

CENTURY BANCORP INC  
Form 10-K  
March 13, 2014  
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**UNITED STATES SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**Form 10-K**

(Mark One)

**ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d)**

**OF THE SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 31, 2013

**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 0-15752

**CENTURY BANCORP, INC.**

*(Exact name of registrant as specified in its charter)*

**COMMONWEALTH OF MASSACHUSETTS**

*(State or other jurisdiction of*

*incorporation or organization)*

**400 MYSTIC AVENUE, MEDFORD, MA**

*(Address of principal executive offices)*

**04-2498617**

*(I.R.S. Employer*

*Identification number)*

**02155**

*(Zip Code)*

**Registrant's telephone number including area code:**

**(781) 391-4000**

**Securities registered pursuant to Section 12(b) of the Act:**

**Class A Common Stock, \$1.00 par value**

*(Title of class)*

**Nasdaq Global Market**

*(Name of Exchange)*

Indicate by check mark whether the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark whether the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes  No

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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulations S-T (232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K

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

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company   
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes  No

State the aggregate market value of the registrant's voting and nonvoting stock held by nonaffiliates, computed using the closing price as reported on Nasdaq as of June 28, 2013 was \$125,231,085.

Indicate the number of shares outstanding of each of the registrant's classes of common stock as of February 28, 2014:

**Class A Common Stock, \$1.00 par value 3,581,429 Shares**

**Class B Common Stock, \$1.00 par value 1,975,180 Shares**

### **DOCUMENTS INCORPORATED BY REFERENCE**

List hereunder the following documents if incorporated by reference and the Part of the Form 10-K (e.g., Part I, Part II, etc.) into which the document is incorporated: (1) Any annual report to security holders; (2) Any proxy or information statement; and (3) Any prospectus filed pursuant to Rule 424(b) or (c) under the Securities Act of 1933. The listed documents should be clearly described for identification purposes (e.g., annual report to security holders for fiscal year ended December 24, 1980).

(1) Portions of the Registrant's Annual Report to Stockholders for the fiscal year ended December 31, 2013 are incorporated into Part II, Items 5-8 of this Form 10-K.

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**CENTURY BANCORP INC.**

**FORM 10-K**

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**PART I**

**ITEM 1. BUSINESS**

**The Company**

Century Bancorp, Inc. (together with its bank subsidiary, unless the context otherwise requires, the Company) is a Massachusetts state-chartered bank holding company headquartered in Medford, Massachusetts. The Company is a Massachusetts corporation formed in 1972 and has one banking subsidiary: Century Bank and Trust Company formed in 1969 (the Bank). At December 31, 2013, the Company had total assets of \$3.4 billion. Currently, the Company operates 26 banking offices in 19 cities and towns in Massachusetts, ranging from Braintree in the south to Andover in the north. The Bank's customers consist primarily of small and medium-sized businesses and retail customers in these communities and surrounding areas, as well as local governments and institutions throughout Massachusetts.

The Company's results of operations are largely dependent on net interest income, which is the difference between the interest earned on loans and securities and the interest paid on deposits and borrowings. The results of operations are also affected by the level of income/fees from loans and deposits, as well as operating expenses, the provision for loan losses, the impact of federal and state income taxes and the relative levels of interest rates and economic activity.

The Company offers a wide range of services to commercial enterprises, state and local governments and agencies, nonprofit organizations, and individuals. It emphasizes service to small and medium-sized businesses and retail customers in its market area. The Company makes commercial loans, real estate and construction loans, and consumer loans and accepts savings, time and demand deposits. In addition, the Company offers to its corporate and institutional customers automated lockbox collection services, cash management services and account reconciliation services, and it actively promotes the marketing of these services to the municipal market. Also, the Company provides full-service securities brokerage services through a program called Investment Services at Century Bank, which is supported by LPL Financial, a full-service third-party securities brokerage business.

The Company is also a provider of financial services, including cash management, transaction processing and short-term financing, to municipalities in Massachusetts, New Hampshire and Rhode Island. The Company has deposit relationships with 193 (55%) of the 351 cities and towns in Massachusetts.

**Availability of Company Filings**

Under the Securities Exchange Act of 1934, Sections 13 and 15(d), periodic and current reports must be filed with the Securities and Exchange Commission (the SEC). The public may read and copy any materials filed with the SEC at the SEC's Public Reference Room at 100 F Street, NE, Washington, DC 20549. The public may obtain information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0030. The Company electronically files with the SEC its periodic and current reports, as well as other filings it makes with the SEC from time to time. The SEC maintains an Internet site that contains reports and other information regarding issuers, including the Company, that file electronically with the SEC, at [www.sec.gov](http://www.sec.gov), in which all forms filed electronically may be accessed. Additionally, our annual report on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K and additional shareholder information are available free of charge on the Company's website: [www.centurybank.com](http://www.centurybank.com).

**Employees**

As of December 31, 2013, the Company had 344 full-time and 84 part-time employees. The Company's employees are not represented by any collective bargaining unit. The Company believes that its employee relations are good.

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### **Financial Services Modernization**

On November 12, 1999, President Clinton signed into law The Gramm-Leach-Bliley Act ( Gramm-Leach ) which significantly altered banking laws in the United States. Gramm Leach enables combinations among banks, securities firms and insurance companies beginning March 11, 2000. As a result of Gramm Leach, many of the depression-era laws that restricted these affiliations and other activities that may be engaged in by banks and bank holding companies were repealed. Under Gramm-Leach, bank holding companies are permitted to offer their customers virtually any type of financial service that is financial in nature or incidental thereto, including banking, securities underwriting, insurance (both underwriting and agency) and merchant banking.

In order to engage in these financial activities, a bank holding company must qualify and register with the Federal Reserve Board as a financial holding company by demonstrating that each of its bank subsidiaries is well capitalized, well managed, and has at least a satisfactory rating under the Community Reinvestment Act of 1977 (the CRA ). The Company has not elected to become a financial holding company under Gramm-Leach.

These financial activities authorized by Gramm-Leach may also be engaged in by a financial subsidiary of a national or state bank, except for insurance or annuity underwriting, insurance company portfolio investments, real estate investment and development and merchant banking, which must be conducted in a financial holding company. In order for the new financial activities to be engaged in by a financial subsidiary of a national or state bank, Gramm-Leach requires each of the parent bank (and any bank affiliates) to be well capitalized and well managed; the aggregate consolidated assets of all of that bank's financial subsidiaries may not exceed the lesser of 45% of its consolidated total assets or \$50 billion; the bank must have at least a satisfactory CRA rating; and, if the bank is one of the 100 largest banks, it must meet certain financial rating or other comparable requirements. The Company does not currently conduct activities through a financial subsidiary.

Gramm-Leach establishes a system of functional regulation, under which the federal banking agencies will regulate the banking activities of financial holding companies and banks' financial subsidiaries, the SEC will regulate their securities activities, and state insurance regulators will regulate their insurance activities. Gramm-Leach also provides new protections against the transfer and use by financial institutions of consumers' nonpublic, personal information.

