

FIRST NORTHERN COMMUNITY BANCORP  
Form 10-Q  
August 08, 2008

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

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FORM 10-Q

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

For the Quarterly Period Ended June 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 000-30707

First Northern Community Bancorp  
(Exact name of registrant as specified in its charter)

California  
(State or other jurisdiction of incorporation or  
organization)

68-0450397  
(I.R.S. Employer Identification Number)

195 N. First Street, Dixon, California  
(Address of principal executive offices)

95620  
(Zip Code)

707-678-3041  
(Registrant's telephone number including area code)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or Section 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

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Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company (as defined by Rule 12b-2 of the Exchange Act).

Large accelerated filer       Accelerated filer       Non-accelerated filer       Smaller reporting company

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

Yes       No

The number of shares of Common Stock outstanding as of August 7, 2008 was 8,607,597.

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FIRST NORTHERN COMMUNITY BANCORP

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## PART I - FINANCIAL INFORMATION

## ITEM 1.

## FINANCIAL STATEMENTS

## CONDENSED CONSOLIDATED BALANCE SHEETS

(in thousands, except share amounts)

|   | (UNAUDITED)       |                   |
|---|-------------------|-------------------|
|   | June 30, 2008     | December 31, 2007 |
| <b>ASSETS</b>   |                   |                   |
| Cash and due from banks   | \$ 49,642         | \$ 52,090         |
| Federal funds sold  | 715               | 46,940            |
| Investment securities – available-for-sale  | 56,053            | 74,849            |
| Loans, net of allowance for loan losses of<br>\$12,096 at June 30, 2008 and \$10,876 at December 31, 2007   | 512,229           | 497,971           |
| Loans held-for-sale   | 1,154             | 1,343             |
| Stock in Federal Home Loan Bank and other equity securities, at cost  | 2,257             | 2,199             |
| Premises and equipment, net   | 7,960             | 7,872             |
| Other Real Estate Owned   | 5,729             | 879               |
| Accrued interest receivable and other assets  | 25,636            | 25,752            |
| <b>TOTAL ASSETS</b>   | <b>\$ 661,375</b> | <b>\$ 709,895</b> |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>   |                   |                   |
| <b>Liabilities</b>  |                   |                   |
| <b>Deposits</b>   |                   |                   |
| Demand deposits   | \$ 172,528        | \$ 193,258        |
| Interest-bearing transaction deposits   | 130,866           | 135,381           |
| Savings and MMDA's  | 165,323           | 178,137           |
| Time, under \$100,000   | 43,022            | 46,411            |
| Time, \$100,000 and over  | 62,036            | 69,484            |
| Total deposits  | 573,775           | 622,671           |
| FHLB Advances and other borrowings  | 20,166            | 15,832            |
| Accrued interest payable and other liabilities  | 6,008             | 7,417             |
| <b>TOTAL LIABILITIES</b>  | <b>599,949</b>    | <b>645,920</b>    |
| <b>Stockholders' equity</b>   |                   |                   |
| Common stock, no par value; 16,000,000 shares authorized;<br>8,577,689 shares issued and outstanding at June 30, 2008 and 8,169,772 shares issued<br>and outstanding at December 31, 2007 | 58,507            | 50,956            |
| Additional paid in capital  | 977               | 977               |
| Retained earnings   | 2,595             | 12,209            |
| Accumulated other comprehensive loss  | (653)             | (167)             |
| <b>TOTAL STOCKHOLDERS' EQUITY</b>   | <b>61,426</b>     | <b>63,975</b>     |
| <b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>   | <b>\$ 661,375</b> | <b>\$ 709,895</b> |

See notes to unaudited condensed consolidated financial statements.

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## UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(in thousands, except per share amounts)

|  | Three<br>months<br>ended<br>June 30,<br>2008 | Three<br>months<br>ended<br>June 30,<br>2007 | Six months<br>ended<br>June 30,<br>2008 | Six months<br>ended<br>June 30,<br>2007 |
|--|--|--|---|---|
| <b>Interest and Dividend Income</b>                      |  |  |   |   |
| Loans  | \$ 8,540                                     | \$ 10,379                                    | \$ 17,780                               | \$ 20,754                               |
| Federal funds sold                                       | 127  | 992  | 417                                     | 1,852                                   |
| Due from banks interest bearing accounts                 | 144  | —  | 412                                     | —                                       |
| Investment securities                                    |  |  |   |   |
| Taxable  | 342  | 684  | 840                                     | 1,334                                   |
| Non-taxable  | 328  | 302  | 686                                     | 580                                     |
| Other earning assets                                     | 37   | 31   | 66                                      | 60                                      |
| Total interest and dividend income                       | 9,518  | 12,388                                       | 20,201                                  | 24,580                                  |
| <b>Interest Expense</b>                                  |  |  |   |   |
| Deposits   | 1,441  | 3,098  | 3,353                                   | 5,990                                   |
| Other borrowings   | 61   | 89   | 147                                     | 166                                     |
| Total interest expense                                   | 1,502  | 3,187  | 3,500                                   | 6,156                                   |
| Net interest income                                      | 8,016  | 9,201  | 16,701                                  | 18,424                                  |
| Provision for loan losses                                | 2,763  | 430  | 6,422                                   | 260                                     |
| Net interest income after provision<br>for loan losses   | 5,253  | 8,771  | 10,279                                  | 18,164                                  |
| <b>Other operating income</b>                            |  |  |   |   |
| Service charges on deposit accounts                      | 929  | 816  | 1,853                                   | 1,609                                   |
| (Losses) gains on other real estate owned                | (583)  | 179  | (652)                                   | 179                                     |
| Gains on sales of loans held-for-sale                    | 74   | 138  | 174                                     | 184                                     |
| Investment and brokerage services income                 | 207  | 37   | 384                                     | 104                                     |
| Mortgage brokerage income                                | 12   | 8  | 13                                      | 77                                      |
| Loan servicing income                                    | 112  | 91   | 159                                     | 166                                     |
| Fiduciary activities income                              | 76   | 80   | 173                                     | 145                                     |
| ATM fees   | 69   | 73   | 138                                     | 139                                     |
| Signature based transaction fees                         | 152  | 129  | 291                                     | 243                                     |
| (Losses) gains on sales of available-for-sale securities | (16)   | —  | 495                                     | —                                       |
| Other income   | 188  | 157  | 395                                     | 360                                     |
| Total other operating income                             | 1,220  | 1,708  | 3,423                                   | 3,206                                   |
| <b>Other operating expenses</b>                          |  |  |   |   |
| Salaries and employee benefits                           | 3,959  | 4,337  | 8,066                                   | 8,810                                   |
| Occupancy and equipment                                  | 952  | 899  | 1,864                                   | 1,897                                   |
| Data processing  | 419  | 385  | 818                                     | 793                                     |
| Stationery and supplies                                  | 171  | 141  | 287                                     | 287                                     |
| Advertising  | 191  | 218  | 366                                     | 429                                     |
| Directors' fees  | 53   | 46   | 105                                     | 100                                     |

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|   |           |          |           |          |
|---|-----------|----------|-----------|----------|
| Other real estate owned expense         | 26        | 18       | 35        | 18       |
| Other expense                           | 1,556     | 1,383    | 2,958     | 2,739    |
| Total other operating expenses          | 7,327     | 7,427    | 14,499    | 15,073   |
| (Loss) income before income tax expense | (854)     | 3,052    | (797)     | 6,297    |
| Provision for income taxes              | 10        | 1,067    | 7         | 2,222    |
| Net (loss) income                       | \$ (864)  | \$ 1,985 | \$ (804)  | \$ 4,075 |
| Basic (Loss) Income per share           | \$ (0.10) | \$ 0.22  | \$ (0.09) | \$ 0.46  |
| Diluted (Loss) Income per share         | \$ (0.10) | \$ 0.22  | \$ (0.09) | \$ 0.44  |

See notes to unaudited condensed consolidated financial statements.

UNAUDITED CONDENSED CONSOLIDATED STATEMENT  
OF STOCKHOLDERS' EQUITY AND COMPREHENSIVE INCOME  
(in thousands, except share amounts)

|   | Common Stock |           | Additional                        |                    | Accumulated          |                                |       |
|---|--------------|-----------|-----------------------------------|--------------------|----------------------|--------------------------------|-------|
|   | Shares       | Amounts   | Comprehensive<br>(Loss)<br>Income | Paid-in<br>Capital | Retained<br>Earnings | Other<br>Comprehensive<br>Loss | Total |
| Balance at December 31, 2007  | 8,169,772    | \$ 50,956 | \$ 977                            | \$ 12,209          | \$ (167)             | \$ 63,975                      |       |
| Cumulative effect of adoption of EITF 06-04   |              |           |                                   |                    | (158)                |                                | (158) |
| Comprehensive (loss) income   |              |           |                                   |                    |                      |                                |       |
| Net loss  |              |           | \$ (804)                          |                    | (804)                |                                | (804) |
| Other comprehensive (loss) income:  |              |           |                                   |                    |                      |                                |       |
| Unrealized holding losses on securities arising during the current period, net of tax effect of \$250 |              |           | (374)                             |                    |                      |                                |       |
| Reclassification adjustment due to gains realized on sales of securities, net of tax effect of \$198  |              |           | (297)                             |                    |                      |                                |       |
| Directors' and officers' retirement plan equity adjustments, net of tax effect of \$124               |              |           | 185                               |                    |                      |                                |       |
| Total other comprehensive loss, net of tax effect of \$324  |              |           | (486)                             |                    |                      | (486)                          | (486) |



|   |           |           |            |          |          |           |      |
|---|-----------|-----------|------------|----------|----------|-----------|------|
| Comprehensive loss                                |           |           | \$ (1,290) |          |          |           |      |
| 6% stock dividend                                 | 486,542   | 8,642     |            | (8,642)  |          | —         |      |
| Cash in lieu of fractional shares                 |           |           |            |          | (10)     |           | (10) |
| Stock-based compensation and related tax benefits |           | 268       |            |          |          | 268       |      |
| Stock options exercised, net of swapped shares    | 6,790     | —         |            |          |          | —         |      |
| Stock repurchase and retirement                   | (85,415)  | (1,359)   |            |          |          | (1,359)   |      |
| Balance at June 30, 2008                          | 8,577,689 | \$ 58,507 | \$ 977     | \$ 2,595 | \$ (653) | \$ 61,426 |      |

See notes to unaudited condensed consolidated financial statements.

## UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

|   | (in thousands)                       |                                      |
|---|--------------------------------------|--------------------------------------|
|   | Six months<br>ended June<br>30, 2008 | Six months<br>ended June<br>30, 2007 |
| <b>Operating Activities</b>   |                                      |                                      |
| Net (Loss) Income   | \$ (804)                             | \$ 4,075                             |
| Adjustments to reconcile net income to net cash provided by operating activities: |                                      |                                      |
| Depreciation and amortization   | 530                                  | 596                                  |
| Provision for loan losses   | 6,422                                | 260                                  |
| Stock plan accruals   | 248                                  | 301                                  |
| Tax benefit for stock options   | 20                                   | 82                                   |
| Gains on sales of available-for-sale securities                                   | (495)                                | —                                    |
| Losses (gains) on sales of other real estate owned                                | 652                                  | (179)                                |
| Gains on sales of loans held-for-sale   | (174)                                | (184)                                |
| Proceeds from sales of loans held-for-sale  | 21,177                               | 22,350                               |
| Originations of loans held-for-sale   | (20,814)                             | (25,949)                             |
| Increase in accrued interest receivable and other assets                          | (956)                                | (2,383)                              |
| Decrease in accrued interest payable and other liabilities                        | (1,409)                              | (1,601)                              |
| Net cash provided by (used in) operating activities                               | 4,397                                | (2,632)                              |
| <b>Investing Activities</b>   |                                      |                                      |
| Net decrease (increase) in investment securities                                  | 19,739                               | (14,254)                             |
| Net increase in loans   | (26,182)                             | (6,001)                              |
| Net increase in other interest earning assets                                     | (58)                                 | (53)                                 |
| Purchases of premises and equipment, net  | (618)                                | (663)                                |
| Net cash used in investing activities   | (7,119)                              | (20,971)                             |
| <b>Financing Activities</b>   |                                      |                                      |
| Net (decrease) increase in deposits   | (48,896)                             | 7,865                                |
| Net increase in FHLB advances and other borrowings                                | 4,334                                | 208                                  |
| Cash dividends paid   | (10)                                 | (13)                                 |
| Stock options exercised   | —                                    | 87                                   |
| Tax benefit for stock options   | (20)                                 | (82)                                 |
| Repurchase of stock   | (1,359)                              | (2,438)                              |
| Net cash (used in) provided by financing activities                               | (45,951)                             | 5,627                                |
| Net decrease in cash and cash equivalents   | (48,673)                             | (17,976)                             |
| Cash and cash equivalents at beginning of period                                  | 99,030                               | 98,001                               |
| Cash and cash equivalents at end of period  | \$ 50,357                            | \$ 80,025                            |
| <b>Supplemental disclosures of cash flow information:</b>                         |                                      |                                      |
| Cash paid during the period for:  |                                      |                                      |
| Interest  | \$ 3,731                             | \$ 6,197                             |
| Income Taxes  | \$ 340                               | \$ 2,952                             |
| <b>Supplemental disclosures of non-cash investing and financing activities:</b>   |                                      |                                      |
| Transfer of loans held-for-investment to other real estate owned                  | \$ 5,502                             | \$ 1,100                             |

|                            |    |       |    |        |
|----------------------------|----|-------|----|--------|
| Stock dividend distributed | \$ | 8,642 | \$ | 10,851 |
|----------------------------|----|-------|----|--------|

See notes to unaudited condensed consolidated financial statements.

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
June 30, 2008 and 2007 and December 31, 2007

1. BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements of First Northern Community Bancorp (the "Company") have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) for interim financial information and with the instructions to Form 10-Q and Articles 9 and 10 of Regulation S-X. Accordingly, they do not include all of the information and notes required by GAAP for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. The results of operations for any interim period are not necessarily indicative of results expected for the full year. These condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto contained in the Company's Annual Report to stockholders and Form 10-K for the year ended December 31, 2007 as filed with the Securities and Exchange Commission. The preparation of financial statements in conformity with GAAP also requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expense during the reporting period. Actual results could differ from those estimates. All material intercompany balances and transactions have been eliminated in consolidation.

Recently Issued Accounting Pronouncements:

In September 2006, the FASB issued SFAS No. 157, "Fair Value Measurements." SFAS No. 157 defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. SFAS No. 157 establishes a fair value hierarchy about the assumptions used to measure fair value and clarifies assumptions about risk and the effect of a restriction on the sale or use of an asset. The standard was effective for the Company in the fiscal year beginning January 1, 2008. The adoption of SFAS No. 157 did not have a material impact on the Company's financial position and results of operations. See footnote 8 "Fair Value Measurement" for further information.

In February 2008, the FASB issued Staff Position (FSP) 157-2, Effective Date of FASB Statement No. 157. This FSP delays the effective date of FAS 157 for all non-financial assets and non-financial liabilities, except those that are recognized or disclosed at fair value on a recurring basis (at least annually) to fiscal years beginning after November 15, 2008, and interim periods with those fiscal years. The expected impact of adoption will not be material.

In February 2007, the FASB issued SFAS No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities." Under this Standard, the Company may elect to report many financial instruments and certain other assets and liabilities at fair value on an instrument-by-instrument basis with changes in value reported in earnings each reporting period. This election is irrevocable. SFAS No. 159 provides an opportunity to mitigate volatility in reported earnings that is caused by measuring hedged assets and liabilities that were previously required to use a different accounting method than the related hedging contracts when the complex provisions of SFAS No. 133 hedge accounting are not met. SFAS No. 159 was effective for the Company in the fiscal year beginning January 1, 2008. The Company did not choose to report additional assets and liabilities at fair value other than those required to be accounted at fair value prior to the adoption of SFAS No. 159. The adoption of SFAS No. 159 did not have a material impact on the Company's financial position and results of operations.

In September 2006, the Emerging Issues Task Force issued EITF Issue No. 06-4, "Accounting for Deferred Compensation and Postretirement Benefit Aspects of Endorsement Split-Dollar Life Insurance Arrangements." This consensus concludes that for a split-dollar life insurance arrangement within the scope of this Issue, an employer should recognize a liability for future benefits in accordance with SFAS No. 106 (if, in substance, a postretirement benefit plan exists) or APB Opinion No. 12 (if the arrangement is, in substance, an individual deferred compensation contract) based on the substantive agreement with the employee. The consensus was effective for the Company in the fiscal year beginning January 1, 2008. The adoption of EITF 06-4 did not have a material impact on the Company's financial position and results of operations.

In November 2007, EITF Issue No. 07-6, Accounting for the Sale of Real Estate Subject to the Requirements of FASB Statement No. 66, Accounting for Sales of Real Estate, When the Agreement Includes a Buy-Sell Clause, was issued. The Task Force reached a consensus that a buy-sell clause in a sale of real estate that otherwise qualifies for partial sale accounting does not by itself constitute a form of continuing involvement that would preclude partial sale accounting under SFAS No. 66, Accounting for Sales of Real Estate. However, continuing involvement could be present if the buy-sell clause in conjunction with other implicit and explicit terms of the arrangement indicate that the seller has an obligation to repurchase the property, the terms of the transaction allow the buyer to compel the seller to repurchase the property, or the seller can compel the buyer to sell its interest in the property back to the seller. The consensus is effective for fiscal years beginning after December 15, 2007. The consensus applies to new assessments made under SFAS No. 66 after January 1, 2008. The adoption of EITF Issue No. 07-6 did not have a material impact on the Company's financial position and results of operations.

In December 2007, the FASB issued SFAS No. 160, Non-controlling Interests in Consolidated Financial Statements, which will require non-controlling interests (previously referred to as minority interests) to be treated as a separate component of equity, not as a liability or other item outside of permanent equity. SFAS No. 160 applies to the accounting for non-controlling interests and transactions with non-controlling interest holders in consolidated financial statements. SFAS No. 160 is effective for periods beginning on or after December 15, 2008. Earlier application is prohibited. SFAS No. 160 will be applied prospectively to all non-controlling interests, including any that arose before the effective date except that comparative period information must be recast to classify non-controlling interests in equity, attribute net income and other comprehensive income to non-controlling interests, and provide other disclosures required by SFAS No. 160. The Company does not expect the adoption of SFAS No. 160 to have any material impact on the consolidated financial statements or results of operations of the Company.

#### Reclassifications

Certain reclassifications have been made to prior period balances in order to conform to the current year presentation.

## 2. ALLOWANCE FOR LOAN LOSSES

The allowance for loan losses is maintained at levels considered adequate by management to provide for loan losses that can be reasonably anticipated. The allowance is based on management's assessment of various factors affecting the loan portfolio, including problem loans, economic conditions and loan loss experience, and an overall evaluation of the quality of the underlying collateral.

Changes in the allowance for loan losses during the six-month periods ended June 30, 2008 and 2007 and for the year ended December 31, 2007 were as follows:

(in thousands)

|                              | Six months ended<br>June 30, |          | Year ended<br>December<br>31, |
|------------------------------|------------------------------|----------|-------------------------------|
|                              | 2008                         | 2007     | 2007                          |
| Balance, beginning of period | \$ 10,876                    | \$ 8,361 | \$ 8,361                      |
| Provision for loan losses    | 6,422                        | 260      | 4,795                         |
| Loan charge-offs             | (5,529)                      | (631)    | (3,060)                       |
| Loan recoveries              | 327                          | 394      | 780                           |
| Balance, end of period       | \$ 12,096                    | \$ 8,384 | \$ 10,876                     |

3.

## MORTGAGE OPERATIONS

Transfers and servicing of financial assets and extinguishments of liabilities are accounted for and reported based on consistent application of a financial-components approach that focuses on control. Transfers of financial assets that are sales are distinguished from transfers that are secured borrowings. Retained interests (mortgage servicing rights) in loans sold are measured by allocating the previous carrying amount of the transferred assets between the loans sold and retained interests, if any, based on their relative fair value at the date of transfer. Fair values are estimated using discounted cash flows based on a current market interest rate.

The Company recognizes a gain and a related asset for the fair value of the rights to service loans for others when loans are sold. The Company sold substantially its entire conforming long-term residential mortgage loans originated during the six months ended June 30, 2008 for cash proceeds equal to the fair value of the loans.

The recorded value of mortgage servicing rights is included in other assets, and is amortized in proportion to, and over the period of, estimated net servicing revenues. The Company assesses capitalized mortgage servicing rights for impairment based upon the fair value of those rights at each reporting date. For purposes of measuring impairment, the rights are stratified based upon the product type, term and interest rates. Fair value is determined by discounting estimated net future cash flows from mortgage servicing activities using discount rates that approximate current market rates and estimated prepayment rates, among other assumptions. The amount of impairment recognized, if any, is the amount by which the capitalized mortgage servicing rights for a stratum exceeds their fair value. Impairment, if any, is recognized through a valuation allowance for each individual stratum.

At June 30, 2008, the Company had \$1,154,000 of mortgage loans held-for-sale. At June 30, 2008 and December 31, 2007, the Company serviced real estate mortgage loans for others of \$116,273,000 and \$116,310,000, respectively.

The following table summarizes the Company's mortgage servicing rights assets as of June 30, 2008 and December 31, 2007.

|   | (in thousands)       |           |            |                  |
|---|----------------------|-----------|------------|------------------|
|   | December<br>31, 2007 | Additions | Reductions | June 30,<br>2008 |
| Mortgage servicing rights                             | \$ 956               | \$ 116    | \$ 91      | \$ 981           |
| Valuation allowance                                   | —                    | (14)      | —          | (14)             |
| Mortgage servicing rights, net of valuation allowance | \$ 956               | \$ 102    | \$ 91      | \$ 967           |

There was no valuation allowance recorded for mortgage servicing rights as of December 31, 2007.

## 4. OUTSTANDING SHARES AND EARNINGS PER SHARE

On January 24, 2008, the Board of Directors of the Company declared a 6% stock dividend paid March 31, 2008 to stockholders of record as of February 29, 2008.

