

# LEADERSHIP TEAM

## DIRECTORS

**CHAIRMAN**  
*Peter S. Paine, Jr.*

*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*

## 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**  
*Kristen M. Carmichael*  
*Stephanie L. Coulombe*  
*Lori E. Hebert*  
*Teresa M. Kaschak*  
*Cynthia J. Monty*  
*Melanie A. Porter*  
*Andrea K. Robare*  
*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*  
*Kevin J. Richard*  
*Marilyn A. Strong*

## 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

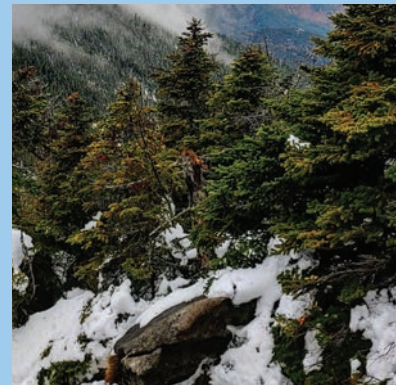
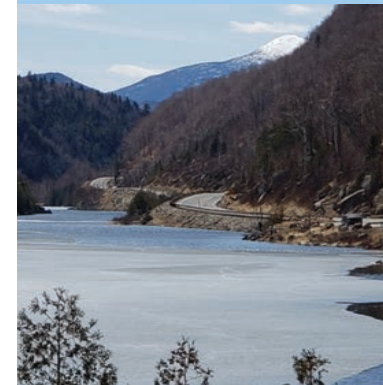
### WESTPORT

6478 Main Street  
(518) 983-3316

### WILLSBORO

3900 NYS Route 22  
(518) 963-4201

# Champlain Bank Corporation



# Annual Report

# 2020

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



To Our Stockholders and Friends:

Since 1909, Champlain National Bank has been there for the communities we serve. Our strong financial position, flexibility, and independence positioned us well to serve the North Country through a global pandemic. We are proud of how our employees met this challenge and made sure clients received the assistance they required during these difficult times. This is true for our branches, lending teams, and all departments that adjusted to different work environments.

This dedication resulted in another strong year. The Bank earned \$3.6 million in net income for the fiscal year ended December 31, 2020. This represents an increase of \$186 thousand, or 5.4% year over year. Given the uncertainty related to COVID, we took a prudent approach to our loan loss reserves and made allocations totaling \$1.2 million during 2020. The Reserve for Loan Loss to Loans ended at 1.89% and is well positioned as we move forward.

In April, the US Small Business Administration announced the first round of the Payroll Protection Program (PPP). Our commercial lending team immediately stepped up to help local business owners navigate this program and loan application process. We processed over 270 applications and funded \$26 million in loans saving numerous jobs in our communities. I thank the lending team for this tremendous effort. Fee income generated from the program help contribute to the Bank's net income.

We relieved financial hardship for borrowers during 2020 as we worked with clients that were concerned about making payments due to COVID-related business closures, and unemployment. These deferral requests were on over 300 loans totaling approximately \$85 million. We are happy to report most of these loans are back on repayment and performing well. We continue to work with borrowers in a few industries that will take longer to return to previous levels of financial performance.

We are also proud to announce the Bank, and the Champlain National Bank Foundation collectively provided over \$50,000 to local nonprofits and direct support to those impacted by the pandemic.

We enter 2021 optimistic about the distribution of the COVID vaccines, and re-opening of the economy. We're in a strong financial position, loan portfolios are performing well, and new loan prospects are good. I thank our employees for their extraordinary efforts through 2020, and you for your continued support of the Bank.

We expect The Board of Directors to declare a cash dividend of \$5.25 per share for the quarter payable June 30, 2021 to shareholders of record as of June 21, 2021.

Should you have any questions on our audited financial statements, which can be found on our website at [www.champlainbank.com](http://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 25, 2021, at the Executive Offices of our Willsboro location. In order to comply with health requirements, shareholders wishing to attend in person must have proof of vaccination.

Sincerely,



Peter S. Paine, Jr.  
Chairman

# CHAMPLAIN BANK CORPORATION

## CONSOLIDATED BALANCE SHEETS

(In thousands)	December 31	
	2020	2019
<b>ASSETS</b>		
Cash on hand and due from banks	\$ 10,852	\$ 4,122
Federal funds sold	86	157
Securities available for sale (at market)	76,699	73,477
Securities held to maturity (at amortized cost)	5,617	5,867
Loans, net of reserve for loan losses	272,621	256,295
Stock in Federal Reserve Bank and Federal Home Loan Bank	566	380
Bank premises and equipment, net	3,622	3,706
Other assets	20,095	18,330
<b>Total assets</b>	<b>\$ 390,158</b>	<b>\$ 362,334</b>

## LIABILITIES AND STOCKHOLDERS' EQUITY

<b>Liabilities</b>		
Deposits	\$ 338,450	\$ 320,128
Borrowed funds	4,300	700
Reserve for dividend	120	120
Other liabilities	10,282	10,115
<b>Total liabilities</b>	<b>353,152</b>	<b>331,063</b>
<b>Stockholders' Equity</b>		
Capital stock	28	28
Surplus	1,071	1,071
Undivided profits	36,700	33,557
Accumulated other comprehensive income (loss)	613	(1,979)
Treasury stock	(1,406)	(1,406)
<b>Total stockholders' equity</b>	<b>37,006</b>	<b>31,271</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 390,158</b>	<b>\$ 362,334</b>

## CONSOLIDATED STATEMENTS OF INCOME

(In thousands except share and per share data)	December 31	
	2020	2019
Interest income	\$ 14,888	\$ 14,959
Interest expense	942	1,997
<b>Net interest income</b>	<b>13,946</b>	<b>12,962</b>
Provision for loan losses	1,225	210
<b>Net interest income after provision for loan losses</b>	<b>12,721</b>	<b>12,752</b>
Non interest income	2,113	2,142
Non interest expense	10,430	10,639
<b>Net income before taxes</b>	<b>4,404</b>	<b>4,255</b>
Income tax expense	781	818
<b>Net income</b>	<b>\$ 3,623</b>	<b>\$ 3,437</b>

## PER SHARE DATA

Income per average share	\$ 150.77	\$ 142.83
Average shares outstanding	24,030	24,061
Book value adjusted for other comprehensive loss - period end	\$ 1,514.47	\$ 1,383.70

## OTHER DATA

Loan to deposit ratio	80.55%	80.06%
Tier 1 leverage ratio	9.17%	9.01%
Return on average assets	0.93%	0.96%
Return on average equity	10.58%	12.04%
Reserve for loan loss to loans	1.89%	1.58%

## Cover Photography

From Left to Right: Cascade Lakes - Cindy Caner  
Trestle over Willsboro Bay - Kevin Young  
Upper Averyville, Lake Placid - Tucker Livermore  
Giant Mountain - Jess Favro

These photographs are featured in the latest Champlain National Bank calendar. Calendar photos are selected by a contest held on Facebook every fall.