### **Holding Company Regulation**

The Company is a bank holding company as defined by the Bank Holding Company Act of 1956, as amended (the Holding Company Act ), and is registered as such with the Board of Governors of the Federal Reserve Bank (the FRB ), which is responsible for administration of the Holding Company Act. Although the Company may meet the qualifications for electing to become a financial holding company under Gramm-Leach, the Company has elected to retain its pre-Gramm-Leach status for the present time under the Holding Company Act. As required by the Holding Company Act, the Company files with the FRB an annual report regarding its financial condition and operations, management and intercompany relationships of the Company and the Bank. It is also subject to examination by the FRB and must obtain FRB approval before (i) acquiring direct or indirect ownership or control of more than 5% of the voting stock of any bank, unless it already owns or controls a majority of the voting stock of that bank, (ii) acquiring all or substantially all of the assets of a bank, except through a subsidiary which is a bank, or (iii) merging or consolidating with any other bank holding company. A bank holding company must also give the FRB prior written notice before purchasing or redeeming its equity securities, if the gross consideration for the purchase or redemption, when aggregated with the net consideration paid by the company for all such purchases or redemptions during the preceding 12 months, is equal to 10% or more of the company's consolidated net worth.

The Holding Company Act prohibits a bank holding company, with certain exceptions, from (i) acquiring direct or indirect ownership or control of more than 5% of any class of voting shares of any company which is not a bank or a bank holding company, or (ii) engaging in any activity other than managing or controlling banks, or furnishing services to or performing services for its subsidiaries. A bank holding company may own, however, shares of a company engaged in activities which the FRB has determined are so closely related to banking or managing or controlling banks as to be a proper incident thereto.

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The Company and its subsidiaries are examined by federal and state regulators. The FRB has regulatory authority over holding company activities and performed a review of the Company and its subsidiaries as of June 2012.

### **USA PATRIOT Act**

Under Title III of the USA PATRIOT Act, also known as the International Money Laundering Abatement and Anti-Terrorism Act of 2001, all financial institutions are required in general to identify their customers, adopt formal and comprehensive anti-money laundering programs, scrutinize or prohibit altogether certain transactions of special concern, and be prepared to respond to inquiries from U.S. law enforcement agencies concerning their customers and their transactions. Additional information-sharing among financial institutions, regulators, and law enforcement authorities is encouraged by the presence of an exemption from the privacy provisions of the Gramm-Leach Act for financial institutions that comply with this provision and the authorization of the Secretary of the Treasury to adopt rules to further encourage cooperation and information-sharing. The effectiveness of a financial institution in combating money laundering activities is a factor to be considered in any application submitted by the financial institution under the Holding Company Act or Bank Merger Act.

### **Sarbanes-Oxley Act**

The Sarbanes-Oxley Act, signed into law July 30, 2002, addresses, among other issues, corporate governance, auditor independence and accounting standards, executive compensation, insider loans, whistleblower protection and enhanced and timely disclosure of corporate information. The SEC has adopted a substantial number of implementing rules and the Financial Industry Regulatory Authority (FINRA) has adopted corporate governance rules that have been approved by the SEC and are applicable to the Company. The changes are intended to allow stockholders to monitor more effectively the performance of companies and management. As directed by Section 302(a) of the Sarbanes-Oxley Act, the Company's Chief Executive Officer and Chief Financial Officer are each required to certify that the Company's quarterly and annual reports do not contain any untrue statement of a material fact. This requirement has several parts, including certification that these officers are responsible for establishing, maintaining and regularly evaluating the effectiveness of the Company's disclosure controls and procedures and internal controls over financial reporting; that they have made certain disclosures to the Company's auditors and the Board of Directors about the Company's disclosure controls and procedures and internal control over financial reporting, and that they have included information in the Company's quarterly and annual reports about their evaluation of the Company's disclosure controls and procedures and internal control over financial reporting, and whether there have been significant changes in the Company's internal disclosure controls and procedures or in other factors that could significantly affect such controls and procedures subsequent to the evaluation and whether there have been any significant changes in the Company's internal control over financial reporting that have materially affected or reasonably likely to materially affect the Company's internal control over financial reporting, and compliance with certain other disclosure objectives. Section 906 of the Sarbanes-Oxley Act requires an additional certification that each periodic report containing financial statements fully complies with the requirements of Section 13(a) and 15(d) of the Securities Exchange Act of 1934 and that the information in the report fairly presents, in all material respects, the financial conditions and results of operations of the Company.

### **Dodd-Frank Wall Street Reform and Consumer Protection Act**

On July 21, 2010, the Dodd-Frank Wall Street Reform and Consumer Protection Act became law. The Act was intended to address many issues arising in the recent financial crisis and is exceedingly broad in scope affecting many aspects of bank and financial market regulation. The Act requires, or permits by implementing regulation, enhanced prudential standards for banks and bank holding companies inclusive of capital, leverage, liquidity, concentration and exposure measures. In addition, traditional bank regulatory principles such as restrictions on transactions with affiliates and insiders were enhanced. The Act also contains reforms of consumer mortgage lending practices and creates a Bureau of Consumer Financial Protection which is granted broad authority over consumer financial practices of banks and others. It is expected as the specific new or

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incremental requirements applicable to the company become effective that the costs and difficulties of remaining compliant with all such requirements will increase. The Act broadens the base for FDIC assessments to average consolidated assets less tangible equity of financial institutions and also permanently raises the current standard maximum FDIC deposit insurance amount to \$250,000. The Act extended unlimited deposit insurance on non-interest bearing transaction accounts through December 31, 2012. In addition, the Act added a new Section 13 to the Holding Company Act, the so-called Volcker Rule, (the Rule ) which generally restricts certain banking entities such as the Company and its subsidiaries or affiliates, from engaging in proprietary trading activities and owning equity in or sponsoring any private equity or hedge fund. The Rule became effective July 21, 2012. The final implementing regulations for the Rule were issued by various regulatory agencies in December, 2013, and under an extended conformance regulation, compliance must be achieved by July 21, 2015. Under the Rule, the Company may be restricted from engaging in proprietary trading, investing in third party hedge or private equity funds or sponsoring new funds unless it qualifies for an exemption from the rule. The Company has little involvement in prohibited proprietary trading or investment activities in covered funds and the Company does not expect that complying with the requirements of the Rule will have any material effect on the Company's financial condition or results of operations.

### **Deposit Insurance Premiums**

The Bank's deposits have the benefit of FDIC insurance up to applicable limits. The FDIC's Deposit Insurance Fund is funded by assessments on insured depository institutions, which depend on the risk category of an institution and the amount of assets that it holds. The FDIC may increase or decrease the assessment rate schedule on a semi-annual basis.

The Bank was also a participant in the FDIC's Temporary Liquidity Guarantee Program.

On May 22, 2009, the FDIC announced a special assessment on insured institutions as part of its efforts to rebuild the Deposit Insurance Fund and help maintain public confidence in the banking system. The special assessment is five basis points of each FDIC-insured depository institution's assets minus Tier 1 capital, as of June 30, 2009. The Company recorded a pre-tax charge of approximately \$1.0 million in the second quarter of 2009 in connection with the special assessment.

On September 29, 2009, the FDIC adopted a Notice of Proposed Rulemaking (NPR) that would require insured institutions to prepay their estimated quarterly risk-based assessments for the fourth quarter of 2009 and for all of 2010, 2011 and 2012. The FDIC Board voted to adopt a uniform three-basis point increase in assessment rates effective on January 1, 2011, and extend the restoration period from seven to eight years. This rule was finalized on November 2, 2009. The Company's quarterly risk-based deposit insurance assessments were paid from this amount until June 30, 2013. The Company received a refund of \$2.4 million of prepaid FDIC assessments in June 2013.