Earnings per share amounts have been adjusted retroactively to reflect the effects of the stock dividend.

## Earnings Per Share (EPS)

Basic EPS includes no dilution and is computed by dividing net income by the weighted average number of common shares outstanding for the period. Diluted EPS includes all common stock equivalents ("in-the-money" stock options, unvested restricted stock, stock units, warrants and rights, convertible bonds and preferred stock), which reflects the potential dilution of securities that could share in the earnings of an entity.

The following table presents a reconciliation of basic and diluted EPS for the three-month and six-month periods ended June 30, 2008 and 2007.

|   | (in thousands, except share and earnings per share amounts) |           |                           |           |
|---|---|-----------|---------------------------|-----------|
|   | Three months ended June 30,                                 |           | Six months ended June 30, |           |
|   | 2008  | 2007      | 2008                      | 2007      |
| Basic earnings per share:                           |   |           |                           |           |
| Net (loss) income                                   | \$ (864)  | \$ 1,985  | \$ (804)                  | \$ 4,075  |
| Weighted average common shares outstanding          | 8,577,735   | 8,869,599 | 8,625,636                 | 8,894,454 |
| Basic EPS   | \$ (0.10)   | \$ 0.22   | \$ (0.09)                 | \$ 0.46   |
| Diluted earnings per share:                         |   |           |                           |           |
| Net (loss) income                                   | \$ (864)  | \$ 1,985  | \$ (804)                  | \$ 4,075  |
| Weighted average common shares outstanding          | 8,577,735   | 8,869,599 | 8,625,636                 | 8,894,454 |
| Effect of dilutive options                          | —   | 240,023   | —                         | 439,139   |
| Adjusted weighted average common shares outstanding | 8,577,753   | 9,109,622 | 8,625,636                 | 9,333,593 |
| Diluted EPS   | \$ (0.10)   | \$ 0.22   | \$ (0.09)                 | \$ 0.44   |

Options not included in the computation of diluted earnings per share because they would have had an anti-dilutive effect amounted to 120,506 shares and 112,171 shares for the three months ended June 30, 2008 and 2007, respectively.

Options not included in the computation of diluted earnings per share because they would have had an anti-dilutive effect amounted to 118,108 shares and 111,714 shares for the six months ended June 30, 2008 and 2007, respectively.





5.

## STOCK PLANS

The following table presents the activity related to stock options and restricted stock for the three months ended June 30, 2008.

|  | Number of<br>Shares | Weighted<br>Average<br>Exercise<br>Price | Aggregate<br>Intrinsic<br>Value | Weighted<br>Average<br>Remaining<br>Contractual<br>Term (in<br>years) |
|--|---------------------|--|---------------------------------|---|
| Options outstanding at Beginning of Period | 571,235             | \$ 10.47                                 |                                 |   |
| Granted                                    | —                   | —  |                                 |   |
| Cancelled / Forfeited                      | —                   | —  |                                 |   |
| Exercised                                  | (7,090)             | \$ 3.96                                  | \$ 72,956                       |   |
| Options outstanding at End of Period       | 564,145             | \$ 10.55                                 | \$ 1,890,540                    | 5.35  |
| Exercisable (vested) at End of Period      | 436,180             | \$ 9.51                                  | \$ 1,519,768                    | 4.52  |

The following table presents the activity related to stock options and restricted stock for the six months ended June 30, 2008.

|  | Number of<br>Shares | Weighted<br>Average<br>Exercise<br>Price | Aggregate<br>Intrinsic<br>Value | Weighted<br>Average<br>Remaining<br>Contractual<br>Term |
|--|---------------------|--|---------------------------------|---|
| Options outstanding at Beginning of Period | 542,221             | \$ 10.78                                 |                                 |   |
| Granted                                    | 31,464              | \$ 4.66                                  |                                 |   |
| Cancelled / Forfeited                      | (297)               | \$ 21.83                                 |                                 |   |
| Exercised                                  | (9,243)             | \$ 3.76                                  | \$ 97,143                       |   |
| Options outstanding at End of Period       | 564,145             | \$ 10.55                                 | \$ 1,890,540                    | 5.35  |
| Exercisable (vested) at End of Period      | 436,180             | \$ 9.51                                  | \$ 1,519,768                    | 4.52  |

The weighted average fair value of options and restricted stock granted during the six-month period ended June 30, 2008 was \$12.11 per share.

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As of June 30, 2008, there was \$772,278 of total unrecognized compensation cost related to non-vested stock options and restricted stock. This cost is expected to be recognized over a weighted average period of approximately 1.90 years.

There was \$205,332 of recognized compensation cost related to non-vested stock options and restricted stock for the three-month period ended June 30, 2008.

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A summary of the weighted average assumptions used in valuing stock options during the three months and six months ended June 30, 2008 is presented below:

|                           | Three Months Ended<br>June 30, 2008* | Six Months Ended<br>June 30, 2008 |
|---------------------------|--------------------------------------|-----------------------------------|
| Risk Free Interest Rate   | —                                    | 2.76%                             |
| Expected Dividend Yield   | —                                    | 0.0%                              |
| Expected Life in Years    | —                                    | 5.00                              |
| Expected Price Volatility | —                                    | 27.92%                            |

\* There were no stock options or restricted stock granted during the three-month period ended June 30, 2008.

The Company has a 2000 Employee Stock Purchase Plan (“ESPP”). Under the plan, the Company is authorized to issue to eligible employees shares of common stock. There are 280,900 (adjusted for the 2008 stock dividend) shares authorized under the ESPP. The ESPP will terminate February 27, 2017. The ESPP is implemented by participation periods of not more than twenty-seven months each. The Board of Directors determines the commencement date and duration of each participation period. The Board of Directors approved the current participation period of November 24, 2007 to November 23, 2008. An eligible employee is one who has been continually employed for at least ninety (90) days prior to commencement of a participation period. Under the terms of the ESPP, employees can choose to have up to 10 percent of their compensation withheld to purchase the Company’s common stock each participation period. The purchase price of the stock is 85 percent of the lower of the fair market value on the last trading day before the date of participation or the fair market value on the last trading day during the participation period.

As of June 30, 2008, there was \$43,500 of unrecognized compensation cost related to ESPP grants. This cost is expected to be recognized over a weighted average period of approximately 0.50 years.

There was \$43,500 of recognized compensation cost related to ESPP grants for the six-month period ended June 30, 2008.

The weighted average fair value at grant date during the six-month period ended June 30, 2008 was \$4.67.

A summary of the weighted average assumptions used in valuing ESPP grants during the three months and six months ended June 30, 2008 is presented below:

|                           | Three Months Ended<br>June 30, 2008 | Six Months Ended<br>June 30, 2007 |
|---------------------------|-------------------------------------|-----------------------------------|
| Risk Free Interest Rate   | 3.28%                               | 3.28%                             |
| Expected Dividend Yield   | 0.00%                               | 0.00%                             |
| Expected Life in Years    | 1.00                                | 1.00                              |
| Expected Price Volatility | 31.90%                              | 31.90%                            |

## 6. EXECUTIVE SALARY CONTINUATION PLAN

The Company has an unfunded noncontributory defined benefit pension plan provided in two forms to a select group of highly compensated employees.

Four executives have Salary Continuation Plans providing retirement benefits between \$50,000 and \$100,000 based on responsibilities and tenure at the Company. The retirement benefits are paid for 10 years following retirement at age 65. Reduced retirement benefits are available after age 55 and 10 years of service.

The Supplemental Executive Retirement Plan is intended to provide a fixed annual benefit for 10 years plus 6 months for each full year of service over 10 years (limited to 180 months total) subsequent to retirement at age 65. Reduced benefits are payable as early as age 55 if the participant has at least 10 years of service. Two employees currently have Supplemental Executive Retirement Plan agreements. The agreements provide a target benefit of 2% (2.5% for the CEO) times years of service times final average compensation. Final average compensation is defined as three-year average salary plus seven-year average bonus. The target benefit is reduced by benefits from social security and the Company's profit sharing plan. The maximum target benefit is 50% of final average compensation.

|   | Three months ended June, |           |
|---|--------------------------|-----------|
|   | 2008                     | 2007      |
| Components of Net Periodic Benefit Cost |                          |           |
| Service Cost                            | \$ 33,232                | \$ 30,383 |
| Interest Cost                           | 29,684                   | 28,784    |
| Amortization of prior service cost      | 21,821                   | 21,821    |
| Net periodic benefit cost               | \$ 84,737                | \$ 80,988 |

The Company estimates that the annual net periodic benefit cost will be \$336,855 for the year ended December 31, 2008. This compares to an annual net periodic benefit cost of \$323,948 for the year ended December 31, 2007.

## Estimated Contributions for Fiscal 2008

For unfunded plans, contributions to the Executive Salary Continuation Plan are the benefit payments made to participants. At December 31, 2007 the Company expected to make benefit payments of \$54,144 in connection with the Executive Salary Continuation Plan during fiscal 2008.

## 7. DIRECTORS' RETIREMENT PLAN

The Company has an unfunded noncontributory defined benefit pension plan ("Directors' Retirement Plan"). The Directors' Retirement Plan provides a retirement benefit equal to \$1,000 per year of service as a director up to a maximum benefit of \$15,000. The retirement benefit is payable monthly for 10 years following retirement at age 65. Reduced retirement benefits are available after age 55 and 10 years of service.

|   | Three months ended June |           |
|---|-------------------------|-----------|
|   | 2008                    | 2007      |
| Components of Net Periodic Benefit Cost |                         |           |
| Service Cost                            | \$ 14,424               | \$ 14,366 |
| Interest Cost                           | 7,731                   | 6,736     |
| Amortization of net loss                | —                       | 121       |
| Net periodic benefit cost               | \$ 22,155               | \$ 21,223 |

The Company estimates that the annual net periodic benefit cost will be \$88,622 for the year ended December 31, 2008. This compares to annual net periodic benefit costs of \$84,890 for the year ended December 31, 2007.

## Estimated Contributions for Fiscal 2008

For unfunded plans, contributions to the Directors' Retirement Plan are the benefit payments made to participants. At December 31, 2007 the Company expected to make cash contributions of \$15,000 to the Directors' Retirement Plan during fiscal 2008.

## 8. FAIR VALUE MEASUREMENT

The Company utilizes fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. Securities available-for-sale, trading securities and derivatives are recorded at fair value on a recurring basis. Additionally, from time to time, the Company may be required to record at fair value other assets on a nonrecurring basis, such as loans held for sale, loans held for investment and certain other assets. These nonrecurring fair value adjustments typically involve application of lower of cost or market accounting or write-downs of individual assets.

### Fair Value Hierarchy

Under SFAS No. 157, the Company groups assets and liabilities at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value. These levels are:

Level 1 Valuation is based upon quoted prices for identical instruments traded in active markets.

Level 2 Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active and model-based valuation techniques for which all significant assumptions are observable or can be corroborated by observable market data.

Level 3 Valuation is generated from model-based techniques that use at least one significant assumption not observable in the market. These unobservable assumptions reflect estimates of assumptions that market participants would use in pricing the asset or liability. Valuation techniques include use of option pricing models, discounted cash flow models and similar techniques and include management judgment and estimation which may be significant.

