

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

FIRST KEYSTONE CORP  
Form 10-Q  
November 10, 2008

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10Q

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the quarterly period ended September 30, 2008

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: 2-88927

FIRST KEYSTONE CORPORATION  
(Exact name of registrant as specified in its charter)

Pennsylvania  
(State or other jurisdiction of  
incorporation or organization)

23-2249083  
(I.R.S. Employer  
identification No.)

111 West Front Street, Berwick, PA  
(Address of principal executive offices)

18603  
(Zip Code)

Registrant's telephone number, including area code: (570) 752-3671

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

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

Large accelerated filer   
Accelerated Filer   
Non-accelerated filer

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

Yes [ ] No [X]

On November 6, 2008 there were 5,440,126 shares of the Registrant's common stock outstanding.

PART I. - FINANCIAL INFORMATION

Item. 1 Financial Statements

FIRST KEYSTONE CORPORATION AND SUBSIDIARY  
CONSOLIDATED BALANCE SHEETS

(Amounts in thousands)

	September 2008 (Unaudited)	December 2007
ASSETS		
Cash and due from banks	\$ 7,421	\$ 9,886
Interest-bearing deposits in other banks	18	89
Investment securities available- for-sale carried at estimated fair value	244,995	241,521
Investment securities, held- to-maturity securities, estimated fair value of \$2,958 and \$4,553	2,994	4,538
Loans, net of unearned income	398,377	376,603
Allowance for loan losses	(5,233)	(5,046)
	<u>\$393,144</u>	<u>\$371,557</u>
Net loans		
Premises and equipment - Net	8,342	8,486
Accrued interest receivable	3,579	3,241
Cash surrender value of bank owned life insurance	16,968	16,450
Goodwill	19,133	18,981
Other assets	9,507	6,458
	<u>\$706,101</u>	<u>\$681,207</u>
TOTAL ASSETS		
LIABILITIES AND STOCKHOLDERS' EQUITY		
LIABILITIES		
Deposits		
Non-interest bearing	\$ 59,428	\$ 58,844
Interest bearing	454,438	434,197
	<u>\$513,866</u>	<u>\$493,041</u>
TOTAL DEPOSITS		
Short-term borrowings	47,633	47,349
Long-term borrowings	72,084	66,175
Accrued interest and other expenses	3,153	3,454
Other liabilities	2,093	264

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

TOTAL LIABILITIES	\$638,829	\$610,283
	=====	=====
STOCKHOLDERS' EQUITY		
Common stock, par value \$2 per share	\$ 11,375	\$ 11,375
Surplus	30,269	30,252
Retained earnings	37,950	35,705
Accumulated other comprehensive (loss)	(6,082)	(166)
Less treasury stock at cost 247,641 shares in 2008 and 247,691 shares in 2007	(6,240)	(6,242)
	-----	-----
TOTAL STOCKHOLDERS' EQUITY	\$ 67,272	\$ 70,924
	-----	-----
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$706,101	\$681,207
	=====	=====

See Accompanying Notes to Consolidated Financial Statements

1

FIRST KEYSTONE CORPORATION AND SUBSIDIARY  
CONSOLIDATED STATEMENTS OF INCOME  
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2008 AND 2007  
(Unaudited)

(Amounts in thousands except per share data)

	2008	2007
INTEREST INCOME		
Interest and fees on loans	\$6,401	\$4,525
Interest and dividend income on securities	3,078	3,303
Deposits in banks	12	2
	-----	-----
TOTAL INTEREST INCOME	\$9,491	\$7,830
	-----	-----
INTEREST EXPENSE		
Deposits	\$3,374	\$3,328
Short-term borrowings	164	439
Long-term borrowings	861	702
	-----	-----
TOTAL INTEREST EXPENSE	\$4,399	\$4,469
	-----	-----
Net interest income	\$5,092	\$3,361
Provision for loan losses	75	25
	-----	-----
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	\$5,017	\$3,336

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

NON-INTEREST INCOME		
Trust department	\$ 134	\$ 137
Service charges and fees	644	518
Bank owned life insurance income	177	144
Gain on sale of loans	46	14
Investment securities gains (losses) - net	11	72
Other	118	88
	<hr/>	<hr/>
TOTAL NON-INTEREST INCOME	\$1,130	\$ 973
	<hr/>	<hr/>
NON-INTEREST EXPENSES		
Salaries and employee benefits	\$1,816	\$1,316
Occupancy, net	262	171
Furniture and equipment	237	182
Professional services	101	70
State shares tax	171	138
Other	859	553
	<hr/>	<hr/>
TOTAL NON-INTEREST EXPENSES	\$3,446	\$2,430
	<hr/>	<hr/>
Income before income taxes	\$2,701	\$1,879
Income tax expense	474	338
	<hr/>	<hr/>
Net Income	\$2,227	\$1,541
	=====	=====
PER SHARE DATA		
Basic	\$ .41	\$ .34
Diluted	.41	.34
Cash dividends per share	.22	.22

See Accompanying Notes to Consolidated Financial Statements

2

FIRST KEYSTONE CORPORATION AND SUBSIDIARY  
CONSOLIDATED STATEMENTS OF INCOME  
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2008 AND 2007  
(Unaudited)

(Amounts in thousands except per share data)

	2008	2007
INTEREST INCOME		
Interest and fees on loans	\$19,079	\$13,215
Interest and dividend income on securities	8,938	9,508
Deposits in banks	78	64
Interest on fed funds sold	14	0
	<hr/>	<hr/>
TOTAL INTEREST INCOME	\$28,109	\$22,787

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

INTEREST EXPENSE		
Deposits	\$10,719	\$ 9,803
Short-term borrowings	490	849
Long-term borrowings	2,589	2,078
TOTAL INTEREST EXPENSE	\$13,798	\$12,730
Net interest income	\$14,311	\$10,057
Provision for loan losses	200	150
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	\$14,111	\$ 9,907
NON-INTEREST INCOME		
Trust department	\$ 418	\$ 443
Service charges and fees	1,830	1,489
Bank owned life insurance income	518	404
Gain on sale of loans	88	61
Investment securities gains (losses) - net	134	339
Other	245	232
TOTAL NON-INTEREST INCOME	\$ 3,233	\$ 2,968
NON-INTEREST EXPENSE		
Salaries and employee benefits	\$ 5,469	\$ 3,961
Occupancy, net	798	512
Furniture and equipment	682	544
Professional services	297	342
State shares tax	511	411
Other	2,487	1,820
TOTAL NON-INTEREST EXPENSES	\$10,244	\$ 7,590
Income before income taxes	\$ 7,100	\$ 5,285
Income tax expense	1,265	926
Net Income	\$ 5,835	\$ 4,359
PER SHARE DATA		
Basic	\$ 1.07	\$ .96
Diluted	1.07	.96
Cash Dividends	.66	.66

See Accompanying Notes to Consolidated Financial Statements

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

(Amounts in thousands)

	2008	2007
OPERATING ACTIVITIES		
Net income	\$ 5,835	\$ 4,359
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for loan losses	200	150
Stock option expense	18	0
Provision for depreciation and amortization	733	400
Premium amortization on investment securities	84	59
Accretion of core deposit net discount	82	12
Discount accretion on investment securities	(496)	(382)
Gain on sale of mortgage loans	(88)	(61)
Proceeds from sale of mortgage loans	5,602	5,640
Originations of mortgage loans for resale	(10,096)	(3,225)
Gain on sale of foreclosed real estate	(30)	0
Gain on sales of investment securities	(66)	(339)
Deferred income tax (benefit)	(167)	(111)
Increase in interest receivable and other assets	(467)	(1,360)
Increase in cash surrender value of bank owned life insurance	(518)	(1,404)
Increase in interest payable, accrued expenses and other liabilities	(339)	518
Loss from sale of premises and equipment	0	3
	<hr/>	<hr/>
Net Cash Provided by Operating Activities	\$ 287	\$ 4,259
INVESTING ACTIVITIES		
Purchases of investment securities available-for-sale	\$ (75,513)	\$ (113,271)
Purchase of investment securities held-to-maturity	(467)	0
Purchase of investment in real estate ventures	0	(489)
Proceeds from sales of investment securities available-for-sale	32,579	85,188
Proceeds from maturities and redemptions of investment securities available-for-sale	32,899	14,404
Proceeds from maturities		