In February 2011, the FDIC approved a rule to change the assessment base from adjusted domestic deposits to average consolidated total assets minus average tangible equity. The rule should keep the overall amount collected from the industry very close to the amount collected prior to the new calculation.

### **Risk-Based Capital Guidelines**

Federal banking regulators have issued risk-based capital guidelines, which assign risk factors to asset categories and off-balance-sheet items. Also, the Basel Committee has issued capital standards entitled Basel III: A global regulatory framework for more resilient banks and banking systems ( Basel III ). The Federal Reserve Board has finalized its rule implementing the Basel III regulatory capital framework. The rule sets the Basel III minimum regulatory capital requirements for all organizations. It includes a new common equity Tier I ratio of 4.5 percent of risk-weighted assets, raises the minimum Tier I capital ratio from 4 percent to 6 percent of risk-weighted assets and would set a new conservation buffer of 2.5 percent of risk-weighted assets. The final rule will come into effect on January 1, 2015. Thereafter begins a phase-in period through January 1, 2019. The Company has analyzed the final rules; the implementation of the framework will not have a material impact on the Company's financial condition or results of operations.

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### **Competition**

The Company experiences substantial competition in attracting deposits and making loans from commercial banks, thrift institutions and other enterprises such as insurance companies and mutual funds. These competitors include several major commercial banks whose greater resources may afford them a competitive advantage by enabling them to maintain numerous branch offices and mount extensive advertising campaigns. A number of these competitors are not subject to the regulatory oversight that the Company is subject to, which increases these competitors flexibility.

### **Forward-Looking Statements**

Certain statements contained herein are not based on historical facts and are forward-looking statements within the meaning of Section 21A of the Securities Exchange Act of 1934. Forward-looking statements, which are based on various assumptions (some of which are beyond the Company's control), may be identified by reference to a future period or periods, or by the use of forward-looking terminology, such as may, will, believe, expect, estimate, anticipate, continue or similar terms or variations on those terms, or the negative of these terms. Actual results could differ materially from those set forth in forward-looking statements due to a variety of factors, including, but not limited to, those related to the economic environment, particularly in the market areas in which the Company operates, competitive products and pricing, fiscal and monetary policies of the U.S. Government, changes in government regulations affecting financial institutions, including regulatory fees and capital requirements, changes in prevailing interest rates, acquisitions and the integration of acquired businesses, credit risk management, asset/liability management, the financial and securities markets, and the availability of and costs associated with sources of liquidity.

The Company does not undertake, and specifically disclaims any obligation, to publicly release the result of any revisions which may be made to any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements.

### **ITEM 1A. RISK FACTORS**

The risk factors that may affect the Company's performance and results of operations include the following:

- (i) the Company's business is dependent upon general economic conditions in Massachusetts. The national and local economies may adversely affect the Company's performance and results of operations;
- (ii) the Company's earnings depend, to a great extent, upon the level of net interest income generated by the Company, and therefore the Company's results of operations may be adversely affected by increases or decreases in interest rates or by the shape of the yield curve;
- (iii) the banking business is highly competitive and the profitability of the Company depends upon the Company's ability to attract loans and deposits in Massachusetts, southern New Hampshire, and Rhode Island, where the Company competes with a variety of traditional banking companies, some of which have vastly greater resources, and nontraditional institutions such as credit unions and finance companies;
- (iv) at December 31, 2013, approximately 63.7% of the Company's loan portfolio was comprised of commercial and commercial real estate loans, exposing the Company to the risks inherent in financings based upon analyses of credit risk, the value of underlying collateral, including real estate, and other more intangible factors, which are considered in making commercial loans;
- (v) at December 31, 2013, approximately 32.9% of the Company's loan portfolio was comprised of residential real estate loans, exposing the Company to the risks inherent in financings based upon analyses of credit risk and the value of underlying collateral. Accordingly, the Company's profitability may be negatively impacted by errors in risk analyses, by loan defaults and the ability of certain borrowers to repay such loans may be adversely affected by any downturn in general economic conditions;
- (vi) economic conditions and interest rate risk could adversely impact the fair value and the ultimate collectibility of the Company's investments. Should an investment be deemed other than temporarily impaired, the Company would be required to writedown the carrying value of the investment through earnings. Such writedown(s) may have a material adverse effect on the Company's financial condition and results of operations;





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(vii) writedown of goodwill and other identifiable intangible assets would negatively impact our financial condition and results of operations. At December 31, 2013, our goodwill and other identifiable intangible assets were approximately \$2.7 million;

(viii) acts or threats of terrorism and actions taken by the United States or other governments as a result of such acts or threats, including possible military action, could further adversely affect business and economic conditions in the United States of America generally and in the Company's markets, which could adversely affect the Company's financial performance and that of the Company's borrowers and on the financial markets and the price of the Company's Class A common stock;

(ix) changes in the extensive laws, regulations and policies governing bank holding companies and their subsidiaries could alter the Company's business environment or affect the Company's operations;

(x) the potential need to adapt to industry changes in information technology systems, on which the Company is highly dependent to secure bank and customer financial information, could present operational issues, require significant capital spending or impact the Company's reputation; and

(xi) the Governor of Massachusetts has proposed a tax plan that would modify existing income tax rules. The Governor's plan is part of his budget recommendations for fiscal year 2015, and will subject security corporations to the same tax base and rate as regular business corporations. The proposed tax changes would take effect as of January 1, 2015. The Company is currently analyzing the financial impact of the proposed changes.

These factors, as well as general economic and market conditions in the United States of America, may materially and adversely affect the Company's performance, results of operations and the market price of shares of the Company's Class A common stock.

### **ITEM 1B. UNRESOLVED STAFF COMMENTS**

No written comments received by the Company from the SEC regarding the Company's periodic or current reports remain unresolved.

### **ITEM 2. PROPERTIES**

The Company owns its main banking office, headquarters, and operations center in Medford, Massachusetts, which were expanded in 2004, and 11 of the 25 other facilities in which its branch offices are located. The remaining offices are occupied under leases expiring on various dates from 2014 to 2026. The Company believes that its banking offices are in good condition.

During July 2010, the Company entered into a lease agreement to open a branch located at Newton Centre in Newton, Massachusetts. The branch opened on June 20, 2011.

During September 2010, the Company entered into a lease agreement to open a branch located in Andover, Massachusetts. The branch opened on July 16, 2012.

During June 2012, the Company entered into a lease agreement to open a branch located in Wellesley, Massachusetts. The branch opened on November 26, 2012.

During July 2012, the Company received state regulatory approval to close a branch at Chestnut Hill in Newton, Massachusetts. The branch closed on September 21, 2012 and the accounts were temporarily moved to the Brookline, Massachusetts branch. During July 2012, the Company entered into a lease agreement and received regulatory approval to open a branch at a new location at Chestnut Hill in Newton, Massachusetts. The branch opened on November 7, 2013 and the majority of the accounts that were temporarily moved to the Brookline, Massachusetts branch were moved to the new branch at Chestnut Hill in Newton, Massachusetts.

During December 2013, the Company entered into a lease agreement to open a branch located in Woburn, Massachusetts. The branch is scheduled to open during the third quarter of 2014.



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**ITEM 3.     *LEGAL PROCEEDINGS***

The Company and its subsidiaries are parties to various claims and lawsuits arising in the course of their normal business activities. Although the ultimate outcome of these suits cannot be ascertained at this time, it is the opinion of management that none of these matters, even if it resolved adversely to the Company, will have a material adverse effect on the Company's consolidated financial position.