Following is a description of valuation methodologies used for assets and liabilities recorded at fair value.

### Investment Securities Available-for-Sale

Investment securities available-for-sale are recorded at fair value on a recurring basis. Fair value measurement is based upon quoted market prices, if available. If quoted market prices are not available, fair values are measured using independent pricing models or other model-based valuation techniques such as the present value of future cash flows, adjusted for the security's credit rating, prepayment assumptions and other factors such as credit loss assumptions. Level 1 securities include those traded on an active exchange, such as the New York Stock Exchange, U.S. Treasury securities that are traded by dealers or brokers in active over-the-counter markets and money market funds. Level 2 securities include mortgage-backed securities issued by government sponsored entities, municipal bonds and corporate debt securities. Securities classified as Level 3 include asset-backed securities in less liquid markets.

### Loans Held for Sale

Loans held for sale are carried at the lower of cost or market value. The fair value of loans held for sale is based on what secondary markets are currently offering for portfolios with similar characteristics. As such, the Company classifies loans subjected to nonrecurring fair value adjustments as Level 2.





## Loans

The Company does not record loans at fair value on a recurring basis. However, from time to time, a loan is considered impaired and an allowance for loan losses is established. Loans for which it is probable that payment of interest and principal will not be made in accordance with the contractual terms of the loan agreement are considered impaired. Once a loan is identified as individually impaired, the Company measures impairment in accordance with SFAS No. 114, "Accounting by Creditors for Impairment of a Loan" (SFAS No. 114). The fair value of impaired loans is estimated using one of several methods, including collateral value, market value of similar debt, enterprise value, liquidation value and discounted cash flows. Those impaired loans not requiring an allowance represent loans for which the fair value of the expected repayments or collateral exceed the recorded investments in such loans. At June 30, 2008, substantially all of the total impaired loans were evaluated based on the fair value of the underlying collateral securing the loan. In accordance with SFAS No. 157, impaired loans where an allowance is established based on the fair value of collateral require classification in the fair value hierarchy. When the fair value of the collateral is based on an observable market price or a current appraised value, the Company records the impaired loan as nonrecurring Level 2. When an appraised value is not available or management determines the fair value of the collateral is further impaired below the appraised value and there is no observable market price, the Company records the impaired loan as nonrecurring Level 3.

## Loan Servicing Rights

Loan servicing rights are subject to impairment testing. A valuation model, which utilizes a discounted cash flow analysis using interest rates and prepayment speed assumptions currently quoted for comparable instruments and a discount rate determined by management, is used in the completion of impairment testing. If the valuation model reflects a value less than the carrying value, loan servicing rights are adjusted to fair value through a valuation allowance as determined by the model. As such, the Company classifies loan servicing rights subjected to nonrecurring fair value adjustments as Level 3.

## Assets Recorded at Fair Value on a Recurring Basis

The table below presents the recorded amount of assets and liabilities measured at fair value on a recurring basis as of June 30, 2008 by SFAS No. 157 valuation hierarchy.

(in thousands)

| June 30, 2008                            | Total     | Level 1  | Level 2   | Level 3 |
|--|-----------|----------|-----------|---------|
| Investment securities available-for-sale | \$ 56,053 | \$ 2,273 | \$ 53,780 | \$ —    |
| Total investments at fair value          | \$ 56,053 | \$ 2,273 | \$ 53,780 | \$ —    |

## Assets Recorded at Fair Value on a Nonrecurring Basis

The Company may be required, from time to time, to measure certain assets at fair value on a nonrecurring basis in accordance with U.S. GAAP. These include assets that are measured at the lower of cost or market that were recognized at fair value below cost at the end of the period.

Assets measured at fair value on a nonrecurring basis are included in the table below by level within the fair value hierarchy as of June 30, 2008.

(in thousands)

| June 30, 2008 | Total | Level 1 | Level 2 | Level 3 |
|---------------|-------|---------|---------|---------|
|---------------|-------|---------|---------|---------|

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|   |    |        |    |   |    |       |    |       |
|---|----|--------|----|---|----|-------|----|-------|
| Impaired loans  | \$ | 14,098 | \$ | — | \$ | 8,381 | \$ | 5,717 |
| Loan servicing rights   |    | 967    |    | — |    | —     |    | 967   |
| Total impaired loans and loan servicing rights<br>at fair value | \$ | 15,065 | \$ | — | \$ | 8,381 | \$ | 6,684 |

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ITEM 2.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

FORWARD-LOOKING STATEMENTS

This Report contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and subject to the "safe harbor" created by those sections. Forward-looking statements include the information concerning possible or assumed future results of operations of the Company set forth under the heading "Management's Discussion and Analysis of Financial Condition and Results of Operations" and elsewhere in this Report. Forward-looking statements also include statements in which words such as "expect," "anticipate," "intend," "plan," "believe," "estimate," "consider" or similar expressions are used, and include assumptions concerning the Company's operations, future results and prospects. These forward-looking statements are based upon current expectations and are subject to risks, uncertainties and assumptions, which are difficult to predict. Therefore, actual outcomes and results may differ materially from those set forth in or implied by the forward-looking statements and related assumptions. Some factors that may cause actual results to differ from the forward-looking statements include the following: (i) the effect of changing regional and national economic conditions, including the continuing fiscal challenges for the State of California; (ii) uncertainty regarding the economic outlook resulting from the continuing hostilities in Iraq and the war on terrorism, as well as actions taken or to be taken by the United States or other governments as a result of further acts or threats of terrorism; (iii) significant changes in interest rates and prepayment speeds; (iv) credit risks of commercial, agricultural, real estate, consumer and other lending activities; (v) adverse effects of current and future federal and state banking or other laws and regulations or governmental fiscal or monetary policies; (vi) competition in the banking industry; (vii) changes in demand for loan products and other bank products; (viii) changes in accounting standards; and (ix) other external developments which could materially impact the Company's operational and financial performance. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. The Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances arising after the date on which they are made. For additional information concerning risks and uncertainties related to the Company and its operations, please refer to the Company's Annual Report on Form 10-K for the year ended December 31, 2007 and Item 1A. of Part II of this Report.

The following is a discussion and analysis of the significant changes in the Company's Unaudited Condensed Consolidated Balance Sheets and of the significant changes in income and expenses reported in the Company's Unaudited Condensed Consolidated Statements of Income and Stockholders' Equity and Comprehensive Income as of and for the three-month and six-month periods ended June 30, 2008 and 2007 and should be read in conjunction with the Company's consolidated 2007 financial statements and the notes thereto contained in the Company's Annual Report to Stockholders and Form 10-K for the year ended December 31, 2007, along with other financial information included in this Report.

## INTRODUCTION

This overview of Management's Discussion and Analysis highlights selected information in this Report and may not contain all of the information that is important to you. For a more complete understanding of trends, events, commitments, uncertainties, liquidity, capital resources and critical accounting estimates, you should carefully read this entire Report, together with our Consolidated Financial Statements and the Notes to Consolidated Financial Statements included in our Annual Report on Form 10-K for the year ended December 31, 2007.

Our subsidiary, First Northern Bank of Dixon (the "Bank"), is a California state-chartered bank that derives most of its revenues from lending and deposit taking in the Sacramento Valley region of Northern California. Interest rates, business conditions and customer confidence all affect our ability to generate revenues. In addition, the regulatory environment and competition can challenge our ability to generate those revenues.

Significant results and developments during the second quarter and year-to-date 2008 include:

- Net loss of \$0.80 million for the six months ended June 30, 2008, down 119.6% from the \$4.08 million earned in the same fiscal period last year. (First half 2008 net income was decreased by a \$3.79 million, net of tax, provision for loan losses. First half 2007 net income was decreased by a \$153 thousand, net of tax, provision for loan losses.)
- Diluted (loss) per share for the six months ended June 30, 2008 was (\$0.09), down 120.5% from the diluted income per share of \$0.44 reported in the same period last year (per share data has been adjusted for stock dividends).
- Net interest income decreased in the six months ended June 30, 2008 by \$1.7 million, or 9.2%, to \$16.7 million from \$18.4 million in the same period last year. The decrease in net interest income was primarily attributable to decreases in the average volume of interest-earning assets combined with a decrease in interest yields, which was partially offset by decreases in interest-bearing deposits combined with a decrease in interest costs. Net interest margin decreased from 5.87% for the six-month period ending June 30, 2007 to 5.43% for the same period ending June 30, 2008.
- Provision for loan losses of \$6,422,000 for the six-month period ended June 30, 2008 compared to a provision for loan losses of \$260,000 for the same period in 2007. The increase in the provision for loan losses during the six-month period in 2008 was primarily due to continued deterioration in collateral values and repayment abilities of some of the Bank's customers centered in the Company's residential construction and construction related commercial segment of the loan portfolio affected by the repercussions of the country's housing market crisis.
- Total assets at June 30, 2008 were \$661.4 million, a decrease of \$31.7 million, or 4.6%, from prior-year first half levels.
- Total net loans at June 30, 2008 (including loans held-for-sale) increased \$24.4 million, or 5.0%, to \$513.4 million compared to June 30, 2007.
- Total investment securities at June 30, 2008 decreased \$32.8 million, or 36.9%, to \$56.1 million compared to June 30, 2007.
- Total deposits of \$573.8 million at June 30, 2008, represented a decrease of \$37.7 million, or 6.2%, compared to June 30, 2007. The primary reason for the decrease in deposits was due to the ongoing economic impact of the slowing real estate activity in the communities served by the Company. Since the peak in the real estate market, deposits in the real estate related business accounts show consistent reduction in average and end of period balances while the number of customers has remained stable.

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- Net loss for the quarter of \$0.86 million, down 143.2% from the \$1.99 million earned in the second quarter of 2007.
- Diluted (loss) per share for the quarter of (\$0.10) compared to \$0.22 income per diluted share earned a year ago.

## SUMMARY

The Company recorded a net loss of \$864,000 for the three-month period ended June 30, 2008, representing a decrease of \$2,849,000 or 143.5% from net income of \$1,985,000 for the same period in 2007.

The Company recorded a net loss of \$804,000 for the six-month period ended June 30, 2008, representing a decrease of \$4,879,000 or 119.7% from net income of \$4,075,000 for the same period in 2007.

The following table presents a summary of the results for the three-month and six-month periods ended June 30, 2008 and 2007.