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

and redemption of investment securities held-to-maturity	2,011	2,385
Net (increase) in loans	(17,448)	(18,505)
Purchase of premises and equipment	(461)	(438)
Proceeds from sale of foreclosed assets	337	41
Proceeds from sale of premises and equipment	0	2
Decrease in other liabilities related to acquisition	(133)	0
	<hr/>	<hr/>
Net Cash Used by Investing Activities	\$ (26,196)	\$ (30,683)
	<hr/>	<hr/>
FINANCING ACTIVITIES		
Net increase in deposits	\$ 20,743	\$ 8,888
Net increase in short-term borrowings	284	17,068
Net increase (decrease) in long-term borrowings	5,935	(255)
Acquisition of treasury stock	0	(145)
Proceeds from sale of treasury stock	1	0
Cash dividends	(3,590)	(2,982)
	<hr/>	<hr/>
Net Cash Provided by Financing Activities	\$ 23,373	\$ 22,574
Decrease in Cash and Cash Equivalents	(2,536)	(3,850)
Cash and Cash Equivalents, Beginning	9,975	10,188
	<hr/>	<hr/>
Cash and Cash Equivalents, Ending	\$ 7,439	\$ 6,338
	<hr/>	<hr/>
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Cash paid during period for:		
Interest	\$ 14,060	\$ 12,571
Income Taxes	1,202	1,021

See Accompanying Notes to Consolidated Financial Statements

4

FIRST KEYSTONE CORPORATION  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
September 30, 2008  
(Unaudited)

Note 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies of First Keystone Corporation and Subsidiary (the "Corporation") are in accordance with accounting

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

principles generally accepted in the United States of America and conform to common practices within the banking industry. The more significant policies follow:

### PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the accounts of First Keystone Corporation and its wholly owned Subsidiary, First Keystone National Bank (the "Bank"). All significant inter company balances and transactions have been eliminated in consolidation.

### NATURE OF OPERATIONS

The Corporation, headquartered in Berwick, Pennsylvania, provides a full range of banking, trust and related services through its wholly owned Bank subsidiary and is subject to competition from other financial institutions in connection with these services. The Bank serves a customer base which includes individuals, businesses, public and institutional customers primarily located in the Northeast Region of Pennsylvania. The Bank has 14 full service offices and 16 ATMs located in Columbia, Luzerne, Montour and Monroe Counties. The Corporation and its subsidiary must also adhere to certain federal banking laws and regulations and are subject to periodic examinations made by various federal agencies.

### SEGMENT REPORTING

The Corporation's banking subsidiary acts as an independent community financial services provider, and offers traditional banking and related financial services to individual, business and government customers. Through its branch and automated teller machine network, the Bank offers a full array of commercial and retail financial services, including the taking of time, savings and demand deposits; the making of commercial, consumer and mortgage loans; and the providing of other financial services. The Bank also performs personal, corporate, pension and fiduciary services through its Trust Department.

Management does not separately allocate expenses, including the cost of funding loan demand, between the commercial, retail, trust and mortgage banking operations of the Corporation. Currently, management measures the performance and allocates the resources of First Keystone Corporation as a single segment.

### USE OF ESTIMATES

The preparation of these consolidated financial statements in conformity with accounting principles generally accepted in the United States of America, 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 these consolidated financial statements and the reported amounts of income and expenses during the reporting periods. Actual results could differ from those estimates.

### INVESTMENT SECURITIES

The Corporation classifies its investment securities as either "Held to Maturity" or "Available for Sale" at the time of purchase. Debt securities are classified as Held to Maturity when the Corporation has the ability and positive intent to hold the securities to maturity. Investment securities Held to Maturity are



## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

carried at cost adjusted for amortization of premium and accretion of discount to maturity.

5

Debt securities not classified as Held to Maturity and equity securities are included in the Available for Sale category and are carried at fair value. The amount of any unrealized gain or loss, net of the effect of deferred income taxes, is reported as other comprehensive income (loss) in the Consolidated Statement of Changes in Stockholders' Equity. Management's decision to sell Available for Sale securities is based on changes in economic conditions controlling the sources and applications of funds, terms, availability of and yield of alternative investments, interest rate risk and the need for liquidity.

The cost of debt securities classified as Held to Maturity or Available for Sale is adjusted for amortization of premiums and accretion of discounts to expected maturity. Such amortization and accretion, as well as interest and dividends is included in interest income from investments. Realized gains and losses are included in net investment securities gains and losses.

The cost of investment securities sold, redeemed or matured is based on the specific identification method.

### LOANS

Loans are stated at their outstanding unpaid principal balances, net of deferred fees or costs, unearned income and the allowance for loan losses. Interest on installment loans is recognized as income over the term of each loan, generally, by the actuarial method. Interest on all other loans is primarily recognized based upon the principal amount outstanding on an actual day basis. Loan origination fees and certain direct loan origination costs have been deferred with the net amount amortized using the interest method over the contractual life of the related loans as an interest yield adjustment.

Mortgage loans held for resale are carried at the lower of cost or market on an aggregate basis. These loans are sold without recourse to the Corporation.

Past-Due Loans - Generally, a loan is considered to be past due when scheduled loan payments are in arrears 15 days or more. Delinquent notices are generated automatically when a loan is 15 days past due, depending on the type of loan. Collection efforts continue on loans past due beyond 60 days that have not been satisfied, when it is believed that some chance exists for improvement in the status of the loan. Past due loans are continually evaluated with the determination for charge off being made when no reasonable chance remains that the status of the loan can be improved.

Non-Accrual Loans - Generally, a loan is classified as non accrual and the accrual of interest on such a loan is discontinued when the contractual payment of principal or interest has become 90 days past

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

due or management has serious doubts about further collectibility of principal or interest, even though the loan currently is performing. A loan may remain on accrual status if it is in the process of collection and is either guaranteed or well secured. When a loan is placed on non accrual status, unpaid interest credited to income in the current year is reversed and unpaid interest accrued in prior years is charged against the allowance for loan losses. Certain non accrual loans may continue to perform, that is, payments are still being received. Generally, the payments are applied to principal. These loans remain under constant scrutiny and if performance continues, interest income may be recorded on a cash basis based on management's judgement as to collectibility of principal.

Allowance for Loan Losses - The allowance for loan losses is established through provisions for loan losses charged against income. Loans deemed to be uncollectible are charged against the allowance for loan losses and subsequent recoveries, if any, are credited to the allowance.

A principal factor in estimating the allowance for loan losses is the measurement of impaired loans. A loan is considered impaired when, based on current information and events, it is probable that the Corporation will be unable to collect all amounts due according to the contractual terms of the loan agreement. Under current accounting standards, the allowance for loan losses related to impaired loans is based on discounted cash flows using the effective interest rate of the loan or the fair value of the collateral for certain collateral dependent loans.

6

The allowance for loan losses is maintained at a level estimated by management to be adequate to absorb potential loan losses. Management's periodic evaluation of the adequacy of the allowance for loan losses is based on the Corporation's past loan loss experience, known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay (including the timing of future payments), the estimated value of any underlying collateral, composition of the loan portfolio, current economic conditions, and other relevant factors. This evaluation is inherently subjective as it requires material estimates including the amounts and timing of future cash flows expected to be received on impaired loans that may be susceptible to significant change.