**ITEM 4.     *MINE SAFETY DISCLOSURES***

Not applicable.

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(a) The Class A Common Stock of the Company is traded on the NASDAQ National Global Market under the symbol CNBKA. The price range of the Company's Class A common stock since January 1, 2012 is shown on page 12. The Company's Class B Common Stock is not traded on any national securities exchange or other public trading market.

| Period                         | Total Number of Shares Purchased | Weighted Average Price Paid per Share | Issuer Purchases of Equity Securities  |   |
|--------------------------------|----------------------------------|---------------------------------------|--|---|
|                                |                                  |                                       | Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | Maximum Number of Shares That May Yet be Purchased Under the Plans or Programs(1) |
| October 1 - October 31, 2013   |                                  |                                       |  | 300,000   |
| November 1 - November 30, 2013 |                                  |                                       |  | 300,000   |
| December 1 - December 31, 2013 |                                  |                                       |  | 300,000   |

(1) On July 9, 2013, the Company announced a reauthorization of the Class A common stock repurchase program to repurchase up to 300,000 shares. The Company placed no deadline on the repurchase program. There were no shares purchased other than through a publicly announced plan or program.

The shares of Class A Common Stock are generally not entitled to vote on any matter, including in the election of Company Directors, but, in limited circumstances, may be entitled to vote as a class on certain extraordinary transactions, including any merger or consolidation (other than one in which the Company is the surviving corporation or one which by law may be approved by the directors without any stockholder vote) or the sale, lease, or exchange of all or substantially all of the property and assets of the Company. Since the vote of a majority of the shares of the Company's Class B Common Stock, voting as a separate class, is required to approve certain extraordinary corporate transactions, the holders of Class B Common Stock have the power to prevent any takeover of the Company not approved by them.

(b) Approximate number of equity security holders as of December 31, 2013:

| Title of Class       | Approximate Number of Record Holders |
|----------------------|--------------------------------------|
| Class A Common Stock | 1,080                                |
| Class B Common Stock | 61                                   |

(c) Under the Company's Articles of Organization, the holders of Class A Common Stock are entitled to receive dividends per share equal to at least 200% of dividends paid, if any, from time to time, on each share of Class B Common Stock.

The following table shows the dividends paid by the Company on the Class A and Class B Common Stock for the periods indicated.

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|                | Dividends per Share |         |
|----------------|---------------------|---------|
|                | Class A             | Class B |
| 2012           |                     |         |
| First quarter  | \$ .12              | \$ .06  |
| Second quarter | .12                 | .06     |
| Third quarter  | .12                 | .06     |
| Fourth quarter | .12                 | .06     |
| 2013           |                     |         |
| First quarter  | \$ .12              | \$ .06  |
| Second quarter | .12                 | .06     |
| Third quarter  | .12                 | .06     |
| Fourth quarter | .12                 | .06     |

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The Company's ability to pay dividends on its shares depends generally on dividends it receives from the Bank. Both Massachusetts and federal law limit the payment of dividends by the Bank to the Company. Under FDIC regulations and applicable Massachusetts law, the dollar amount of dividends and any other capital distributions that the Bank may make depends upon its capital position and recent net income. Generally, so long as the Bank remains adequately capitalized, it may potentially make capital distributions during any calendar year equal to up to 100% of net income for the year to date plus retained net income for the two preceding years. However, if the Bank's capital becomes impaired or the FDIC or Commissioner otherwise determines that the Bank should conserve capital, the Bank may be prohibited or otherwise limited from paying any dividends or making any other capital distributions.

The Federal Reserve Board also has authority to prohibit dividends by bank holding companies such as the Company, if their actions constitute unsafe or unsound practices. Prior to the recent financial crisis, the Federal Reserve Board issued a policy statement and supervisory guidance on the payment of cash dividends by bank holding companies, which expresses the Federal Reserve Board's view that a bank holding company should pay cash dividends only to the extent that, (1) the company's net income for the past year is sufficient to cover the cash dividends, (2) the rate of earnings retention is consistent with the company's capital needs, asset quality, and overall financial condition, and (3) the minimum regulatory capital adequacy ratios are met. It is also the Federal Reserve Board's policy that bank holding companies should not maintain dividend levels that undermine their ability to serve as a source of strength to their banking subsidiaries. It is expected that the Federal Reserve Board will be more rather than less restrictive for the foreseeable future about dividend practices.

(d) The following schedule provides information with respect to the Company's equity compensation plans under which shares of Class A Common Stock are authorized for issuance as of December 31, 2013:

| Plan Category  | Equity Compensation Plan Information   |   |  |
|--|--|---|--|
|  | Number of Shares<br>to be<br>Issued<br>Upon Exercise<br>of<br>Outstanding Options<br>(a) | Weighted-Average<br>Exercise Price of<br>Outstanding Options<br>(b) | Number of Shares<br>Remaining Available for<br>Future Issuance<br>Under<br>Equity<br>Compensation<br>Plans (Excluding<br>Shares Reflected in<br>Column (a))<br>(c) |
| Equity compensation plans approved by security holders     | 20,375   | \$ 31.82  | 224,884  |
| Equity compensation plans not approved by security holders |  |   |  |
| <b>Total</b>   | <b>20,375</b>  | <b>\$ 31.82</b>   | <b>224,884</b>   |

(e) The performance graph information required herein is shown on page 12.

**ITEM 6. SELECTED FINANCIAL DATA**

The information required herein is shown on pages 11 and 12.

**ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION**

The information required herein is shown on pages 13 through 36.

**ITEM 7a. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

The information required herein is shown on page 33.

**ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**

The information required herein is shown on pages 37 through 87.



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**ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE**

None.

**ITEM 9A. CONTROLS AND PROCEDURES**

The Company's principal executive officer and principal financial officer have evaluated the Company's disclosure controls and procedures as of December 31, 2013. Based on this evaluation, the principal executive officer and principal financial officer have concluded that the Company's disclosure controls and procedures are effective. The Company's disclosure controls and procedures also effectively ensure that information required to be disclosed in the Company's filings and submissions with the Securities and Exchange Commission under the Securities Exchange Act of 1934 is accumulated and reported to Company management (including the principal executive officer and principal financial officer) and is recorded, processed, summarized and reported within the time periods specified by the Securities and Exchange Commission. In addition, the Company has reviewed its internal control over financial reporting and there have been no changes that occurred during the fourth fiscal quarter that have materially affected, or are reasonably likely to materially affect its internal control over financial reporting or in other factors that could significantly affect its internal control over financial reporting. Management's report on internal control over financial reporting is shown on page 90. The audit report of the registered public accounting firm is shown on page 89.

**ITEM 9B. OTHER INFORMATION**

None.