(in thousands, except per share and percentage amounts)

|   | Three months<br>ended<br>June 30, 2008 | Three<br>months<br>ended<br>June 30,<br>2007 | Six months<br>ended<br>June 30,<br>2008 | Six months<br>ended<br>June 30,<br>2007 |
|---|--|--|---|---|
| For the Period:                                     |  |  |   |   |
| Net (Loss) Income                                   | \$ (864)                               | \$ 1,985                                     | \$ (804)                                | \$ 4,075                                |
| Basic (Loss) Earnings Per<br>Share*                 | \$ (0.10)                              | \$ 0.22                                      | \$ (0.09)                               | \$ 0.46                                 |
| Diluted (Loss) Earnings Per<br>Share*               | \$ (0.10)                              | \$ 0.22                                      | \$ (0.09)                               | \$ 0.44                                 |
| At Period End:                                      |  |  |   |   |
| Total Assets  | \$ 661,375                             | \$ 693,109                                   | \$ 661,375                              | \$ 693,109                              |
| Total Loans, Net (including<br>loans held-for-sale) | \$ 513,383                             | \$ 488,987                                   | \$ 513,383                              | \$ 488,987                              |
| Total Investment Securities                         | \$ 56,053                              | \$ 88,889                                    | \$ 56,053                               | \$ 88,889                               |
| Total Deposits                                      | \$ 573,775                             | \$ 611,547                                   | \$ 573,775                              | \$ 611,547                              |
| Loan-To-Deposit Ratio                               | 89.5%                                  | 80.0%  | 89.5%                                   | 80.0%%                                  |

\*Adjusted for stock dividends

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Distribution of Average Statements of Condition and Analysis of Net Interest Income  
(in thousands, except percentage amounts)

|   | Three months ended<br>June 30, 2008 |                 |                | Three months ended<br>June 30, 2007 |                 |                |
|---|-------------------------------------|-----------------|----------------|-------------------------------------|-----------------|----------------|
|   | Average<br>Balance                  | Interest        | Yield/<br>Rate | Average<br>Balance                  | Interest        | Yield/<br>Rate |
| <b>Assets</b>   |                                     |                 |                |                                     |                 |                |
| <b>Interest-earning assets:</b>                           |                                     |                 |                |                                     |                 |                |
| Loans (1)   | \$ 505,182                          | \$ 8,540        | 6.78%          | \$ 477,140                          | \$ 10,379       | 8.72%          |
| Federal funds sold  | 23,876                              | 127             | 2.13%          | 76,081                              | 992             | 5.23%          |
| Interest bearing due from banks                           | 16,571                              | 144             | 3.49%          | —                                   | —               | —              |
| Investment securities, taxable                            | 28,043                              | 342             | 4.89%          | 55,449                              | 684             | 4.95%          |
| Investment securities,<br>non-taxable (2)                 | 31,649                              | 328             | 4.16%          | 28,051                              | 302             | 4.32%          |
| Other interest earning assets                             | 2,241                               | 37              | 6.62%          | 2,134                               | 31              | 5.83%          |
| <b>Total interest-earning assets</b>                      | <b>607,562</b>                      | <b>9,518</b>    | <b>6.28%</b>   | <b>638,855</b>                      | <b>12,388</b>   | <b>7.78%</b>   |
| <b>Non-interest-earning assets:</b>                       |                                     |                 |                |                                     |                 |                |
| Cash and due from banks                                   | 22,853                              |                 |                | 24,355                              |                 |                |
| Premises and equipment, net                               | 7,978                               |                 |                | 8,210                               |                 |                |
| Other real estate owned                                   | 3,407                               |                 |                | 1,380                               |                 |                |
| Accrued interest receivable and<br>other assets           | 24,981                              |                 |                | 22,561                              |                 |                |
| <b>Total average assets</b>                               | <b>666,781</b>                      |                 |                | <b>695,361</b>                      |                 |                |
| <b>Liabilities and Stockholders' Equity:</b>              |                                     |                 |                |                                     |                 |                |
| <b>Interest-bearing liabilities:</b>                      |                                     |                 |                |                                     |                 |                |
| <b>Interest-bearing transaction deposits</b>              |                                     |                 |                |                                     |                 |                |
| Savings and MMDA's  | 174,489                             | 429             | 0.99%          | 184,474                             | 1,143           | 2.49%          |
| Time, under \$100,000                                     | 43,073                              | 252             | 2.35%          | 46,042                              | 383             | 3.34%          |
| Time, \$100,000 and over                                  | 67,713                              | 534             | 3.16%          | 73,424                              | 795             | 4.34%          |
| FHLB advances and other borrowings                        | 9,093                               | 61              | 2.69%          | 10,526                              | 89              | 3.39%          |
| <b>Total interest-bearing liabilities</b>                 | <b>426,679</b>                      | <b>1,502</b>    | <b>1.41%</b>   | <b>445,123</b>                      | <b>3,187</b>    | <b>2.87%</b>   |
| <b>Non-interest-bearing liabilities:</b>                  |                                     |                 |                |                                     |                 |                |
| <b>Non-interest-bearing demand deposits</b>               |                                     |                 |                |                                     |                 |                |
| Accrued interest payable and<br>other liabilities         | 5,615                               |                 |                | 6,577                               |                 |                |
| <b>Total liabilities</b>                                  | <b>603,602</b>                      |                 |                | <b>632,516</b>                      |                 |                |
| <b>Total stockholders' equity</b>                         | <b>63,179</b>                       |                 |                | <b>62,845</b>                       |                 |                |
| <b>Total average liabilities and stockholders' equity</b> | <b>\$ 666,781</b>                   |                 |                | <b>\$ 695,361</b>                   |                 |                |
| <b>Net interest income and net interest margin (3)</b>    |                                     | <b>\$ 8,016</b> | <b>5.29%</b>   |                                     | <b>\$ 9,201</b> | <b>5.78%</b>   |

1. Average balances for loans include loans held-for-sale and non-accrual loans and are net of the allowance for loan losses, but non-

accrued interest thereon is excluded. Loan interest income includes loan fees of approximately \$382 and \$603 for the three months ended June 30, 2008 and 2007, respectively.

2. Interest income and yields on tax-exempt securities are not presented on a taxable equivalent basis.
3. Net interest margin is computed by dividing net interest income by total average interest-earning assets.



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Distribution of Average Statements of Condition and Analysis of Net Interest Income  
(in thousands, except percentage amounts)

|   | Six months ended<br>June 30, 2008 |                  |                | Six months ended<br>June 30, 2007 |                  |                |
|---|-----------------------------------|------------------|----------------|-----------------------------------|------------------|----------------|
|   | Average<br>Balance                | Interest         | Yield/<br>Rate | Average<br>Balance                | Interest         | Yield/<br>Rate |
| <b>Assets</b>   |                                   |                  |                |                                   |                  |                |
| <b>Interest-earning assets:</b>                           |                                   |                  |                |                                   |                  |                |
| Loans (1)   | \$ 496,484                        | \$ 17,780        | 7.18%          | \$ 477,584                        | \$ 20,754        | 8.76%          |
| Federal funds sold  | 31,533                            | 417              | 2.65%          | 71,583                            | 1,852            | 5.22%          |
| Interest bearing due from banks                           | 19,690                            | 412              | 4.20%          | —                                 | —                |                |
| Investment securities, taxable                            | 34,356                            | 840              | 4.90%          | 54,441                            | 1,334            | 4.94%          |
| Investment securities,<br>non-taxable (2)                 | 32,990                            | 686              | 4.17%          | 26,927                            | 580              | 4.34%          |
| Other interest earning assets                             | 2,221                             | 66               | 5.96%          | 2,121                             | 60               | 5.70%          |
| <b>Total interest-earning assets</b>                      | <b>617,274</b>                    | <b>20,201</b>    | <b>6.56%</b>   | <b>632,656</b>                    | <b>24,580</b>    | <b>7.83%</b>   |
| <b>Non-interest-earning assets:</b>                       |                                   |                  |                |                                   |                  |                |
| Cash and due from banks                                   | 23,996                            |                  |                | 25,770                            |                  |                |
| Premises and equipment, net                               | 7,970                             |                  |                | 8,228                             |                  |                |
| Other real estate owned                                   | 2,224                             |                  |                | 1,315                             |                  |                |
| Accrued interest receivable and<br>other assets           | 24,938                            |                  |                | 22,084                            |                  |                |
| <b>Total average assets</b>                               | <b>676,402</b>                    |                  |                | <b>690,053</b>                    |                  |                |
| <b>Liabilities and Stockholders' Equity:</b>              |                                   |                  |                |                                   |                  |                |
| <b>Interest-bearing liabilities:</b>                      |                                   |                  |                |                                   |                  |                |
| <b>Interest-bearing transaction deposits</b>              |                                   |                  |                |                                   |                  |                |
| Savings and MMDA's  | 131,532                           | 550              | 0.84%          | 126,988                           | 1,513            | 2.40%          |
| Time, under \$100,000                                     | 176,412                           | 997              | 1.13%          | 183,304                           | 2,223            | 2.45%          |
| Time, \$100,000 and over                                  | 43,941                            | 584              | 2.67%          | 46,716                            | 764              | 3.30%          |
| FHLB advances and other borrowings                        | 69,140                            | 1,222            | 3.54%          | 71,174                            | 1,490            | 4.22%          |
| Total interest-bearing liabilities                        | 9,743                             | 147              | 3.03%          | 10,463                            | 166              | 3.20%          |
|   | 430,768                           | 3,500            | 1.63%          | 438,645                           | 6,156            | 2.83%          |
| <b>Non-interest-bearing liabilities:</b>                  |                                   |                  |                |                                   |                  |                |
| Non-interest-bearing demand deposits                      | 175,364                           |                  |                | 182,116                           |                  |                |
| Accrued interest payable and other liabilities            | 6,030                             |                  |                | 6,859                             |                  |                |
| <b>Total liabilities</b>                                  | <b>612,162</b>                    |                  |                | <b>627,620</b>                    |                  |                |
| <b>Total stockholders' equity</b>                         | <b>64,240</b>                     |                  |                | <b>62,433</b>                     |                  |                |
| <b>Total average liabilities and stockholders' equity</b> | <b>\$ 676,402</b>                 |                  |                | <b>\$ 690,053</b>                 |                  |                |
| <b>Net interest income and net interest margin (3)</b>    |                                   | <b>\$ 16,701</b> | <b>5.43%</b>   |                                   | <b>\$ 18,424</b> | <b>5.87%</b>   |

1. Average balances for loans include loans held-for-sale and non-accrual loans and are net of the allowance for loan losses, but non-

accrued interest thereon is excluded. Loan interest income includes loan fees of approximately \$1,094 and \$1,247 for the six months ended June 30, 2008 and 2007, respectively.

2. Interest income and yields on tax-exempt securities are not presented on a taxable equivalent basis.
3. Net interest margin is computed by dividing net interest income by total average interest-earning assets.

## CHANGES IN FINANCIAL CONDITION

The assets of the Company set forth in the Unaudited Condensed Consolidated Balance Sheets reflect a \$2,448,000 decrease in cash and due from banks, a \$46,225,000 decrease in Federal funds sold, an \$18,796,000 decrease in investment securities available-for-sale, a \$14,258,000 increase in net loans held for investment, a \$189,000 decrease in loans held-for-sale, a \$4,850,000 increase in other real estate owned and a \$116,000 decrease in accrued interest receivable and other assets from December 31, 2007 to June 30, 2008. The decrease in cash and due from banks was substantially the result of a decrease in interest bearing due from banks accounts combined with an increase in items in process of collection. The decrease in Federal funds sold was largely due to an increase in loans held for investment and a decrease in deposits, which was partially offset by decreases in cash and due from banks, investment securities available-for-sale, loans held-for-sale, and accrued interest receivable and other assets. The decrease in investment securities available-for-sale was largely due to sales, maturities and calls of agency investment securities and tax exempt municipal investment securities, which were partially offset by purchases of mortgage-backed investment securities. The increase in net loans held for investment was due to increases in the following loan categories: commercial; agricultural; equipment; and home equity lines of credit, which were partially offset by decreases in real estate; real estate commercial and construction; real estate small business administration; and equipment leases. These fluctuations were due to changes in the demand for loan products by the Company's borrowers and transfers of loans held for investment to OREO. The decrease in loans held-for-sale was in real estate loans and was due, for the most part, to a decrease in the origination of loans. The Company originated approximately \$20,814,000 in residential mortgage loans during the first six months of 2008, which was offset by approximately \$21,177,000 in loan sales during this period. The increase in other real estate owned was due to the transfer of real estate loans to OREO from loans held for investment. The decrease in accrued interest receivable and other assets was mainly due to decreases in loan and securities interest receivables, which were partially offset by increases in the cash surrender value of bank owned life insurance and income taxes receivable.

