\$ 1,383.70	\$ 1,257.88

OTHER DATA

Loan to deposit ratio	80.06%	81.02%
Tier 1 capital ratio	9.01%	8.55%
Return on average assets	0.96%	0.85%
Return on average equity	12.04%	11.35%
Reserve for loan loss to loans	1.58%	1.49%