**Table of Contents****Financial Highlights**

|   | 2013                                      | 2012         | 2011         | 2010         | 2009         |
|---|---|--------------|--------------|--------------|--------------|
|   | (dollars in thousands, except share data) |              |              |              |              |
| <b>FOR THE YEAR</b>                                 |   |              |              |              |              |
| Interest income                                     | \$ 79,765                                 | \$ 81,494    | \$ 78,065    | \$ 76,583    | \$ 79,600    |
| Interest expense                                    | 18,805                                    | 19,540       | 22,766       | 24,817       | 31,723       |
| Net interest income                                 | 60,960                                    | 61,954       | 55,299       | 51,766       | 47,877       |
| Provision for loan losses                           | 2,710                                     | 4,150        | 4,550        | 5,575        | 6,625        |
| Net interest income after provision for loan losses | 58,250                                    | 57,804       | 50,749       | 46,191       | 41,252       |
| Other operating income                              | 18,615                                    | 15,865       | 16,240       | 15,999       | 16,470       |
| Operating expenses                                  | 55,812                                    | 53,238       | 48,742       | 47,372       | 46,379       |
| Income before income taxes                          | 21,053                                    | 20,431       | 18,247       | 14,818       | 11,343       |
| Provision for income taxes                          | 1,007                                     | 1,392        | 1,554        | 1,244        | 1,183        |
| Net income  | \$ 20,046                                 | \$ 19,039    | \$ 16,693    | \$ 13,574    | \$ 10,160    |
| Average shares outstanding Class A, basic           | 3,575,683                                 | 3,557,693    | 3,543,233    | 3,521,179    | 3,509,931    |
| Average shares outstanding Class B, basic           | 1,980,855                                 | 1,990,474    | 1,997,411    | 2,012,327    | 2,022,318    |
| Average shares outstanding Class A, diluted         | 5,557,693                                 | 5,549,191    | 5,541,794    | 5,535,742    | 5,534,340    |
| Average shares outstanding Class B, diluted         | 1,980,855                                 | 1,990,474    | 1,997,411    | 2,012,327    | 2,022,318    |
| Total shares outstanding at year-end                | 5,556,584                                 | 5,554,959    | 5,542,697    | 5,540,247    | 5,530,297    |
| <b>Earnings per share:</b>                          |   |              |              |              |              |
| Basic, Class A                                      | \$ 4.39                                   | \$ 4.18      | \$ 3.68      | \$ 3.00      | \$ 2.25      |
| Basic, Class B                                      | \$ 2.19                                   | \$ 2.09      | \$ 1.84      | \$ 1.50      | \$ 1.12      |
| Diluted, Class A                                    | \$ 3.61                                   | \$ 3.43      | \$ 3.01      | \$ 2.45      | \$ 1.84      |
| Diluted, Class B                                    | \$ 2.19                                   | \$ 2.09      | \$ 1.84      | \$ 1.50      | \$ 1.12      |
| Dividend payout ratio                               | 10.9%                                     | 11.5%        | 13.1%        | 16.0%        | 21.4%        |
| <b>AT YEAR-END</b>                                  |   |              |              |              |              |
| Assets  | \$ 3,431,154                              | \$ 3,086,209 | \$ 2,743,225 | \$ 2,441,684 | \$ 2,254,035 |
| Loans   | 1,264,763                                 | 1,111,788    | 984,492      | 906,164      | 877,125      |
| Deposits  | 2,715,839                                 | 2,445,073    | 2,124,584    | 1,902,023    | 1,701,987    |
| Stockholders' equity                                | 176,472                                   | 179,990      | 160,649      | 145,025      | 132,730      |
| Book value per share                                | \$ 31.76                                  | \$ 32.40     | \$ 28.98     | \$ 26.18     | \$ 24.00     |
| <b>SELECTED FINANCIAL PERCENTAGES</b>               |   |              |              |              |              |
| Return on average assets                            | 0.60%                                     | 0.65%        | 0.63%        | 0.56%        | 0.50%        |
| Return on average stockholders' equity              | 11.58%                                    | 11.06%       | 10.72%       | 9.52%        | 7.98%        |
| Net interest margin, taxable equivalent             | 2.21%                                     | 2.51%        | 2.48%        | 2.52%        | 2.69%        |
| Net charge-offs as a percent of average loans       | 0.08%                                     | 0.15%        | 0.21%        | 0.44%        | 0.63%        |
| Average stockholders' equity to average assets      | 5.22%                                     | 5.85%        | 5.88%        | 5.93%        | 6.26%        |
| Efficiency ratio                                    | 63.0%                                     | 62.1%        | 62.2%        | 65.0%        | 68.5%        |

**Table of Contents****Financial Highlights (Continued)****Per Share Data**

| 2013, Quarter Ended                 | December 31, | September 30, | June 30, | March 31, |
|-------------------------------------|--------------|---------------|----------|-----------|
| <b>Market price range (Class A)</b> |              |               |          |           |
| <b>High</b>                         | \$ 35.98     | \$ 37.80      | \$ 35.75 | \$ 35.40  |
| <b>Low</b>                          | 29.67        | 31.22         | 31.11    | 30.41     |
| <b>Dividends Class A</b>            | 0.12         | 0.12          | 0.12     | 0.12      |
| <b>Dividends Class B</b>            | 0.06         | 0.06          | 0.06     | 0.06      |

  

| 2012, Quarter Ended                 | December 31, | September 30, | June 30, | March 31, |
|-------------------------------------|--------------|---------------|----------|-----------|
| <b>Market price range (Class A)</b> |              |               |          |           |
| <b>High</b>                         | \$ 34.00     | \$ 33.00      | \$ 30.24 | \$ 29.50  |
| <b>Low</b>                          | 28.02        | 28.46         | 25.00    | 23.51     |
| <b>Dividends Class A</b>            | 0.12         | 0.12          | 0.12     | 0.12      |
| <b>Dividends Class B</b>            | 0.06         | 0.06          | 0.06     | 0.06      |

The stock performance graph below compares the cumulative total shareholder return of the Company's Class A Common Stock from December 31, 2008 to December 31, 2013 with the cumulative total return of the NASDAQ Market Index (U.S. Companies) and the NASDAQ Bank Stock Index. The lines in the graph represent monthly index levels derived from compounded daily returns that include all dividends. If the monthly interval, based on the fiscal year-end, was not a trading day, the preceding trading day was used.

**Comparison of Five-Year****Cumulative Total Return\***

| <b>Value of \$100 Invested on December 31, 2008 at:</b> | <b>2009</b> | <b>2010</b> | <b>2011</b> | <b>2012</b> | <b>2013</b> |
|---|-------------|-------------|-------------|-------------|-------------|
| Century Bancorp, Inc.                                   | \$ 143.61   | \$ 178.37   | \$ 191.51   | \$ 227.01   | \$ 232.34   |
| NASDAQ Banks  | 84.30       | 100.68      | 90.16       | 105.38      | 150.84      |
| NASDAQ U.S.   | 143.74      | 170.18      | 171.08      | 202.40      | 281.92      |

\* Assumes that the value of the investment in the Company's Common Stock and each index was \$100 on December 31, 2008 and that all dividends were reinvested.

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**Management's Discussion and Analysis of Results of Operations and Financial Condition**

**FORWARD-LOOKING STATEMENTS**

Certain statements contained herein are not based on historical facts and are forward-looking statements within the meaning of Section 21A of the Securities Exchange Act of 1934. Forward-looking statements, which are based on various assumptions (some of which are beyond the Company's control), may be identified by reference to a future period or periods, or by the use of forward-looking terminology, such as may, will, believe, expect, estimate, anticipate, continue or similar terms or variations on those terms, or the negative of these terms. Actual results could differ materially from those set forth in forward-looking statements due to a variety of factors, including, but not limited to, those related to the economic environment, particularly in the market areas in which the Company operates, competitive products and pricing, fiscal and monetary policies of the U.S. Government, changes in government regulations affecting financial institutions, including regulatory fees and capital requirements, changes in prevailing interest rates, acquisitions and the integration of acquired businesses, credit risk management, asset/liability management, the financial and securities markets, and the availability of and costs associated with sources of liquidity.