The liabilities of the Company set forth in the Unaudited Condensed Consolidated Balance Sheets reflect a decrease in total deposits of \$48,896,000 at June 30, 2008 compared to December 31, 2007. The decrease in deposits was due to lower demand deposits, interest-bearing transaction deposits, time deposits, savings and money market deposits. These fluctuations were due to interest rate and cyclical changes in deposit requirements of the Company's depositors. Federal Home Loan Bank advances ("FHLB advances") and other borrowings increased \$4,334,000 for the six months ended June 30, 2008 compared to the year ended December 31, 2007, due to an increase in FHLB advances, which was partially offset by decreases in Federal funds purchased and treasury tax and loan payable. Other liabilities decreased \$1,409,000 from December 31, 2007 to June 30, 2008. The decrease in other liabilities was due to decreases in accrued profit sharing expense and accrued interest expense, which was partially offset by increases in accrued FDIC assessment expense, accrued retirement expense and accrued reserve for operational losses expense.

## CHANGES IN RESULTS OF OPERATIONS

### Interest Income

The Federal Open Market Committee decreased the Federal Funds rate 325 basis points during the twelve-month period ended June 30, 2008.

Interest income on loans for the six-month period ended June 30, 2008 was down 14.3% from the same period in 2007, decreasing from \$20,754,000 to \$17,780,000 and was down 17.7% for the three-month period ended June 30, 2008 over the same period in 2007, from \$10,379,000 to \$8,540,000. The decrease in interest income on loans for the six-month period ended as compared to the same period a year ago was primarily due to a 158 basis point decrease in loan yields, which was partially offset by an increase in average loans. The decrease for the three-month period ended June 30, 2008 as compared to the same period a year ago was primarily due to a 194 basis point decrease in loan yields, which was partially offset by an increase in average loans.

Interest income on investment securities available-for-sale for the six-month period ended June 30, 2008 was down 20.3% from the same period in 2007, decreasing from \$1,914,000 to \$1,526,000 and was down 32.1% for the three-month period ended June 30, 2008 over the same period in 2007, from \$986,000 to \$670,000. The decrease in interest income on investment securities for the six-month period ended as compared to the same period a year ago was primarily due to a decrease in average investment securities combined with a 21 basis point decrease in investment securities yields. This decrease for the three-month period ended June 30, 2008 as compared to the same period a year ago was primarily due to a decrease in average investment securities combined with a 22 basis point decrease in investment securities yields.

Interest income on Federal Funds sold for the six-month period ended June 30, 2008 was down 77.5% from the same period in 2007, decreasing from \$1,852,000 to \$417,000 and was down 87.2% for the three-month period ended June 30, 2008 over the same period in 2007, from \$992,000 to \$127,000. The decrease in interest income on Federal Funds for the six-month period ended as compared to the same period a year ago was primarily due to by a decrease in average Federal Funds sold combined with a 257 basis point decrease in Federal Funds yields. The decrease for the three-month period ended June 30, 2008 as compared to the same period a year ago was primarily due to a decrease in average Federal Funds sold combined with a 310 basis point decrease in Federal Funds yields.

Interest income on other interest-earning assets for the six-month period ended June 30, 2008 was up 10.0% from the same period in 2007, increasing from \$60,000 to \$66,000 and was up 19.4% for the three-month period ended June 30, 2008 over the same period in 2007. The increase in interest income on other interest-earning assets for the six-month period ended June 30, 2008 as compared to the same period a year ago was primarily due to an increase in average other interest earning assets combined with a 26 basis point increase in other earning asset yields. The increase in interest income on other interest-earning assets for the three-month period ended June 30, 2008 as compared to the same period a year ago was primarily due to an increase in average other interest-earning assets combined with an 79 basis point increase in other earning asset yields.

Interest income on interest-bearing due from banks for the six-month period ended June 30, 2008 was \$412,000 and was \$144,000 for the three-month period ended June 30, 2008. There was no interest-bearing due from accounts for the three-month and six-month periods ending June 30, 2007.

### Interest Expense

The decrease in general market interest rates decreased the Company's cost of funds in the first six months of 2008 compared to the same period a year ago.

Interest expense on deposits and other borrowings for the six-month period ended June 30, 2008 was down 43.1% from the same period in 2007, decreasing from \$6,156,000 to \$3,500,000, and was down 52.9% for the three-month period ended June 30, 2008 over the same period in 2007 from \$3,187,000 to \$1,502,000. The decrease in interest expense during the six-month period ended June 30, 2008 was primarily due to a 120 basis point increase in the Company's average cost of funds combined with a decrease in average interest-bearing liabilities. The decrease in interest expense during the three-month period ended June 30, 2008 was primarily due to a 146 basis point increase in the Company's average cost of funds combined with a decrease in average interest-bearing liabilities.

#### Provision for Loan Losses

There was a provision for loan losses of \$6,422,000 for the six-month period ended June 30, 2008 compared to a provision for loan losses of \$260,000 for the same period in 2007. The allowance for loan losses was approximately \$12,096,000, or 2.31% of total loans, at June 30, 2008 compared to \$10,876,000, or 2.14% of total loans, at December 31, 2007. The allowance for loan losses is maintained at a level considered adequate by management to provide for probable loan losses inherent in the loan portfolio.

There was a provision for loan losses of \$2,763,000 for the three-month period ended June 30, 2008 compared to an \$430,000 provision for the same period in 2007.

The increase in the provision for loan losses during the three-month and six-month periods in 2008 were primarily due to continued deterioration in collateral values and repayment abilities of some of the Bank's customers centered in the Company's residential construction and construction-related commercial segment of the loan portfolio affected by the repercussions of the country's housing market crisis.

#### Provision for Unfunded Lending Commitment Losses

There was a recovery of provision for unfunded lending commitment losses of \$4,000 for the six-month period ended June 30, 2008 compared to a provision of \$10,000 for the same period in 2007. The recovery of provision for unfunded lending commitment losses was due to a decrease in unfunded lending commitments.

There was a provision for unfunded lending commitment losses of \$37,000 for the three-month period ended June 30, 2008 compared to a recovery of provision of \$40,000 for the same period in 2007.

The provision for unfunded lending commitment losses is included in non-interest expense.

## Other Operating Income

Other operating income was up 6.8% for the six-month period ended June 30, 2008 from the same period in 2007 increasing from \$3,206,000 to \$3,423,000.

This increase was primarily due to increases in gains on available-for-sale securities, investment brokerage services income, service charges on deposit accounts, signature based transaction fees, fiduciary services income and other miscellaneous income, which was partially offset by decreases in gains on other real estate owned and mortgage brokerage income. The increase in gains on available-for-sale securities was due to the sale of securities during the first quarter of 2008. The increase in investment brokerage services income was due to an increase in the demand for those services. The increase in service charges on deposit accounts was due to an increase in overdraft fees. The increase in signature based transaction fees was due to an increase in signature based transactions. The increase in fiduciary services income was due to an increase in the demand for those services. The increase in other miscellaneous income was due to increases in standby letters of credit fees and deferred compensation insurance earnings. The decrease in gain on other real estate owned was due to write downs of other real estate properties. The decrease in mortgage brokerage fees was the result of a decrease in mortgage brokerage activity.

Other operating income was down 28.6% for the three-month period ended June 30, 2008 from the same period in 2007, decreasing from \$1,708,000 to \$1,220,000.

This decrease was primarily due to decreases in gains on other real estate owned, gains on sales of loans held-for-sale and gains on available-for-sale securities, which was partially offset by increases in investment brokerage services income, service charges on deposit accounts, signature based transaction fees, loan servicing income and other miscellaneous income. The decrease in gain on other real estate owned was due to write downs of other real estate properties. The decrease in gains on sales of loans was due to lower sales of loans compared to the second quarter of 2007. The decrease in gains on available-for-sale securities was due to losses on the sale of securities during the second quarter of 2008. The increase in investment brokerage services income was due to an increase in the demand for those services. The increase in service charges on deposit accounts was due to an increase in overdraft fees. The increase in signature based transaction fees was due to an increase in signature based transactions. The increase in loan servicing income was due to an increase in the booked income for the Company's mortgage servicing asset. The increase in other miscellaneous income was due to increases in standby letters of credit fees and deferred compensation insurance earnings.

## Other Operating Expenses

Total other operating expenses was down 3.8% for the six-month period ended June 30, 2008 from the same period in 2007, decreasing from \$15,073,000 to \$14,499,000.

The principal reasons for the decrease in other operating expenses in the six-month period ended June 30, 2008 were due to decreases in the following: salaries and benefits; advertising costs and occupancy and equipment, which was partially offset by an increase in data processing; other real estate owned expense and other miscellaneous operating expenses. The decrease in salaries and benefits was due to decreases in the following: profit sharing expenses; provision for incentive compensation due to decreased profits, contingent sick pay and vacation pay; stock compensation expense and worker's compensation expense, which were partially offset by increases in merit salaries; deferred loan processing costs; commissions paid and payroll taxes. The decrease in advertising costs was due to a decrease in printed materials and related costs. The decrease in occupancy and equipment expense was due to decreased depreciation expense, service contracts, hazard and liability insurance and building maintenance expense, which were partially offset by increases in rent expense, property taxes, equipment maintenance expense and equipment rental expense. The increase in data processing costs was due to increased expenses associated with maintaining and monitoring the Company's data communications network and internet banking system. The increase in other real estate owned expense was due to maintenance and other expenses related to OREO properties that were transferred from loans held for investment.

Total other operating expenses was down 1.4% for the three-month period ended June 30, 2008 from the same period in 2007, decreasing from \$7,427,000 to \$7,327,000.

The principal reasons for the decrease in other operating expenses in the three-month period ended June 30, 2008 were decreases in the following: salaries and benefits and advertising costs, which were partially offset by an increase occupancy and equipment expense; data processing; stationery and supplies and in other miscellaneous operating expenses. The decrease in salaries and benefits was due to decreases in the following: provision for incentive compensation due to decreased profits; profit sharing expenses; deferred loan processing costs and worker's compensation expense, which was partially offset by increases in merit salaries, commissions paid and payroll taxes. The decrease in advertising costs was due to a decrease in printed materials and related costs. The increase in occupancy and equipment expense was due to increases in rent expense and equipment rental expense, which were partially offset by decreases in service contracts and hazard and liability insurance. The increase in data processing costs was due to increased expenses associated with maintaining and monitoring the Company's data communications network and internet banking system. The increase in stationery and supplies was due to an increase in supply usage.