### DERIVATIVES

The Bank has outstanding loan commitments that relate to the origination of mortgage loans that will be held for resale. Pursuant to Statement of Financial Accounting Standards (SFAS) No. 133, "Accounting for Derivative Instruments and Hedging Activities" as amended by SFAS No. 138, "Accounting for Certain Derivative Instruments and Certain Hedging Activities" and the guidance contained within the Derivatives Implementation Group Statement 133 Implementation Issue No. C 13, the Bank has accounted for such loan commitments as derivative instruments. The outstanding loan

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

commitments in this category did not give rise to any losses for the period ended September 30, 2008 and December 31, 2007, as the fair market value of each outstanding loan commitment exceeded the Bank's cost basis in each outstanding loan commitment.

### PREMISES AND EQUIPMENT

Premises, improvements and equipment are stated at cost less accumulated depreciation computed principally on the straight line method over the estimated useful lives of the assets. Long lived assets are reviewed for impairment whenever events or changes in business circumstances indicate that the carrying value may not be recovered. Maintenance and minor repairs are charged to operations as incurred. The cost and accumulated depreciation of the premises and equipment retired or sold are eliminated from the property accounts at the time of retirement or sale, and the resulting gain or loss is reflected in current operations.

### MORTGAGE SERVICING RIGHTS

The Corporation originates and sells real estate loans to investors in the secondary mortgage market. After the sale, the Corporation may retain the right to service these loans. When originated mortgage loans are sold and servicing is retained, a servicing asset is capitalized based on relative fair value at the date of sale. Servicing assets are amortized as an offset to other fees in proportion to, and over the period of, estimated net servicing income. The unamortized cost is included in other assets in the accompanying consolidated balance sheet. The servicing rights are periodically evaluated for impairment based on their relative fair value.

### FORECLOSED REAL ESTATE

Real estate properties acquired through, or in lieu of, loan foreclosure are held for sale and are initially recorded at fair value on the date of foreclosure establishing a new cost basis. After foreclosure, valuations are periodically performed by management and the real estate is carried at the lower of carrying amount or fair value less cost to sell and is included in other assets. Revenues derived from and costs to maintain the assets and subsequent gains and losses on sales are included in other non interest income and expense. The total of foreclosed real estate properties included in other assets amounted to \$47,000 and \$65,000 at September 30, 2008 and December 31, 2007, respectively.

### BANK OWNED LIFE INSURANCE

The Corporation invests in Bank Owned Life Insurance (BOLI) with split dollar life provisions. Purchase of BOLI provides life insurance coverage on certain employees with the Corporation being owner and beneficiary of the policies.

### INVESTMENTS IN REAL ESTATE VENTURES

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

The Bank is a limited partner in real estate ventures that own and operate affordable residential low income housing apartment buildings for elderly residents. The investments are accounted for under the effective yield method under the Emerging Issues Task Force (EITF) 94-1, "Accounting for Tax Benefits Resulting from Investments in Affordable Housing Projects". Under the effective yield method, the Bank recognizes tax credits as they are allocated and amortizes the initial cost of the investment to provide a constant effective yield over the period that the tax credits are allocated to the Bank. Under this method, the tax credits allocated, net of any amortization of the investment in the limited partnerships, are recognized in the consolidated statements of income as a component of income tax expense. The amount of tax credits allocated to the Bank were \$151,000 in 2007 and \$128,000 in 2006, and the amortization of the investments in the limited partnerships were \$111,000 and \$78,000 for the nine months ended September 30, 2008 and 2007, respectively. The carrying value of the investments as of September 30, 2008 and December 31, 2007 was \$881,000 and \$975,000, respectively, and is included in other assets in the accompanying consolidated balance sheets.

### INCOME TAXES

The provision for income taxes is based on the results of operations, adjusted primarily for tax exempt income. Certain items of income and expense are reported in different periods for financial reporting and tax return purposes. Deferred tax assets and liabilities are determined based on the differences between the consolidated financial statement and income tax bases of assets and liabilities measured by using the enacted tax rates and laws expected to be in effect when the timing differences are expected to reverse. Deferred tax expense or benefit is based on the difference between deferred tax asset or liability from period to period.

### GOODWILL, OTHER INTANGIBLE ASSETS, AND PREMIUM DISCOUNT

Goodwill resulted from the acquisition of the Pocono Community Bank in November 2007 and of certain fixed and operating assets acquired and deposit liabilities assumed of the branch of another financial institution in Danville, Pennsylvania, in January 2004. Such goodwill represents the excess cost of the acquired assets relative to the assets fair value at the dates of acquisition. The Corporation accounts for goodwill pursuant to the Statement of Financial Accounting Standards (SFAS) No. 142, "Goodwill and Intangible Assets". During the first quarter of 2008, \$152,000 of liabilities were recorded related to the Pocono acquisition as a purchase accounting adjustment, resulting in an increase in excess purchase price. The amount was comprised of the finalization of severance agreements and contract terminations related to the acquisition. SFAS No. 142 includes requirements to test goodwill for impairments rather than to amortize goodwill. The Corporation has tested the goodwill included in its consolidated balance sheet at December 31, 2007, and has determined there was no impairment as of that date.

Intangible assets are comprised of core deposit intangibles and premium discount (negative premium) on certificates of deposit acquired. The core deposit intangible is being amortized over the average life of the deposits acquired as determined by an independent third party. Premium discount (negative premium) on acquired certificates of deposit resulted from the valuation of

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

certificate of deposit accounts by an independent third party. The book value of certificates of deposit acquired was greater than their fair value at the date of acquisition which resulted in a negative premium due to higher cost of the certificates of deposit compared to the cost of similar term financing.

### STOCK BASED COMPENSATION

The Corporation sponsors a stock option plan. Prior to January 1, 2006 the Corporation had accounted for this Plan under the fair value recognition and measurement provisions of Statement of Financial Accounting Standards (SFAS) 123, "Accounting for Stock Based Compensation". Effective January 1, 2006 the Corporation adopted SFAS 123 (revised 2004), "Share Based Payment", using the modified prospective application method. Based on the terms of the Plan, the Corporation did not have a cumulative effect related to the Plan. Since the fair value recognition provisions of SFAS 123 and SFAS 123R are essentially the same as they relate to the Corporation's Plan, the adoption of SFAS 123R did not and will not have a material impact on the Corporation's consolidated financial condition, results of operations or liquidity. The fair values of the stock awards are determined using the estimated expected life. The Corporation recognized stock based compensation expense on the straight line basis over the period the stock award is earned by the employee.

8

### PER SHARE DATA

Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings Per Share", requires dual presentation of basic and fully diluted earnings per share. Basic earnings per share is calculated by dividing net income by the weighted average number of shares of common stock outstanding at the end of each period. Diluted earnings per share is calculated by increasing the denominator for the assumed conversion of all potentially dilutive securities. The Corporation's dilutive securities are limited to stock options.

### CASH FLOW INFORMATION

For purposes of reporting consolidated cash flows, cash and cash equivalents include cash on hand and due from other banks and interest bearing deposits in other banks. The Corporation considers cash classified as interest bearing deposits with other banks as a cash equivalent since they are represented by cash accounts essentially on a demand basis.

### TRUST ASSETS AND INCOME

Property held by the Corporation in a fiduciary or agency capacity for its customers is not included in the accompanying consolidated financial statements since such items are not assets of the Corporation. Trust Department income is generally recognized on a cash basis and is not materially different than if it were reported on an accrual basis.