The Company does not undertake, and specifically disclaims any obligation, to publicly release the result of any revisions which may be made to any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements.

**RECENT MARKET DEVELOPMENTS**

The financial services industry continues to face challenges in the aftermath of the recent national and global economic crisis. Since June 2009, the U.S. economy has been recovering from the most severe recession and financial crisis since the Great Depression. There have been some improvements in private-sector employment, industrial production and U.S. exports; nevertheless, the pace of economic recovery has been slow. Financial markets have improved since the depths of the crisis but are still unsettled and volatile. There is continued concern about the U.S. economic outlook.

On July 21, 2010, the Dodd-Frank Wall Street Reform and Consumer Protection Act (the Act) became law. The Act was intended to address many issues arising in the recent financial crisis and is exceedingly broad in scope, affecting many aspects of bank and financial market regulation. The Act requires, or permits by implementing regulation, enhanced prudential standards for banks and bank holding companies inclusive of capital, leverage, liquidity, concentration and exposure measures. In addition, traditional bank regulatory principles such as restrictions on transactions with affiliates and insiders were enhanced. The Act also contains reforms of consumer mortgage lending practices and creates a Bureau of Consumer Financial Protection, which is granted broad authority over consumer financial practices of banks and others. It is expected as the specific new or incremental requirements applicable to the Company become effective that the costs and difficulties of remaining compliant with all such requirements will increase. The Act broadens the base for FDIC assessments to average consolidated assets less tangible equity of financial institutions and also permanently raises the current standard maximum FDIC deposit insurance amount to \$250,000. The Act extended unlimited deposit insurance on non-interest bearing transaction accounts through December 31, 2012. In addition, the Act added a new Section 13 to the Bank Holding Company Act, the so-called Volcker Rule, (the Rule) which generally restricts certain banking entities such as the Company and its subsidiaries or affiliates, from engaging in proprietary trading activities and owning equity in or sponsoring any private equity or hedge fund. The Rule became effective July 21, 2012. The final implementing regulations for the Rule were issued by various regulatory agencies in December, 2013 and under an extended conformance regulation compliance must be achieved by July 21, 2015. Under the Rule, the Company may be restricted from engaging in proprietary trading, investing in third party hedge or private equity funds or sponsoring new funds unless it qualifies for an exemption from the rule. The Company has little involvement in prohibited proprietary trading or investment activities in covered funds and the Company does not expect that complying with the requirements of the Rule will have any material effect on the Company's financial condition or results of operation.

On September 29, 2009, the FDIC adopted a Notice of Proposed Rulemaking (NPR) that would require insured institutions to prepay their estimated quarterly risk-based assessments for the fourth quarter of 2009 and

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**Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

for all of 2010, 2011 and 2012. The FDIC Board voted to adopt a uniform three-basis point increase in assessment rates effective on January 1, 2011, and extend the restoration period from seven to eight years. This rule was finalized on November 2, 2009. The Company's quarterly risk-based deposit insurance assessments were paid from this amount until June 30, 2013. The Company received a refund of \$2.4 million of prepaid FDIC assessments in June 2013.

Federal banking regulators have issued risk-based capital guidelines, which assign risk factors to asset categories and off-balance-sheet items. Also, the Basel Committee has issued capital standards entitled "Basel III: A global regulatory framework for more resilient banks and banking systems" ("Basel III"). The Federal Reserve Board has finalized its rule implementing the Basel III regulatory capital framework. The rule, that will come into effect in January 2015, sets the Basel III minimum regulatory capital requirements for all organizations. It includes a new common equity Tier I ratio of 4.5 percent of risk-weighted assets, raises the minimum Tier I capital ratio from 4 percent to 6 percent of risk-weighted assets and would set a new conservation buffer of 2.5 percent of risk-weighted assets. The Company has analyzed the final rules; the implementation of the framework will not have a material impact on the Company's financial condition or results of operations.

The Governor of Massachusetts has proposed a tax plan that would modify existing income tax rules. The governor's plan is part of his budget recommendations for fiscal year 2015, and will subject security corporations to the same tax base and rate as regular business corporations. The proposed tax changes would take effect as of January 1, 2015. The Company is currently analyzing the financial impact of the proposed changes.

**OVERVIEW**

Century Bancorp, Inc. (together with its bank subsidiary, unless the context otherwise requires, the "Company") is a Massachusetts state-chartered bank holding company headquartered in Medford, Massachusetts. The Company is a Massachusetts corporation formed in 1972 and has one banking subsidiary (the "Bank"): Century Bank and Trust Company formed in 1969. At December 31, 2013, the Company had total assets of \$3.4 billion. Currently, the Company operates 26 banking offices in 19 cities and towns in Massachusetts, ranging from Braintree in the south to Andover in the north. The Bank's customers consist primarily of small and medium-sized businesses and retail customers in these communities and surrounding areas, as well as local governments and institutions throughout Massachusetts.

The Company's results of operations are largely dependent on net interest income, which is the difference between the interest earned on loans and securities and the interest paid on deposits and borrowings. The results of operations are also affected by the level of income/fees from loans and deposits, as well as operating expenses, the provision for loan losses, the impact of federal and state income taxes and the relative levels of interest rates and economic activity.

The Company offers a wide range of services to commercial enterprises, state and local governments and agencies, nonprofit organizations and individuals. It emphasizes service to small and medium-sized businesses and retail customers in its market area. The Company makes commercial loans, real estate and construction loans, and consumer loans and accepts savings, time and demand deposits. In addition, the Company offers to its corporate and institutional customers automated lockbox collection services, cash management services and account reconciliation services, and it actively promotes the marketing of these services to the municipal market. Also, the Company provides full-service securities brokerage services through a program called Investment Services at Century Bank, which is supported by LPL Financial, a third party full-service securities brokerage business.

The Company is also a provider of financial services, including cash management, transaction processing and short-term financing, to municipalities in Massachusetts, New Hampshire and Rhode Island, consisting of 204 relationships. The Company has deposit relationships with 193 (55%) of the 351 cities and towns in Massachusetts.

**Table of Contents****Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

The Company had net income of \$20,046,000 for the year ended December 31, 2013, compared with net income of \$19,039,000 for the year ended December 31, 2012, and net income of \$16,693,000 for the year ended December 31, 2011. Class A diluted earnings per share were \$3.61 in 2013, compared to \$3.43 in 2012 and \$3.01 in 2011.

Earnings per share (EPS) for each class of stock and for each year ended December 31, is as follows:

|                            | 2013    | 2012    | 2011    |
|----------------------------|---------|---------|---------|
| Basic EPS Class A common   | \$ 4.39 | \$ 4.18 | \$ 3.68 |
| Basic EPS Class B common   | \$ 2.19 | \$ 2.09 | \$ 1.84 |
| Diluted EPS Class A common | \$ 3.61 | \$ 3.43 | \$ 3.01 |
| Diluted EPS Class B common | \$ 2.19 | \$ 2.09 | \$ 1.84 |

The trends in the net interest margin are illustrated in the graph below:

**Net Interest Margin**

Pricing discipline occurred through the first quarter of 2011. The net interest margin fell somewhat during the second quarter of 2011 mainly as a result of increased deposits and corresponding lower yield short-term investments. During the third quarter of 2011 through the third quarter of 2012, management stabilized the net interest margin by continuing to lower cost of funds, and by deploying excess liquidity through expansion of the investment portfolio. Also, the Company collected approximately \$3,253,000 of prepayment penalties during 2012. The primary factor accounting for the decrease in the net interest margin for the fourth quarter of 2012 and through the fourth quarter of 2013 was an additional large influx of deposits. Management invested the funds in shorter term securities.