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The following table sets forth other miscellaneous operating expenses by category for the three-month and six-month periods ended June 30, 2008 and 2007.

|  | (in thousands)                               |  |  |  |
|--|--|--|--|--|
|  | Three<br>months<br>ended<br>June 30,<br>2008 | Three<br>months<br>ended<br>June 30,<br>2007 | Six<br>months<br>ended<br>June 30,<br>2008 | Six<br>months<br>ended<br>June 30,<br>2007 |
| Other miscellaneous operating expenses                             |  |  |  |  |
| Provision (recovery of provision) for unfunded lending commitments | \$ 37  | \$ (40)                                      | \$ (4)                                     | \$ 10                                      |
| FDIC assessments   | 105  | 18   | 225  | 34   |
| Contributions  | 47   | 43   | 70   | 95   |
| Legal fees   | 108  | 109  | 178  | 180  |
| Accounting and audit fees  | 106  | 125  | 365  | 252  |
| Consulting fees  | 127  | 117  | 232  | 213  |
| Postage expense  | 103  | 92   | 171  | 177  |
| Telephone expense  | 72   | 62   | 136  | 123  |
| Public relations   | 95   | 123  | 199  | 201  |
| Training expense   | 62   | 62   | 123  | 139  |
| Loan origination expense   | 164  | 185  | 264  | 399  |
| Computer software depreciation                                     | 61   | 55   | 122  | 111  |
| Other miscellaneous expense  | 469  | 432  | 877  | 805  |
| <b>Total other miscellaneous operating expenses</b>                | <b>\$ 1,556</b>                              | <b>\$ 1,383</b>                              | <b>\$ 2,958</b>                            | <b>\$ 2,739</b>                            |

#### Income Taxes

The Company's tax rate, the Company's income or loss before taxes and the amount of tax relief provided by nontaxable earnings primarily affect the Company's provision for income taxes.

In the six months ended June 30, 2008, the Company's provision for income taxes decreased \$2,215,000 from the same period last year, from \$2,222,000 to \$7,000.

In the three months ended June 30, 2008, the Company's provision for income taxes decreased \$1,057,000 from the same period last year, from \$1,067,000 to \$10,000.

The decrease in provision for income taxes for all periods presented is primarily attributable to the respective level of reduced earnings. The amount of the provision was also effected by the interim effective tax rate and the incidence of allowable deductions, in particular non-taxable municipal bond income, tax credits generated from low-income housing investments, excludable interest income and, for California franchise taxes, higher excludable interest income on loans within designated enterprise zones.

## Accounting for Uncertainty in Income Taxes

The Company adopted the provisions of FASB Interpretation No. 48, "Accounting for Uncertainty in Income Taxes," on January 1, 2007. As a result of the implementation of FIN 48, the Company recognized an increase for unrecognized tax benefits. A reconciliation of the beginning and ending amount of unrecognized tax benefits for the six months ended June 30, 2008 is as follows:

|  | (in<br>thousands) |
|--|-------------------|
| Balance at January 1, 2008                                 | \$ 122            |
| Additions for tax positions taken in the current period    | —                 |
| Reductions for tax positions taken in the current period   | —                 |
| Additions for tax positions taken in prior years           | —                 |
| Reductions for tax positions taken in prior years          | —                 |
| Decreases related to settlements with taxing authorities   | —                 |
| Decreases as a result of a lapse in statute of limitations | —                 |
| <b>Balance at June 30, 2008</b>                            | <b>\$ 122</b>     |

The Company does not anticipate any significant increase or decrease in unrecognized tax benefits during 2008. If recognized, the entire amount of the unrecognized tax benefits would affect the effective tax rate.

The Company classifies interest and penalties as a component of the provision for income taxes. At June 30, 2008, unrecognized interest and penalties were \$23 thousand. The tax years ended December 31, 2007, 2006, 2005 and 2004 remain subject to examination by the Internal Revenue Service. The tax years ended December 31, 2007, 2006, 2005, 2004 and 2003 remain subject to examination by the California Franchise Tax Board. The deductibility of these tax positions will be determined through examination by the appropriate tax jurisdictions or the expiration of the tax statute of limitations.

## Off-Balance Sheet Commitments

The following table shows the distribution of the Company's undisbursed loan commitments at the dates indicated.

|                              | (in thousands)    |                      |
|------------------------------|-------------------|----------------------|
|                              | June 30, 2008     | December 31,<br>2007 |
| Undisbursed loan commitments | \$ 190,964        | \$ 214,274           |
| Standby letters of credit    | 13,846            | 15,188               |
|                              | <b>\$ 204,810</b> | <b>\$ 229,462</b>    |

The reserve for unfunded lending commitments amounted to \$1,101,000 at June 30, 2008, down from \$1,105,000 at December 31, 2007. The decrease was primarily related to a decrease in undisbursed loan commitments. The reserve for unfunded lending commitments is included in other liabilities.



## Asset Quality

The Company manages asset quality and credit risk by maintaining diversification in its loan portfolio and through review processes that include analysis of credit requests and ongoing examination of outstanding loans and delinquencies, with particular attention to portfolio dynamics and loan mix. The Company strives to identify loans experiencing difficulty early enough to correct the problems, to record charge-offs promptly based on realistic assessments of current collateral values and to maintain an adequate allowance for loan losses at all times.

It is generally the Company's policy to discontinue interest accruals once a loan is past due for a period of 90 days as to interest or principal payments. When a loan is placed on non-accrual, interest accruals cease and uncollected accrued interest is reversed and charged against current income. Payments received on non-accrual loans are applied against principal. A loan may only be restored to an accruing basis when it again becomes well secured and in the process of collection or all past due amounts have been collected.

Non-accrual loans amounted to \$14,098,000 at June 30, 2008 and were comprised of two commercial loans totaling \$198,000, two agricultural loans totaling \$297,000 and twenty-seven real estate loans totaling \$13,603,000. At December 31, 2007, non-accrual loans amounted to \$15,173,000 and consisted of three non-accrual commercial loans totaling \$511,000, four non-accrual agricultural loans totaling \$1,504,000, three non-accrual commercial real estate loans totaling \$3,816,000, twelve non-accrual residential mortgage loans totaling \$9,335,000 and one non-accrual installment loan totaling \$7,000. Non-accrual loans amounted to \$3,700,000 at June 30, 2007 and were comprised of three commercial loans totaling \$606,000, two agricultural loans totaling \$448,000 and eight real estate loans totaling \$2,646,000. The increase in non-accrual loans at June 30, 2008 from the balance at December 31, 2007 was due to the addition of one commercial loan, twenty-two real estate loans and one agricultural loan to non-accrual, which was partially offset by payments received on one commercial loan, four real estate loans and one agricultural loan, payoffs received on three agricultural loans, one commercial loan and three real estate loans, partial charge offs on one commercial loan and three real estate loans and charge offs of one commercial loan and one installment loan combined with partial charge offs and transfers of six real estate loans to other real estate owned ("OREO").

Total impaired loans at June 30, 2008 totaled \$14,098,000, the majority of the impaired loans were in management's opinion adequately collateralized based on recently obtained appraised property values or guaranteed by a governmental entity; for the unsecured portion of the impaired loans, specific reserves amounting to \$287,000 were allocated to these loans. See "Allowance for Loan Losses" below for additional information. No assurance can be given that the existing or any additional collateral will be sufficient to secure full recovery of the obligations owed under these loans.

The Company had loans 90 days past due and still accruing totaling \$1,919,000 at June 30, 2008. Such loans amounted to \$263,000 at December 31, 2007. The Company had no loans 90 days past due and still accruing at June 30, 2007.

OREO is made up of property that the Company has acquired by deed in lieu of foreclosure or through foreclosure proceedings, and property that the Company does not hold title to but is in actual control of, known as in-substance foreclosure. The estimated fair value of the property is determined prior to transferring the balance to OREO. The balance transferred to OREO is the lesser of the estimated fair market value of the property, or the book value of the loan, less estimated cost to sell. A write-down may be deemed necessary to bring the book value of the loan equal to the appraised value. Appraisals or loan officer evaluations are then done periodically thereafter charging any additional write-downs to the appropriate expense account.

OREO amounted to \$5,729,000, \$1,100,000 and \$879,000 for the periods ended June 30, 2008, June 30, 2007 and December 31, 2007, respectively. The increase in OREO loans at June 30, 2008 from the balance at December 31, 2007 was due to the transfer of four real estate construction loans and two real estate development loans to OREO.



## Allowance for Loan Losses

The Company's Allowance for Loan Losses is maintained at a level believed by management to be adequate to provide for loan losses that can be reasonably anticipated. The allowance is increased by provisions charged to operating expense and reduced by net charge-offs. The Company makes credit reviews of the loan portfolio and considers current economic conditions, loan loss experience and other factors in determining the adequacy of the reserve balance. The allowance for loan losses is based on estimates, and actual losses may vary from current estimates.

The following table summarizes the loan loss experience of the Company for the six-month periods ended June 30, 2008 and 2007, and for the year ended December 31, 2007.

Analysis of the Allowance for Loan Losses  
(Amounts in thousands, except percentage amounts)

|  | Six months ended<br>June 30, |          | Year ended<br>December<br>31, |
|--|------------------------------|----------|-------------------------------|
|  | 2008                         | 2007     | 2007                          |
| Balance at beginning of period                   | \$ 10,876                    | \$ 8,361 | \$ 8,361                      |
| Provision for loan losses                        | 6,422                        | 260      | 4,795                         |
| Loans charged-off:                               |                              |          |                               |
| Commercial                                       | (279)                        | (181)    | (1,428)                       |
| Agriculture                                      | —                            | —        | (82)                          |
| Real estate mortgage                             | (1,090)                      | (120)    | (249)                         |
| Real estate construction                         | (3,973)                      | —        | (537)                         |
| Installment loans to individuals                 | (187)                        | (330)    | (764)                         |
| Total charged-off                                | (5,529)                      | (631)    | (3,060)                       |
| Recoveries:                                      |                              |          |                               |
| Commercial                                       | 62                           | 101      | 256                           |
| Agriculture                                      | 51                           | 150      | 200                           |
| Real estate mortgage                             | 32                           | —        | —                             |
| Installment loans to individuals                 | 182                          | 143      | 324                           |
| Total recoveries                                 | 327                          | 394      | 780                           |
| Net charge-offs                                  | (5,202)                      | (237)    | (2,280)                       |
| Balance at end of period                         | \$ 12,096                    | \$ 8,384 | \$ 10,876                     |
| Ratio of net charge-offs                         |                              |          |                               |
| To average loans outstanding during the period   | (1.03%)                      | (0.05%)  | (0.45%)                       |
| Allowance for loan losses                        |                              |          |                               |
| To total loans at the end of the period          | 2.31%                        | 1.71%    | 2.14%                         |
| To non-performing loans at the end of the period | 75.52%                       | 226.59%  | 70.46%                        |

Non-performing loans totaled \$14,098,000, \$3,700,000 and \$15,436,000 at June 30, 2008 and 2007 and December 31, 2007, respectively.



