

## Officers and Staff

**Richard R. Fox**, *Chairman of the Board*

**William R. Weir, Jr.**, *President, CEO*

**Arthur G. Corliss, Jr.**, *Vice President, Treasurer*

**Nancy L. Sawyer**, *Assistant Vice President*

**Sharon L. Kelley**, *Mortgage Assistant*

**Ardette D. Spear**, *Teller*

**Michael Bailey**, *Operations Assistant*

## Directors

**Richard V. Collier**

**Kathleen M. Field**

**Richard R. Fox**, *Chairman*

**James E. McFarland**

**Kenneth J. Salvatore**

**Robert L. Shaw**

**Peter W. Smallidge**

**Michael R. Swanson**

**William R. Weir, Jr.**, *Clerk*

## Mission Statement

Bar Harbor Savings and Loan Association's mission is to provide every customer with the best personal service and attentiveness possible. We will provide our customers within our business area with competitive deposit and loan services.

The Association's business area consists of the communities of Mount Desert Island along with the additional towns of Swans Island, Frenchboro, Cranberry Isles, Trenton, Lamoine, Hancock, Sullivan, Franklin, Surry and Ellsworth.

Our mission is to provide mortgage loans primarily to individuals seeking to purchase, build or refinance their homes while giving a competitive rate of return for all funds deposited with us and used for this purpose. Our emphasis is on affordable single-family homes.

This will be accomplished by focusing on our core products: passbook savings accounts, money market deposit accounts, certificate of deposit accounts, conventional mortgage loans and secured consumer loans. We will discourage acceptance of deposit accounts from outside our business area and will continue to keep and service all our mortgage loans.

In following this mission, Bar Harbor Savings and Loan Association will be able to maintain steady growth, profitability and a strong capital position necessary to continue business into the future.

103 Main Street, Bar Harbor, Maine 04609  
207 288.3685 • 207 288.2287 fax [www.bhsla.com](http://www.bhsla.com)



## FINANCIAL STATEMENT

December 31, 2011

**Up-to-date banking,  
old-fashioned  
personal service**



103 Main Street, Bar Harbor • 288.3685 • [www.bhsla.com](http://www.bhsla.com) Member FDIC



## Statement of Condition

December 31, 2011

<b>Assets</b>	<b>2011</b>	<b>2010</b>
First Mortgage Loans	\$47,733,413.32	\$42,866,718.42
Share Loans to Members secured by members' own accounts	75,149.16	170,287.71
Federal Home Loan Bank Stock	187,400.00	169,500.00
Federal Home Loan Mortgage Corp.	1,556.93	2,238.45
U.S. Government and Agency Securities	2,000,000.00	3,000,000.00
Cash on Hand in Banks	107,292.26	87,092.47
Other Investments	21,521,997.78	15,970,242.03
Office Building and Land	479,912.42	502,095.48
Furniture and Equipment	52,494.67	27,104.33
Prepaid FDIC Assessments	80,553.40	137,845.15
Other Assets	236,036.07	233,802.61
<b>Total Assets</b>	<b>\$72,475,806.01</b>	<b>\$63,166,926.65</b>

## Liabilities and Reserves

Shareholders' Savings Accounts entrusted to us by our members	\$66,153,478.82	\$58,306,423.28
Borrowed Money	871,896.58	0.00
Other Liabilities	102,484.99	12,908.83
Guaranty Fund Reserve Accounts	5,347,945.62	4,847,594.54
<b>Total Liabilities and Reserves</b>	<b>\$72,475,806.01</b>	<b>\$63,166,926.65</b>

## Results of Operations

Interest and Dividend Income	\$3,085,367.75	\$2,745,299.04
Interest Expense	1,511,180.40	1,422,789.91
Net Interest Income	1,574,187.35	1,322,509.13
Provision for Loan Losses	112,000.00	84,000.00
Non-Interest Income	94,598.01	50,894.16
Non-Interest Expense	856,980.76	757,761.08
Income Before Taxes	699,804.60	531,642.21
Income Taxes	198,919.00	106,108.00
Extraordinary Gains (Losses)	(0.00)	(165,235.53)
Net Income	500,885.60	260,298.68

## Selected Financial Ratios

Return on Average Assets	0.74%	0.46%
Return on Average Equity	9.83%	5.51%