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

### RECENT ACCOUNTING PRONOUNCEMENTS

In December 2007, the Financial Accounting Standards Board (FASB) issued State of Financial Accounting Standards SFAS 141, "Business Combinations". SFAS 141 will significantly change how entities apply the acquisition method to business combinations. The most significant changes affecting how the Corporation will account for business combinations under this Statement include: the acquisition date will be the date the acquirer obtains control; all (and only) identifiable assets acquired, liabilities assumed, and noncontrolling interests in the acquiree will be stated at fair value on the acquisition date; assets or liabilities arising from noncontractual contingencies will be measured at their acquisition date fair value only if it is more likely than not that they meet the definition of an asset or liability on the acquisition date; adjustments subsequently made to the provisional amounts recorded on the acquisition date will be made retroactively during a measurement period not to exceed one year; acquisition related restructuring costs that do not meet the criteria in SFAS 146, "Accounting for Costs Associated with Exit or Disposal Activities", will be expensed as incurred; transaction costs will be expensed as incurred; reversals of deferred income tax valuation allowances and income tax contingencies will be recognized in earnings subsequent to the measurement period; and the allowance for loan losses of an acquiree will not be permitted to be recognized by the acquirer. Additionally, SFAS 141 will require new and modified disclosures surrounding subsequent changes to acquisition related contingencies, contingent consideration, noncontrolling interests, acquisition related transaction costs, fair values and cash flows not expected to be collected for acquired loans, and an enhanced goodwill rollforward.

The Corporation will be required to prospectively apply SFAS 141 to all business combinations completed on or after January 1, 2009. Early adoption is not permitted. For business combinations in which the acquisition date was before the effective date, the provisions of SFAS 141 will apply to the subsequent accounting for deferred income tax valuation allowances and income tax contingencies and will require any changes in those amounts to be recorded in earnings. Management is currently evaluating the effects that SFAS 141 will have on the financial condition, results of operations, liquidity, and the disclosures that will be presented in the consolidated financial statements.

In December 2007, the FASB issued Statement of Financial Accounting Standards SFAS 160, "Noncontrolling Interests in Consolidated Financial Statements, an Amendment of ARB 51". SFAS 160 establishes new accounting and reporting standards for noncontrolling interests in a subsidiary and for the deconsolidation of a subsidiary. SFAS 160 will require entities to classify noncontrolling interests as a component of stockholders' equity and will require subsequent changes in ownership interest in a subsidiary to be accounted for as an equity transaction. Additionally, SFAS 160 will require entities to recognize a gain or loss upon the loss of control of a subsidiary and to remeasure any ownership interest retained at fair value on that date. This statement also requires expanded disclosures that clearly identify and distinguish between the interests of the parent and the interests of the noncontrolling owners. SFAS 160 is effective on a prospective

basis for fiscal years, and interim periods within those fiscal years, beginning on or after December 15, 2008, except for the presentation and disclosure requirements, which are required to be applied retrospectively. Early adoption is not permitted. The adoption of this standard is not expected to have a material impact on the Corporation's consolidated financial condition, results of operations or liquidity.

EITF 06-4, "Accounting for Deferred Compensation and Postretirement Benefit Aspects of Endorsement Split Dollar Life Insurance Arrangements", was issued in September 2006 and is effective for fiscal years beginning after December 15, 2007 with earlier application permitted. EITF 06-4 requires that, for split dollar life insurance arrangements that provide a benefit to an employee that extends to postretirement periods, an employer should recognize a liability for future benefits in accordance with SFAS No. 106. EITF 06-4 requires that recognition of the effects of adoption should be either by (a) a change in accounting principle through a cumulative effect adjustment to retained earnings as of the beginning of the year of adoption or (b) a change in accounting principle through retrospective application to all prior periods. The Corporation adopted this standard as of January 1, 2007 through a cumulative effect adjustment to beginning retained earnings. This adjustment represented a decrease of \$36,000 to retained earnings.

In November 2007, the Securities and Exchange Commission issued Staff Accounting Bulletin (SAB) No. 109, which addresses the valuation of written loan commitments accounted for a fair value through earnings. The guidance in SAB 109 expresses the staff's view that the measurement of fair value for a written loan commitment accounted for at fair value through earnings should incorporate the expected net future cash flows related to the associated servicing of the loan. Previously under SAB 105, Application of Accounting Principles to Loan Commitments, this component of value was not incorporated into the fair value of the loan commitment. The Corporation does not account for any written loan commitments at fair value through earnings.

In June 2007, the FASB ratified the consensus reached in EITF 06-11, "Accounting for Income Tax Benefits of Dividends on Share Based Payment Awards". EITF 06-11 applies to entities that have share-based payment arrangements that entitle employees to receive dividends or dividend equivalents on equity classified nonvested shares when those dividends or dividend equivalents are charged to retained earnings and result in an income tax deduction. Entities that have share based payment arrangements that fall within the scope of EITF 06-11 will be required to increase capital surplus for any realized income tax benefit associated with dividends or dividend equivalents paid to employees for equity classified nonvested equity awards. Any increase recorded to capital surplus is required to be included in any entity's pool of excess tax benefits that are available to absorb potential future tax deficiencies on share based payment awards. The Corporation will adopt EITF 06-11 on January 1, 2008 for dividends declared on share based payment awards

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

subsequent to this date. The impact of adoption is not expected to have a material impact on financial condition, results of operations, or liquidity.

In April 2007, the FASB issued FSP 39-1, "Amendments of FASB Interpretation No. 39. Offsetting of Amounts Related to Certain Contracts". FSP 39-1 permits entities to offset fair value amounts recognized for multiple derivative instruments executed with the same counterparty under a master netting agreement. FSP 39-1 clarifies that the fair value amounts recognized for the right to reclaim cash collateral, or the obligation to return cash collateral, arising from the same master netting arrangement, should also be offset against the fair value of the related derivative instruments.

Effective January 1, 2008, the Corporation adopted a net presentation for derivative positions and related collateral entered into under master netting agreements pursuant to the guidance in FIN 39 and FSP 39-1. The adoption of this guidance would result in balance sheet reclassifications of certain cash collateral based short term investments against the related derivative liabilities and certain deposit liability balances against the related fair values of derivative assets. The effects of these reclassifications will fluctuate based on the fair values of derivative contracts but overall would not have a material impact on either total assets or total liabilities. The adoption of these standards will not have an impact on the Corporation's consolidated financial condition, results of operations or liquidity.

In February 2007, the FASB issued SFAS No. 159, "The Fair Value Option for Financial Assets and Liabilities". The statement allows an entity to elect to measure certain financial assets and liabilities at fair value with changes in fair value recognized in the income statement each period. The statement also requires additional disclosures to identify the effects of an entity's fair value election on its earnings. The election is irrevocable. The Corporation is currently assessing whether it will elect to adopt SFAS 159.

10

In September 2006, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards SFAS 158 "Employers' Accounting for Defined Benefit Pension and Other Post Retirement Plans", which requires the Corporation to recognize the funded status of a benefit plan as either assets or liabilities in the consolidated balance sheet and to recognize as a component of other comprehensive income, net of tax, unrecognized actuarial gains or losses, prior service costs and transition obligations that arise during the period. The adoption of SFAS 158 for year ended December 31, 2007 did not have a material impact on the Corporation's consolidated financial position, results of operations, or liquidity.

In September 2006, the FASB issued Statement of Financial Accounting Standards (SFAS) 157, "Fair Value Measurements", which



## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

upon adoption will replace various definitions of fair value in existing accounting literature with a single definition, will establish a framework for measuring fair value, and will require additional disclosures about fair value measurements. The statement clarifies that fair value is the price that would be received to sell an asset or the price paid to transfer a liability in the most advantageous market available to the entity and emphasizes that fair value is a market based measurement and should be based on the assumptions market participants would use. The statement also creates a three level hierarchy under which individual fair value estimates are to be ranked based on the relative reliability of the inputs used in the valuation. This hierarchy is the basis for the disclosure requirements, with fair value estimates based on the least reliable inputs requiring more extensive disclosures about the valuation method used and the gains and losses associated with those estimates. SFAS 157 is required to be applied whenever another financial accounting standard requires or permits an asset or liability to be measured at fair value. The statement does not expand the use of fair value to any new circumstances. The Corporation will be required to apply the new guidance beginning January 1, 2008, and does not expect it to have a material impact on the Corporation's consolidated financial condition, results of operations, or liquidity.