While management will continue its efforts to improve the net interest margin, there can be no assurance that certain factors beyond its control, such as the prepayment of loans and changes in market interest rates, will continue to positively impact the net interest margin.

**Historical U.S. Treasury Yield Curve**

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**Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

A yield curve is a line that typically plots the interest rates of U.S. Treasury Debt, which have different maturity dates but the same credit quality, at a specific point in time. The three main types of yield curve shapes are normal, inverted and flat. Over the past three years, the U.S. economy has experienced low short-term rates. During 2013, longer-term rates have increased resulting in a steepening of the yield curve.

During 2013, the Company's earnings were positively impacted primarily by an increase in other operating income and a decrease in provision for loan losses. This increase in other operating income was primarily due to an increase in net gains on sales of loans and net gains on sales of securities. The decrease in the provision for loan losses was primarily attributable to a lower level of charge-off activity and changes in portfolio composition. During 2013, 2012 and 2011, the U.S. economy experienced a lower short-term rate environment. The lower short-term rates negatively impacted the net interest margin as the rate at which short-term deposits could be invested declined more than the rates offered on those deposits. The net interest margin was positively impacted in 2012 as a result of prepayment penalties that were collected during the year.

Total assets were \$3,431,154,000 at December 31, 2013, an increase of 11.2% from total assets of \$3,086,209,000 at December 31, 2012.

On December 31, 2013, stockholders' equity totaled \$176,472,000, compared with \$179,990,000 on December 31, 2012. Book value per share decreased to \$31.76 at December 31, 2013, from \$32.40 on December 31, 2012.

During July 2010, the Company entered into a lease agreement to open a branch located at Newton Centre in Newton, Massachusetts. The branch opened on June 20, 2011.

During September 2010, the Company entered into a lease agreement to open a branch located in Andover, Massachusetts. The branch opened on July 16, 2012.

During June 2012, the Company entered into a lease agreement to open a branch located in Wellesley, Massachusetts. The branch opened on November 26, 2012.

During July 2012, the Company received state regulatory approval to close a branch at Chestnut Hill in Newton, Massachusetts. The branch closed on September 21, 2012 and the accounts were temporarily moved to the Brookline, Massachusetts branch. During July 2012, the Company entered into a lease agreement and received regulatory approval to open a branch at a new location at Chestnut Hill in Newton, Massachusetts. The branch opened on November 7, 2013 and the majority of the accounts that were temporarily moved to the Brookline, Massachusetts branch were moved to the new branch at Chestnut Hill in Newton, Massachusetts.

During December 2013, the Company entered into a lease agreement to open a branch located in Woburn, Massachusetts. The branch is scheduled to open during the third quarter of 2014.

**CRITICAL ACCOUNTING POLICIES**

Accounting policies involving significant judgments and assumptions by management, which have, or could have, a material impact on the carrying value of certain assets and impact income, are considered critical accounting policies.

The Company considers impairment of investment securities and allowance for loan losses to be its critical accounting policies. There have been no significant changes in the methods or assumptions used in the accounting policies that require material estimates and assumptions.

**Impaired Investment Securities**

If a decline in fair value below the amortized cost basis of an investment security is judged to be other-than-temporary, the cost basis of the investment is written down to fair value. The amount of the writedown is included as a charge to earnings. The amount of the impairment charge is recognized in earnings with an offset for the noncredit component which is recognized through other comprehensive income. Some factors considered





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**Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

for other-than-temporary impairment related to a debt security include an analysis of yield which results in a decrease in expected cash flows, whether an unrealized loss is issuer specific, whether the issuer has defaulted on scheduled interest and principal payments, whether the issuer's current financial condition hinders its ability to make future scheduled interest and principal payments on a timely basis or whether there was a downgrade in ratings by rating agencies.

The Company does not intend to sell any of its debt securities with an unrealized loss, and it is not more likely than not that it will be required to sell the debt securities before the anticipated recovery of their remaining amortized cost, which may be maturity.

**Allowance for Loan Losses**

Arriving at an appropriate level of allowance for loan losses necessarily involves a high degree of judgment. Management maintains an allowance for loan losses to absorb losses inherent in the loan portfolio. The allowance is based on assessments of the probable estimated losses inherent in the loan portfolio. Management's methodology for assessing the appropriateness of the allowance consists of several key elements, which include the formula allowance and specific allowances for identified problem loans.

The formula allowance evaluates groups of loans to determine the allocation appropriate within each portfolio segment. Specific allowances for loan losses entail the assignment of allowance amounts to individual loans on the basis of loan impairment. The formula allowance and specific allowances also include management's evaluation of various conditions, including business and economic conditions, delinquency trends, charge-off experience and other quality factors. Further information regarding the Company's methodology for assessing the appropriateness of the allowance is contained within Note 1 of the Notes to Consolidated Financial Statements.

Management believes that the allowance for loan losses is adequate. In addition, various regulatory agencies, as part of the examination process, periodically review the Company's allowance for loan losses. Such agencies may require the Company to recognize additions to the allowance based on their judgments about information available to them at the time of their examination.

**FINANCIAL CONDITION**

**Investment Securities**

The Company's securities portfolio consists of securities available-for-sale ( AFS ) and securities held-to-maturity ( HTM ).

Securities available-for-sale consist of certain U.S. Treasury and U.S. Government Sponsored Enterprise mortgage-backed securities; state, county and municipal securities; privately issued mortgage-backed securities; other debt securities; and other marketable equities.

These securities are carried at fair value, and unrealized gains and losses, net of applicable income taxes, are recognized as a separate component of stockholders' equity. The fair value of securities available-for-sale at December 31, 2013 totaled \$464,245,000 and included gross unrealized gains of \$821,000 and gross unrealized losses of \$2,519,000. A year earlier, the fair value of securities available-for-sale was \$1,434,801,000 including gross unrealized gains of \$21,477,000 and gross unrealized losses of \$1,271,000. In 2013, the Company recognized gains of \$3,019,000 on the sale of available-for-sale securities. In 2012 and 2011, the Company recognized gains of \$1,843,000 and \$1,940,000, respectively.

Securities classified as held-to-maturity consist of U.S. Government Sponsored Enterprises and mortgage-backed securities. Securities held-to-maturity as of December 31, 2013 are carried at their amortized cost of \$1,487,884,000. A year earlier, securities held-to-maturity totaled \$275,507,000.

During the third quarter of 2013, \$987,037,000 of securities available-for-sale with unrealized losses of \$25,333,000 were transferred to securities held-to-maturity. This was done in response to rising interest rates and an assessment of liquidity needs.

**Table of Contents****Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

The following table sets forth the fair value and percentage distribution of securities available-for-sale at the dates indicated.