## Deposits

Deposits are one of the Company's primary sources of funds. At June 30, 2008, the Company had the following deposit mix: 28.8% in savings and MMDA deposits, 18.3% in time deposits, 22.8% in interest-bearing transaction deposits and 30.1% in non-interest-bearing transaction deposits. Non-interest-bearing transaction deposits enhance the Company's net interest income by lowering its cost of funds.

The Company obtains deposits primarily from the communities it serves. No material portion of its deposits has been obtained from or is dependent on any one person or industry. The Company accepts deposits in excess of \$100,000 from customers. These deposits are priced to remain competitive.

Maturities of time certificates of deposits of \$100,000 or more outstanding at June 30, 2008 and December 31, 2007 are summarized as follows:

|                             | (in thousands) |                      |
|-----------------------------|----------------|----------------------|
|                             | June 30, 2008  | December 31,<br>2007 |
| Three months or less        | \$ 18,691      | \$ 29,632            |
| Over three to twelve months | 37,183         | 34,161               |
| Over twelve months          | 6,162          | 5,691                |
| Total                       | \$ 62,036      | \$ 69,484            |

The decrease in time certificates of deposit (CD's) of \$100,000 or more, three months or less is primarily attributable to a decrease of higher cost short term CD's. The Company chose not to match interest rates considered above market.

## Liquidity and Capital Resources

In order to serve our market area, the Company must maintain adequate liquidity and adequate capital. Liquidity is measured by various ratios with the most common being the ratio of net loans to deposits (including loans held-for-sale). This ratio was 89.5% on June 30, 2008. In addition, on June 30, 2008, the Company had the following short-term investments: \$715,000 in Federal funds sold; \$15,500,000 in Certificate of Deposit Account Registry Service ("CDARS"); \$5,814,000 in securities due within one year; and \$4,475,000 in securities due in one to five years.

To meet unanticipated funding requirements, the Company maintains short-term unsecured lines of credit with other banks totaling \$25,700,000 at June 30, 2008; additionally the Company has a line of credit with the Federal Home Loan Bank, on which the current borrowing capacity is \$71,338,000.

The Company's primary source of liquidity on a stand-alone basis is dividends from the Bank. Dividends from the Bank are subject to regulatory restrictions.

As of June 30, 2008, the Bank's capital ratios exceeded applicable regulatory requirements. The following tables present the capital ratios for the Bank, compared to the standards for well-capitalized depository institutions, as of June 30, 2008.

|                   | (amounts in thousands except percentage amounts) |        |   |                    |
|-------------------|--|--------|---|--------------------|
|                   | Actual   |        | Well<br>Capitalized<br>Ratio<br>Requirement | Minimum<br>Capital |
|                   | Capital  | Ratio  |   |                    |
| Leverage          | \$ 61,141  | 9.15%  | 5.0%  | 4.0%               |
| Tier 1 Risk-Based | \$ 61,141  | 10.45% | 6.0%  | 4.0%               |



|                  |           |        |       |      |
|------------------|-----------|--------|-------|------|
| Total Risk-Based | \$ 68,531 | 11.71% | 10.0% | 8.0% |
|------------------|-----------|--------|-------|------|

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ITEM 3.

QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company believes that there have been no material changes in the quantitative and qualitative disclosures about market risk as of June 30, 2008, from those presented in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007, which are incorporated by reference herein.

ITEM 4.

CONTROLS AND PROCEDURES

Our Chief Executive Officer (principal executive officer) and Chief Financial Officer (principal financial officer) have concluded that the design and operation of our disclosure controls and procedures are effective as of June 30, 2008. This conclusion is based on an evaluation conducted under the supervision and with the participation of management. Disclosure controls and procedures are those controls and procedures which ensure that information required to be disclosed in this filing is accumulated and communicated to management and is recorded, processed, summarized and reported in a timely manner and in accordance with Securities and Exchange Commission rules and regulations.

During the quarter ended June 30, 2008, there were no changes in our internal controls over financial reporting that materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting.

PART II - OTHER INFORMATION

ITEM 1A.

RISK FACTORS

In addition to the other information set forth in this report, you should carefully consider the factors discussed in Part I, "Item 1A. Risk Factors" in the Annual Report on Form 10-K for the year ended December 31, 2007, which could materially affect our business, financial condition or future results and the following information.

The U.S. and global economies have experienced a slowing of economic growth, volatility in the financial markets, and significant deterioration in sectors of the U.S. residential real estate markets, all of which present challenges for the banking and financial services industry

Commencing in 2007 and continuing into 2008, certain adverse financial developments have impacted the U.S. and global economies and financial markets and present challenges for the banking and financial services industry and for First Northern. These developments include a general slowing of economic growth both globally and in the U.S. which has prompted the Congress to adopt an economic stimulus bill which President Bush signed into law on February 13, 2008, and which prompted the Federal Reserve Board to decrease its discount rate and the federal funds rate several times in the first half of 2008. These developments have contributed to substantial volatility in the equity securities markets, as well as volatility and a tightening of liquidity in the credit markets. In addition, financial and credit conditions in the domestic residential real estate markets have deteriorated significantly, particularly in the subprime sector. These conditions in turn have led to significant deterioration in certain financial markets, particularly the markets for subprime residential mortgage-backed securities and for collateralized debt obligations backed by residential mortgage-backed securities. On July 30, 2008, President Bush signed into law a housing bill which grants the Treasury Department broad authority to safeguard Fannie Mae and Freddie Mac and authorizes the Federal Housing Administration to insure up to \$300 billion in refinanced mortgages. It cannot be predicted whether this recent legislation will result in significant improvement in financial and economic conditions affecting the banking industry. If, notwithstanding the federal government's recent fiscal and monetary measures, the U.S. economy were to remain in a recessionary condition for an extended period, this would present additional significant challenges for the U.S. banking and financial services industry and for First Northern. While it is difficult to predict how long these conditions will exist and which markets and businesses of our company may be affected, these factors could continue to present risks for some time for the industry and our company.

Adverse economic factors affecting certain industries we serve could adversely affect our business

We are subject to certain industry-specific economic factors. For example, a portion of our total loan portfolio is related to residential real estate, especially in California. Increases in residential mortgage loan interest rates could have an adverse effect on our operations by depressing new mortgage loan originations, which in turn could negatively impact our title and escrow deposit levels. Additionally, a further downturn in the residential real estate and housing industries in California could have an adverse effect on our operations and the quality of our real estate and construction loan portfolio. Although we do not engage in subprime or negative amortization lending, effects of recent subprime market challenges, combined with the ongoing deterioration in the U.S. and California real estate markets, could result in further price reductions in single family home prices and a lack of liquidity in refinancing markets. These factors could adversely impact the quality of our residential construction, residential mortgage and construction related commercial portfolios in various ways, including by decreasing the value of the collateral for our loans. These factors could also negatively affect the economy in general and thereby our overall loan portfolio.

We provide financing to, and receive deposits from, businesses in a number of other industries that may be particularly vulnerable to industry-specific economic factors, including the home building, commercial real estate,

retail, agricultural, industrial and commercial industries. The home building industry in California has been especially adversely impacted by the deterioration in residential real estate markets, which has lead us to take additional provisions and charge-offs against credit losses in this portfolio. Continued increases in fuel prices and energy costs could adversely affect businesses in several of these industries. Industry-specific risks are beyond our control and could adversely affect our portfolio of loans, potentially resulting in an increase in nonperforming loans or charge offs and a slowing of growth or reduction in our loan portfolio.

The risk factors in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2007, as modified by the additional information above, are incorporated herein by reference. The risks described in our Annual Report on Form 10-K are not the only risks facing the Company. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial also may materially adversely affect our business, financial condition and/or operating results.

## ITEM 2.

## UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

## Repurchases of Equity Securities

On June 22, 2007, the Company approved a new stock repurchase program effective June 22, 2007 to replace the Company's previous stock repurchase plan that commenced May 1, 2006. The new stock repurchase program, which will remain in effect until June 21, 2009, allows repurchases by the Company in an aggregate of up to 4% of the Company's outstanding shares of common stock over each rolling twelve-month period. The Company repurchased 137 shares of the Company's outstanding common stock during the second quarter ended June 30, 2008.

The Company made the following purchases of its common stock during the quarter ended June 30, 2008:

| Period                   | (a)<br>Total<br>number of<br>shares<br>purchased | (b)<br>Average<br>price<br>paid per<br>share | (c)<br>Number of<br>shares<br>purchased<br>as part of<br>publicly<br>announced<br>plans or<br>programs | (d)<br>Maximum<br>number of<br>shares that<br>may yet be<br>purchased<br>under the<br>plans or<br>programs |
|--------------------------|--|--|--|--|
| April 1 – April 30, 2008 | 137  | \$ 17.70                                     | 137  | 1,251  |
| May 1 – May 31, 2008     | —  | —  | —  | 1,251  |
| June 1 – June 30, 2008   | —  | —  | —  | 1,251  |
| Total                    | 137  | \$ 17.70                                     | 137  | 1,251  |

A 6% stock dividend was declared on January 24, 2008 with a record date of February 29, 2008 and is reflected in the number of shares purchased and average prices paid per share.

ITEM 4.

SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

(a) The Company held its annual meeting of shareholders (the “Annual Meeting”) on May 13, 2008.

(b) Proxies for the Annual Meeting were solicited pursuant to the rules set forth in Regulation 14A promulgated under the Securities Exchange Act of 1934. There was no solicitation in opposition to management’s nominees for directors as listed in the Company’s proxy statement for the Annual Meeting, and all of such nominees were elected.

(c) The vote for the nominated directors was as follows:

| Nominee               | For       | Withheld |
|-----------------------|-----------|----------|
| Lori J. Aldrete       | 6,322,826 | 114,382  |
| Frank J. Andrews, Jr. | 6,267,103 | 170,105  |
| John M. Carbahal      | 6,333,279 | 103,929  |
| Gregory DuPratt       | 6,333,279 | 103,929  |
| John F. Hamel         | 6,184,013 | 253,195  |
| Diane P. Hamlyn       | 6,291,153 | 146,055  |
| Foy S. McNaughton     | 6,333,279 | 103,929  |
| Owen J. Onsum         | 6,332,776 | 104,432  |
| David W. Schulze      | 6,333,279 | 103,929  |
| Andrew Wallace        | 6,333,279 | 103,929  |

The vote for ratifying the appointment of Moss Adams LLP as the Company’s independent auditors was as follows:

|                 |           |
|-----------------|-----------|
| For             | 6,320,219 |
| Against         | -0-       |
| Abstain         | 116,989   |
| Broker Non-Vote | -0-       |

ITEM 6.

EXHIBITS

| Exhibit<br>Number | Exhibit   |
|-------------------|---|
| 31.1              | Certification of the Company's Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002                                      |
| 31.2              | Certification of the Company's Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002                                      |
| 32.1              | Certification of the Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 |
| 32.2              | Certification of the Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 |

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 NORTHERN COMMUNITY BANCORP

Date: August 8, 2008 By: /s/ Louise A. Walker

Louise A. Walker, Sr. Executive Vice President / Chief Financial Officer  
(Principal Financial Officer and Duly Authorized Officer)