In July 2006, the FASB issued FASB Staff Position FSP 13-2, "Accounting for a Change or Projected Change in the Timing of Cash Flows Related to Income Taxes Generated by a Leveraged Lease Transaction". This FSP amends SFAS 13, "Accounting for Leases", to require a lessor in a leveraged lease transaction to recalculate the leveraged lease for the effects of a change or projected change in the timing of cash flows relating to income taxes that are generated by the leveraged lease. The guidance in FSP 13-2 was adopted by the Corporation on January 1, 2007. The application of this FSP is not expected to have a material impact on the Corporation's consolidated financial condition, results of operations, or liquidity.

In June 2006, the FASB issued Interpretation No. 48 FIN 48, "Accounting for Uncertainty in Income Taxes", an interpretation of SFAS 109, "Accounting for Income Taxes". FIN 48 prescribes a comprehensive model for how companies should recognize, measure, present, and disclose in their financial statements uncertain tax positions taken or expected to be taken on a tax return. Under FIN 48, tax positions shall initially be recognized in the financial statements when it is more likely than not the position will be sustained upon examination by the tax authorities. Such tax positions shall initially and subsequently be measured as the largest amount of tax benefit that is greater than 50% likely of being realized upon ultimate settlement with the tax authority assuming full knowledge of the position and all relevant facts. FIN 48 also revises disclosure requirements to include an annual tabular roll forward of unrecognized tax benefits. The provisions of this interpretation were adopted by the Corporation on January 1, 2007. The adoption of FIN 48 is not expected to have a material impact on the Corporation's consolidated financial condition, result of operations, or liquidity.

In March 2006, the FASB issued Statement of Financial Accounting Standards SFAS 156, "Accounting for Servicing of Financial Assets", an amendment of SFAS 140. This standard requires entities to separately recognize a servicing asset or liability whenever it undertakes an obligation to service financial assets and also requires all separately recognized servicing assets or

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

liabilities to be initially measured at fair value. Additionally, this standard permits entities to choose among two alternatives, the amortization method or fair value measurement method, for the subsequent measurement of each class of separately recognized servicing assets and liabilities. Under the amortization method, an entity shall amortize the value of servicing assets or liabilities in proportion to and over the period of estimated net servicing income or net servicing loss and assess servicing assets or liabilities for impairment or increased obligation based on fair value at each reporting date. Under the fair value measurement method, an entity shall measure servicing assets or liabilities at fair value at each reporting date and report changes in fair value in earnings in the period in which the changes occur.

11

Effective January 1, 2006, the Corporation adopted this statement by electing amortization method as the measurement method for residential real estate mortgage servicing rights (MSRs).

In February 2006, the FASB issued Statement of Financial Accounting Standards SFAS 155, "Accounting for Certain Hybrid Financial Instruments", which amends SFAS 133, "Accounting for Derivative Instruments and Hedging Activities", and SFAS 140, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities". SFAS 155 requires entities to evaluate and identify whether interests in securitized financial assets are freestanding derivatives, hybrid financial instruments that contain an embedded derivative requiring bifurcation, or hybrid financial instruments that contain embedded derivatives that do not require bifurcation. SFAS 155 also permits fair value measurement for any hybrid financial instrument that contains an embedded derivative that otherwise would require bifurcation. This statement was effective for all financial instruments acquired or issued by the Corporation on or after January 1, 2007 and the adoption of SFAS 155 did not have a material impact on the Corporation's consolidated financial condition, results of operations or liquidity.

### ADVERTISING COSTS

It is the Corporation's policy to expense advertising costs in the period in which they are incurred. Advertising expense for the nine month period ended September 30, 2008 and 2007, was approximately \$239,000 and \$285,000, respectively.

### RECLASSIFICATIONS

Certain amounts in the consolidated financial statements of prior periods have been reclassified to conform with presentation used in the 2008 consolidated financial statements. Such reclassifications have no effect on the Corporation's consolidated financial condition or net income.

### Note 2. ALLOWANCE FOR LOAN LOSSES

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

Changes in the allowance for loan losses for the periods ended September 30, 2008, and September 30, 2007, were as follows:

(amounts in thousands)	2008	2007	
Balance, January 1	\$5,047	\$3,671	
Provision charged to operations	200	150	
Loans charged off	(194)	(127)	
Recoveries	186	102	
Balance, September 30	\$5,239	\$3,796	=====

At September 30, 2008, the total recorded investment in loans that are considered to be impaired as defined by SFAS No. 114 was \$5,372,000. No additional charge to operations was required to provide for the impaired loans since the total allowance for loan losses is estimated by management to be adequate to provide for the loan loss allowance required by SFAS No. 114 along with any other potential losses.

At September 30, 2008, there were no significant commitments to lend additional funds with respect to non accrual and restructured loans.

Non-accrual loans at September 30, 2008 and December 31, 2007 were \$3,227,000 and \$3,208,000, respectively, all of which were considered impaired.

Loans past-due 90 days or more and still accruing interest amounted to \$156,000 and \$185,000 on September 30, 2008 and December 31, 2007, respectively.

12

### Note 3. SHORT-TERM BORROWINGS

Federal funds purchased, securities sold under agreements to repurchase and Federal Home Loan Bank advances generally represent overnight or less than 30 day borrowings. U.S. Treasury tax and loan notes for collections made by the Bank are payable on demand.

### Note 4. LONG-TERM BORROWINGS

Long-term borrowings are comprised of advances from the Federal Home Loan Bank. Under terms of a blanket agreement, collateral for the loans are secured by certain qualifying assets of the Corporation's banking subsidiary which consist principally of first

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

mortgage loans and certain investment securities.

Note 5. FINANCIAL INSTRUMENTS WITH OFF-BALANCE  
SHEET RISK AND CONCENTRATIONS OF CREDIT RISK

The Corporation is a party to financial instruments with off balance sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments include commitments to extend credit and standby letters of credit. Those instruments involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the consolidated balance sheets. The contract or notional amounts of those instruments reflect the extent of involvement the Corporation has in particular classes of financial instruments. The Corporation does not engage in trading activities with respect to any of its financial instruments with off balance sheet risk.

The Corporation's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual notional amount of those instruments.

The Corporation uses the same credit policies in making commitments and conditional obligations as it does for on balance sheet instruments.

The Corporation may require collateral or other security to support financial instruments with off-balance sheet credit risk. The contract or notional amounts at September 30, 2008 and December 31, 2007 were as follows:

(amounts in thousands)

	September 30, 2008	December 31, 2007
	——	——
Financial instruments whose contract amounts represent credit risk:		
Commitments to extend credit	\$52,481	\$42,776
Financial standby letters of credit	1,131	1,744
Performance standby letters of credit	7,574	2,471

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses that may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Corporation evaluates each customer's creditworthiness on a case by case basis. The amount of collateral obtained, if deemed necessary by the

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

Corporation upon extension of credit, is based on management's credit evaluation of the counter party. Collateral held varies but may include accounts receivable, inventory, property, plant and equipment, and income producing commercial properties.

13

Standby letters of credit are conditional commitments issued by the Corporation to guarantee the performance of a customer to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The Corporation may hold collateral to support standby letters of credit for which collateral is deemed necessary.

The Corporation grants commercial, agricultural, real estate mortgage and consumer loans to customers primarily in the counties of Columbia, Luzerne, and Montour, Pennsylvania. It is management's opinion that the loan portfolio was well balanced and diversified at September 30, 2007, to the extent necessary to avoid any significant concentration of credit risk. However, its debtors ability to honor their contracts may be influenced by the region's economy.

### Note 6. STOCKHOLDERS' EQUITY

Changes in Stockholders' Equity for the period ended September 30, 2008, were as follows:

(Amounts in thousands, except common share data)

	Common Shares	Common Stock	Surplus
Balance at January 1, 2008	5,687,767	\$11,375	\$30,252
Comprehensive Income:			
Net Income			
Change in unrealized gain (loss) on investment securities available-for-sale, net of reclassification adjustment and tax effects			
Total Comprehensive (loss)			
Recognition of stock option expense			18
Issuance of 50 shares of treasury stock upon			

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

exercise of employee stock options (1)  
 Cash dividends -  
 \$.66 per share

Balance at September 30, 2008	<u>5,687,767</u> =====	<u>\$11,375</u> =====	<u>\$30,269</u> =====
-------------------------------	---------------------------	--------------------------	--------------------------

(Amounts in thousands, except common share data)

	Compre- hensive Income	Retained Earnings	Accumulated Other Comprehensive Income (Loss)
	<u>          </u>	<u>          </u>	<u>          </u>
Balance at January 1, 2008		\$35,705	\$ (166)
Comprehensive Income:			
Net Income	\$5,835	5,835	
Change in unrealized gain (loss) on investment securities available-for-sale, net of reclassification adjustment and tax effects	(5,916)		(5,916)
Total Comprehensive (loss)	<u>\$ (81)</u> =====		
Recognition of stock option expense			
Issuance of 50 shares of treasury stock upon exercise of employee stock options			
Cash dividends - \$.66 per share		(3,590)	
Balance at September 30, 2008		<u>\$37,950</u> =====	<u>\$ (6,082)</u> =====

(Amounts in thousands, except common share data)

	Treasury Stock	Total
	<u>          </u>	<u>          </u>
Balance at January 1, 2008	\$ (6,242)	\$70,924
Comprehensive Income:		
Net Income		5,835
Change in unrealized gain (loss) on investment securities		

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

available-for-sale, net of reclassification adjustment and tax effects		(5,916)
Total Comprehensive (loss)		
Recognition of stock option expense		18
Issuance of 50 shares of treasury stock upon exercise of employee stock options	2	1
Cash dividends - \$.66 per share		(3,590)
	<hr/>	<hr/>
Balance at September 30, 2008	\$ (6,240)	\$67,272
	=====	=====

NOTE 7. MANAGEMENT'S ASSERTIONS AND COMMENTS REQUIRED  
TO BE PROVIDED WITH FORM 10Q FILING

In management's opinion, the consolidated interim financial statements reflect fair presentation of the consolidated financial position of First Keystone Corporation and Subsidiary, and the results of their operations and their cash flows for the interim periods presented. Further, the consolidated interim financial statements are unaudited; however they reflect all adjustments, which are in the opinion of management, necessary to present fairly the consolidated financial condition and consolidated results of operations and cash flows for the interim periods presented and that all such adjustments to the consolidated financial statements are of a normal recurring nature. The independent accountants, J. H. Williams & Co., LLP, reviewed these consolidated financial statements as stated in their accompanying review report.

14

The results of operations for the nine month period ended September 30, 2008, are not necessarily indicative of the results to be expected for the full year.

These consolidated interim financial statements have been prepared in accordance with requirements of Form 10Q and therefore do not include all disclosures normally required by generally accepted accounting principles applicable to financial institutions as included with consolidated financial statements included in the Corporation's annual Form 10K filing. The reader of these consolidated interim financial statements may wish to refer to the Corporation's annual report or Form 10K for the period ended December 31, 2007, filed with the Securities and Exchange

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

Commission.

15

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

Board of Directors and Stockholders of First Keystone Corporation:

We have reviewed the accompanying consolidated balance sheet of First Keystone Corporation and Subsidiary as of September 30, 2008, and the related consolidated statements of income for the three and nine month periods ended September 30, 2008 and 2007 and cash flows for the nine month periods ended September 30, 2008, and 2007. These consolidated interim financial statements are the responsibility of the management of First Keystone Corporation and Subsidiary.

We conducted our reviews in accordance with the standards of the Public Company Accounting Oversight Board (United States). A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with the standards of the Public Company Accounting Oversight Board (United States), the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the consolidated interim financial statements referred to above for them to be in conformity with accounting principles generally accepted in the United States of America.

We have previously audited, in accordance with the auditing standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheet of First Keystone Corporation and Subsidiary as of December 31, 2007, and the related consolidated statements of income, changes in stockholders' equity, and cash flows for the year then ended (not presented herein); and in our report dated March 11, 2008, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying consolidated balance sheet as of December 31, 2007, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

/s/ J. H. Williams & Co., LLP  
J. H. Williams & Co., LLP



## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

Kingston, Pennsylvania  
November 6, 2008

16

### Item 2. First Keystone Corporation Management's Discussion and Analysis of Financial Condition and Results of Operation as of September 30, 2008

This quarterly report contains certain forward looking statements (as defined in the Private Securities Litigation Reform Act of 1995), which reflect management's beliefs and expectations based on information currently available. These forward looking statements are inherently subject to significant risks and uncertainties, including changes in general economic and financial market conditions, the Corporation's ability to effectively carry out its business plans and changes in regulatory or legislative requirements. Other factors that could cause or contribute to such differences are changes in competitive conditions, and pending or threatened litigation. Although management believes the expectations reflected in such forward looking statements are reasonable, actual results may differ materially.

The Corporation acquired Pocono Community Bank, Stroudsburg, Pennsylvania, in the fourth quarter of 2007. Period to period comparisons and the Management's Discussion are impacted by this acquisition when 2008 results are compared to 2007.

#### RESULTS OF OPERATIONS

First Keystone Corporation realized earnings for the third quarter of 2008 of \$2,227,000, an increase of \$686,000 or 44.5% from the third quarter of 2007. Nine months net income for the period ended September 30, 2008, amounted to \$5,835,000, an increase of 33.9% from the \$4,359,000 net income reported September 30, 2007. Net interest income increased in both the third quarter of 2008 and for the first nine months of 2008 when compared to the same period in 2007. The higher net interest income in 2008 was due to a positively sloped yield curve and an expansion of our net interest margin. Earnings were also positively affected by increased non interest income and continued excellent control over non interest expense. On a per share basis, net income per share was \$1.07 for the first nine months of 2008, as compared to \$.96 for the first nine months of 2008, while dividends remained at \$.66 per share, the same as last year at the end of three quarters.

Year-to-date net income annualized amounts to a return on average common equity of 11.26% and a return on assets of 1.12%. For the nine months ended September 30, 2007, these measures were 12.38% and 1.09%, respectively on an annualized basis.

#### NET INTEREST INCOME

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

The major source of operating income for the Corporation is net interest income, defined as interest income less interest expense. In the third quarter of 2008, interest income amounted to \$9,491,000, an increase of \$1,661,000 or 21.2% from the third quarter of 2007. Interest expense amounted to \$4,399,000 in the third quarter of 2008, a decrease of \$70,000 or 1.6% over the third quarter of 2007. Accordingly, net interest income amounted to \$5,092,000 in the third quarter of 2008, an increase of \$1,731,000, or 51.5% from the third quarter of 2007. Year to date for the nine months ended September 30, 2008, total interest income increased \$5,322,000, or 23.4% to \$28,109,000 from \$22,787,000 in the first nine months of 2007. Total interest expense increased \$1,068,000, or 8.4% to \$13,798,000 for the first nine months of 2007 from \$12,730,000 in the first nine months of 2007. This resulted in net interest income increasing \$4,254,000 to \$14,311,000 as of September 30, 2008 from \$10,057,000 as of September 30, 2007, an increase of 42.3%.

Our net interest margin for the quarter ended September 30, 2008, was 3.49% compared to 2.97% for the quarter ended September 30, 2007. For the nine months ended September 30, 2008, our net interest margin was 3.30% compared to 2.94% for the first nine months of 2007.

17

### PROVISION FOR LOAN LOSSES

The provision for loan losses for the quarter ended September 30, 2008, was \$75,000 compared to \$25,000 for the third quarter of 2007. Year to date, the provision for loan losses amounts to \$200,000 in 2008 as compared to the \$150,000 provision for the period ended September 30, 2007. Net charge offs amounted to \$8,000 for the nine months ended September 30, 2008, as compared to \$25,000 for the first nine months of 2007.

The allowance for loan losses as a percentage of loans, net of unearned interest was 1.31% as of September 30, 2008, and 1.34% as of December 31, 2007.

### NON-INTEREST INCOME

Total non interest or other income was \$1,130,000 for the quarter ended September 30, 2008, as compared to \$973,000 for the quarter ended September 30, 2007. Excluding investment security gains and losses, non interest income was \$1,119,000 for the third quarter of 2008, as compared to \$901,000 in the third quarter of 2007, an increase of 24.2%. For the nine months ended September 30, 2008, total non interest income was \$3,233,000, as compared to \$2,968,000, or a 8.9% increase from the first nine months of 2007. In both the third quarter of 2008 and for the nine months ended September 30, 2008, the increase in non interest income was primarily the result of an increase in service charges and fees, an increase in bank owned life insurance income, an increase on gains on sale of loans, and an increase in other non interest income.

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

### NON-INTEREST EXPENSES

Total non interest, or other expenses, was \$3,446,000 for the quarter ended September 30, 2008, as compared to \$2,430,000 for the quarter ended September 30, 2007, an increase of \$1,016,000 or 41.8%. The majority of increases in non interest expenses in both the third quarters of 2008 and the first nine months of 2008 reflect the acquisition of Pocono Community Bank completed in November 2007.

For the nine months ended September 30, 2008, total non interest expense was \$10,244,000, an increase of \$2,654,000, or 35.0% over the first nine months of 2007. Expenses associated with employees (salaries and employee benefits) continue to be the largest category of non interest expenses. Salaries and benefits amount to 53.4% of total non-interest expense for the nine months ended September 30, 2008, as compared to 52.2% for the first nine months of 2007. Salaries and benefits amounted to \$5,469,000 for the nine months ended September 30, 2008, an increase of \$1,508,000, or 38.1% over the first nine months of 2007. Net occupancy expense, including furniture and equipment, amounted to \$1,480,000 for the nine months ended September 30, 2008, an increase of \$424,000, or 40.2% from 2007. Because of reduced legal expenses, professional services decreased \$45,000 or 13.2% from the first nine months of 2007. State shares tax increased by \$100,000 or 24.3% over the first nine months of 2007. Other non interest expenses amounted to \$2,487,000 for the nine months ended September 30, 2008, an increase of \$667,000, or 36.6% from the first nine months of 2007. Even with the increase in non interest expenses in 2008, our overall non interest expense continues at less than 2.0% of average assets on an annualized basis. This places us among the leaders of our peer financial institutions at controlling non interest expense.

### INCOME TAXES

Effective tax planning has helped produce favorable net income. The effective total income tax rate was 17.5% for the third quarter of 2008 as compared to 18.0% for the third quarter of 2007. For the nine months ended September 30, 2008, our tax expense amounted to \$1,265,000 for an effective tax rate of 17.8% as compared to an effective tax rate of 17.5% for the first nine months of 2007.

18

### ANALYSIS OF FINANCIAL CONDITION

#### ASSETS

Total assets increased to \$706,101,000 as of September 30, 2008, an increase of \$24,894,000, or 3.7% over year end 2007. Total deposits increased to \$513,866,000 as of September 30, 2008, an increase of \$20,825,000, or 4.2% over year end 2007.

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

The Corporation used the increase in total deposits to fund primarily an increase in loans. Total borrowings also helped to fund loan growth and increased \$6,193,000 from December 31, 2007. Short term borrowings increased slightly to \$47,633,000 as of September 30, 2008, up from \$47,349,000 at year end 2007. Long term borrowings increased to \$72,084,000 as of September 30, 2008, up \$5,909,000 from \$66,175,000 at year end 2007.

### EARNING ASSETS

Our primary earning asset, loans, net of unearned income increased to \$398,377,000 as of September 30, 2008, an increase of \$21,774,000, or 5.8% from year end 2007. The loan portfolio is well diversified and the increases in the portfolio has been primarily from increased originations of commercial real estate loans.

In addition to loans, another primary earning asset is our investment portfolio which has increased in size from December 31, 2007, to September 30, 2008. Available for sale securities amounted to \$244,995,000 as of September 30, 2008, an increase of \$3,474,000, or 1.4% from year end 2007. However, held to maturity securities decreased to \$2,994,000 as of September 30, 2008, a decrease of \$1,544,000, or 34.0% since year end 2007. Interest bearing deposits with banks decreased to \$18,000 on September 30, 2008, as compared to \$89,000 as of December 31, 2007.

### ALLOWANCE FOR LOAN LOSSES

Management performs a quarterly analysis to determine the adequacy of the allowance for loan losses. The methodology in determining adequacy incorporates specific allocations together with a risk/loss analysis on various segments of the portfolio according to an internal loan review process. Management maintains its loan review and loan classification standards consistent with those of its regulatory supervisory authority. Management feels, considering the conservative portfolio composition, which is largely composed of small retail loans (mortgages and installments) with minimal classified assets, low delinquencies, and favorable loss history, that the allowance for loan loss is adequate to cover foreseeable future losses.

Any loans classified for regulatory purposes as loss, doubtful, substandard, or special mention that have not been disclosed under Industry Guide 3 do not (i) represent or result from trends or uncertainties which management reasonably expects will materially impact future operating results, liquidity, or capital resources, or (ii) represent material credits about which management is aware of any information which causes management to have serious doubts as to the ability of such borrowers to comply with the loan repayment terms.

The company was required to adopt Financial Accounting Standards Board Statement No. 114, "Accounting by Creditors for Impairment of a Loan" - Refer to Note 2 above for details.

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

### NON-PERFORMING ASSETS

Non performing assets consist of non accrual and restructured loans, other real estate and foreclosed assets, together with the loans past due 90 days or more and still accruing. As of September 30, 2008, total non performing assets were \$3,430,000 as compared to \$3,458,000 on December 31, 2007. Non performing assets to total loans and foreclosed assets was .86% as of September 30, 2008, and .92% as of December 31, 2007.

Interest income received on non performing loans as of September 30, 2008, was \$70,000 compared to \$144,000 as of December 31, 2007. Interest income, which would have been recorded on these loans under the original terms as of September 30, 2008, and December 31, 2007, was \$321,000 and \$175,000, respectively. As of September 30, 2008 and December 31, 2007, there was no outstanding commitments to advance additional funds with respect to these non performing loans.

### DEPOSITS AND OTHER BORROWED FUNDS

As indicated previously, total deposits increased by \$20,825,000 as non interest bearing deposits increased by \$584,000 and interest bearing deposits increased by \$20,241,000 as of September 30, 2008, from year end 2007. Total short term and long term borrowings increased by \$6,193,000 from year end 2007.

### CAPITAL STRENGTH

Normal increases in capital are generated by net income, less cash dividends paid out. Also, accumulated other comprehensive income derived from unrealized gains on investment securities available for sale decreased shareholders' equity, or capital net of taxes, by \$6,082,000 as of September 30, 2008, and \$166,000 as of December 31, 2007. Our stock repurchase plan repurchased 247,641 shares as treasury stock as of September 30, 2008 and 247,691 shares as treasury stock as of December 31, 2007. This had an effect of our reducing our total stockholders' equity by \$6,240,000 on September 30, 2008, and \$6,242,000 as of December 31, 2007.

Total stockholders' equity was \$67,272,000 as of September 30, 2008, and \$70,924,000 as of December 31, 2007. Leverage ratio and risk based capital ratios remain very strong. As of September 30, 2008, our leverage ratio was 7.64% compared to 7.96% as of December 31, 2007. In addition, Tier I risk based capital and total risk based capital ratio as of September 30, 2008, were 11.52% and 12.68%, respectively. The same ratios as of December 31, 2007, were 11.86% and 13.06%, respectively.

### LIQUIDITY

The liquidity position of the Corporation remains adequate to meet customer loan demand and deposit fluctuation. Managing liquidity remains an important segment of asset liability management. Our overall liquidity position is maintained by an active asset liability management committee.

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

Management feels its current liquidity position is satisfactorily given a very stable core deposit base which has increased annually. Secondly, our loan payments and principal paydowns on our mortgage backed securities provide a steady source of funds. Also, short term investments and maturing investment securities represent additional sources of liquidity. Finally, short term borrowings are readily accessible at the Federal Reserve Bank discount window, Atlantic Central Bankers Bank, or the Federal Home Loan Bank.

20

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

There have been no material changes in the Company's quantitative and qualitative market risks since December 31, 2007. The composition of rate sensitive assets and rate sensitive liabilities as of September 30, 2008 is very similar to December 31, 2007.

### ITEM 4. Controls and Procedures

a) Evaluation of disclosure controls and procedures. The company maintains controls and procedures designed to ensure that information required to be disclosed in the reports that the company files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in the rules and forms of the Securities and Exchange Commission. Based upon their evaluation of those controls and procedures performed within 75 days of the filing date of this report, the Chief Executive and Chief Financial Officers of the company concluded that the company's disclosure controls and procedures were adequate.

b) Changes in internal controls. The Company made no significant changes in its internal controls or in other factors that could significantly affect these controls subsequent to the date of the evaluation of the controls by the Chief Executive and Chief Financial officers.

21

## PART II - OTHER INFORMATION

### Item 1. Legal Proceedings

None.

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

Item 1A. There have been no material changes in our "Risk Factors" as previously disclosed in our Annual Report on Form 10K for the year ended December 31, 2007.

Item 2. Changes in Securities, Use of Proceeds and Issuer Purchases of Equity Securities

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Number of Shares That May Yet Be Purchased Under the Plans or Programs
July 1 - July 31, 2008	----	----	----	112,098
August 1 - August 31, 2008	----	----	----	112,098
Sept. 1 - Sept. 30, 2008	----	----	----	112,098
Total	----	----	----	112,098

Item 3. Defaults Upon Senior Securities

None.

Item 4. Submission of Matters to a Vote of Security Holders

Annual Meeting of Shareholders of First Keystone Corporation held on Tuesday, May 6, 2008 at 10:00 a.m.

Directors Elected	Votes For	Votes Against	Votes Withheld
Don E. Bower	4,523,664	13,301	0
Robert A. Bull	4,342,535	194,430	0
Dudley P. Cooley	4,522,664	14,301	0

Broker

Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

<u>Directors Elected</u>	<u>Abstentions</u>	<u>Non-Votes</u>
Don E. Bower	0	0
Robert A. Bull	0	0
Dudley P. Cooley	0	0

22

Directors Continuing:

Jerome F. Fabian, term expires in 2009  
David R. Saracino, term expires in 2009  
Robert J. Wise, term expires in 2009  
John E. Arndt, term expires in 2010  
J. Gerald Bazewicz, term expires in 2010  
Robert E. Bull, term expires in 2010

Matters Voted Upon:

Selection of J. H. Williams & Co. LLP, as auditors for the Corporation.

Votes For - 4,496,980  
Votes Against - 5,408  
Votes Withheld - 0  
Abstentions - 34,577  
Broker Non-Votes - 0

Item 5. Other Information

The Company made no material changes to the procedures by which shareholders may recommend nominees to the Company's Board of Directors.

23

Item 6. Exhibits and Reports on Form 8-K

(a) Exhibits required by Item 601 Regulation S-K

<u>Exhibit Number</u>	<u>Description of Exhibit</u>
3i	Articles of Incorporation, as amended



## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

(Incorporated by reference to Exhibit 3(i) to the Registrant's Report on Form 10Q for the quarter ended March 31, 2006).

- 3ii By-Laws, as amended (Incorporated by reference to Exhibit 3(ii) to the Registrant's Report on Form 10Q for the quarter ended March 31, 2006).
- 10.1 Supplemental Employee Retirement Plan (Incorporated by reference to Exhibit 10 to the Registrant's Report on Form 10Q for the quarter ended September 30, 2005).
- 10.2 Management Incentive Compensation Plan (Incorporated by reference to Exhibit 10 to the Registrant's Report on Form 10Q for the quarter ended September 30, 2006).
- 10.3 Profit Sharing Plan (Incorporated by reference to Exhibit 10 to the Registrant's Report on Form 10Q for the quarter ended September 30, 2006).
- 10.4 First Keystone Corporation 1998 Stock Incentive Plan (Incorporated by reference to Exhibit 10 to the Registrant's Report on Form 10Q for the quarter ended September 30, 2006).
- 14 Code of Ethics (Incorporated by reference to Exhibit 14 to the Registrant's Report on Form 8K dated January 9, 2007).
- 31.1 Rule 13a-14(a)/15d-14(a) Certification of Chief Executive Officer.
- 31.2 Rule 13a-14(a)/15d-14(a) Certification of Chief Financial Officer.
- 32.1 Section 1350 Certification of Chief Executive Officer.
- 32.2 Section 1350 Certification of Chief Financial Officer.

(b) During the quarter ended September 30, 2008, the registrant filed the following reports on Form 8-K:

<u>Date of Report</u>	<u>Item</u>	<u>Description</u>
July 31, 2008	2.02	On July 31, 2008, the Registrant issued a press release announcing its earnings for the quarter ended June 30, 2008.
August 27, 2008	8.01	On August 27, 2008, the Registrant issued a press release announcing the declaration of it's third quarter dividend.

FIRST KEYSTONE CORPORATION

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.

FIRST KEYSTONE CORPORATION  
Registrant

November 7, 2008                    /s/ J. Gerald Bazewicz  
                                         J. Gerald Bazewicz  
                                         President and  
                                         Chief Executive Officer  
                                         (Principal Executive Officer)

November 7, 2008                    /s/ Diane C.A. Rosler  
                                         Diane C.A. Rosler  
                                         Chief Financial Officer  
                                         (Principal Accounting Officer)

INDEX TO EXHIBITS

<u>Exhibit</u>	<u>Description</u>
3i	Articles of Incorporation, as amended (Incorporated by reference to Exhibit 3(i) to the Registrant's Report on Form 10Q for the quarter ended March 31, 2006).
3ii	By-Laws, as amended (Incorporated by reference to Exhibit 3(ii) to the Registrant's Report on Form 10Q for the quarter ended March 31, 2006).
10.1	Supplemental Employee Retirement Plan (Incorporated by reference to Exhibit 10 to the Registrant's Report on Form 10Q for the quarter ended September 30, 2005).
10.2	Management Incentive Compensation Plan (Incorporated by reference to Exhibit 10 to the

## Edgar Filing: FIRST KEYSTONE CORP - Form 10-Q

Registrant's Report on Form 10Q for the quarter ended September 30, 2006).

- 10.3 Profit Sharing Plan (Incorporated by reference to Exhibit 10 to the Registrant's Report on Form 10Q for the quarter ended September 30, 2006).
- 10.4 First Keystone Corporation 1998 Stock Incentive Plan (Incorporated by reference to Exhibit 10 to the Registrant's Report on Form 10Q for the quarter ended September 30, 2006).
- 14 Code of Ethics (Incorporated by reference to Exhibit 14 to the Registrant's Report on Form 8K dated January 9, 2007).
- 31.1 Rule 13a-14(a)/15d-14(a) Certification of Chief Executive Officer.
- 31.2 Rule 13a-14(a)/15d-14(a) Certification of Chief Financial Officer.
- 32.1 Section 1350 Certification of Chief Executive Officer.
- 32.2 Section 1350 Certification of Chief Financial Officer.