**Fair Value of Securities Available-for-Sale**

| At December 31,<br>(dollars in thousands)                                      | 2013              |               | 2012                |               | 2011                |               |
|--|-------------------|---------------|---------------------|---------------|---------------------|---------------|
|  | Amount            | Percent       | Amount              | Percent       | Amount              | Percent       |
| U.S. Treasury  | \$ 1,998          | 0.4%          | \$ 2,004            | 0.1%          | \$ 2,012            | 0.2%          |
| U.S. Government Sponsored Enterprises  | 10,004            | 2.2%          | 130,340             | 9.1%          | 174,957             | 13.9%         |
| SBA Backed Securities  | 7,302             | 1.6%          | 8,156               | 0.6%          | 8,801               | 0.7%          |
| U.S. Government Agency and Sponsored Enterprises<br>Mortgage-Backed Securities | 403,189           | 86.8%         | 1,233,357           | 86.0%         | 1,035,838           | 82.3%         |
| Privately Issued Residential Mortgage-Backed Securities                        | 2,277             | 0.5%          | 2,947               | 0.2%          | 3,198               | 0.3%          |
| Obligations Issued by States and Political Subdivisions                        | 36,723            | 7.9%          | 55,174              | 3.8%          | 20,642              | 1.6%          |
| Other Debt Securities  | 2,176             | 0.5%          | 2,253               | 0.2%          | 12,610              | 1.0%          |
| Equity Securities  | 576               | 0.1%          | 570                 | 0.0%          | 618                 | 0.0%          |
| <b>Total</b>   | <b>\$ 464,245</b> | <b>100.0%</b> | <b>\$ 1,434,801</b> | <b>100.0%</b> | <b>\$ 1,258,676</b> | <b>100.0%</b> |

The majority of the Company's securities AFS are classified as Level 2, as defined in Note 1 of the Notes to Consolidated Financial Statements. The fair values of these securities are obtained from a pricing service, which provides the Company with a description of the inputs generally utilized for each type of security. These inputs include benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers and reference data. Management's understanding of a pricing service's pricing methodologies includes obtaining an understanding of the valuation risks, assessing its qualification, verification of sources of information and processes used to develop prices and identifying, documenting, and testing controls. Management's validation of a vendor's pricing methodology includes establishing internal controls to determine that the pricing information received by a pricing service and used by management in the valuation process is relevant and reliable. Market indicators and industry and economic events are also monitored. The decline in fair value from amortized cost for individual available-for-sale securities that are temporarily impaired is not attributable to changes in credit quality. Because the Company does not intend to sell any of its debt securities and it is not more likely than not that it will be required to sell the debt securities before the anticipated recovery of their remaining amortized cost, the Company does not consider these investments to be other-than-temporarily impaired at December 31, 2013.

Securities available-for-sale totaling \$36,597,000, or 1.07% of assets, are classified as Level 3, as defined in Note 1 of the Notes to Consolidated Financial

Statements. These securities are generally equity investments or municipal securities with no readily determinable fair value. The securities are carried at fair value with periodic review of underlying financial statements and credit ratings to assess the appropriateness of these valuations.

Debt securities of Government Sponsored Enterprises refer primarily to debt securities of Fannie Mae and Freddie Mac.

The following table sets forth the amortized cost and percentage distribution of securities held-to-maturity at the dates indicated.

**Table of Contents****Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)****Amortized Cost of Securities Held-to-Maturity**

| At December 31,<br>(dollars in thousands)                       | 2013                |               | 2012              |               | 2011              |               |
|---|---------------------|---------------|-------------------|---------------|-------------------|---------------|
|   | Amount              | Percent       | Amount            | Percent       | Amount            | Percent       |
| U.S. Government Sponsored Enterprises                           | \$ 291,779          | 19.6%         | \$ 17,747         | 6.4%          | \$ 26,979         | 15.0%         |
| U.S. Government Sponsored Enterprise Mortgage-Backed Securities | 1,196,105           | 80.4%         | 257,760           | 93.6%         | 152,389           | 85.0%         |
| <b>Total</b>  | <b>\$ 1,487,884</b> | <b>100.0%</b> | <b>\$ 275,507</b> | <b>100.0%</b> | <b>\$ 179,368</b> | <b>100.0%</b> |

The following two tables set forth contractual maturities of the Bank's securities portfolio at December 31, 2013. Actual maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

**Fair Value of Securities Available-for-Sale Amounts Maturing**

| (dollars in thousands)   | Within One Year  | % of Total  | Weighted Average Yield | One Year to Five Years | % of Total   | Weighted Average Yield | Five Years to Ten Years | % of Total   | Weighted Average Yield | Over Ten Years  | % of Total  | Weighted Average Yield |
|--|------------------|-------------|------------------------|------------------------|--------------|------------------------|-------------------------|--------------|------------------------|-----------------|-------------|------------------------|
| U.S. Treasury  | \$ 1,998         | 0.4%        | 0.23%                  | \$                     | 0.0%         | 0.00%                  | \$                      | 0.0%         | 0.00%                  | \$              | 0.0%        | 0.00%                  |
| U.S. Government Sponsored Enterprises                                      |                  | 0.0%        | 0.00%                  | 10,004                 | 2.2%         | 2.64%                  |                         | 0.0%         | 0.00%                  |                 | 0.0%        | 0.00%                  |
| SBA Backed Securities  |                  | 0.0%        | 0.00%                  |                        | 0.0%         | 0.00%                  | 4,963                   | 1.1%         | 0.78%                  | 2,339           | 0.5%        | 0.92%                  |
| U.S. Government Agency and Sponsored Enterprise Mortgage-Backed Securities | 1,696            | 0.4%        | 3.21%                  | 167,826                | 36.2%        | 0.60%                  | 233,055                 | 50.2%        | 0.61%                  | 612             | 0.1%        | 2.25%                  |
| Privately Issued Residential Mortgage-Backed Securities                    | 1,486            | 0.3%        | 2.33%                  | 791                    | 0.2%         | 2.47%                  |                         | 0.0%         | 0.00%                  |                 | 0.0%        | 0.00%                  |
| Obligations of States and Political Subdivisions                           | 31,184           | 6.7%        | 0.82%                  | 1,719                  | 0.4%         | 3.00%                  |                         | 0.0%         | 0.00%                  | 3,820           | 0.8%        | 0.50%                  |
| Other Debt Securities  | 600              | 0.1%        | 1.45%                  | 200                    | 0.0%         | 0.99%                  |                         | 0.0%         | 0.00%                  |                 | 0.0%        | 0.00%                  |
| Equity Securities  |                  | 0.0%        | 0.00%                  |                        | 0.0%         | 0.00%                  |                         | 0.0%         | 0.00%                  |                 | 0.0%        | 0.00%                  |
| <b>Total</b>   | <b>\$ 36,964</b> | <b>7.9%</b> | <b>0.97%</b>           | <b>\$ 180,540</b>      | <b>39.0%</b> | <b>0.74%</b>           | <b>\$ 238,018</b>       | <b>51.3%</b> | <b>0.61%</b>           | <b>\$ 6,771</b> | <b>1.4%</b> | <b>0.80%</b>           |

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| (dollars in thousands)   | Non-Maturing    | % of Total  | Weighted Average Yield | Total             | % of Total    | Weighted Average Yield |
|--|-----------------|-------------|------------------------|-------------------|---------------|------------------------|
| U.S. Treasury  | \$              | 0.0%        | 0.00%                  | \$ 1,998          | 0.4%          | 0.23%                  |
| U.S. Government Sponsored Enterprises                                      |                 | 0.0%        | 0.00%                  | 10,004            | 2.2%          | 2.64%                  |
| SBA Backed Securities  |                 | 0.0%        | 0.00%                  | 7,302             | 1.6%          | 0.83%                  |
| U.S. Government Agency and Sponsored Enterprise Mortgage-Backed Securities |                 | 0.0%        | 0.00%                  | 403,189           | 86.8%         | 0.62%                  |
| Privately Issued Residential Mortgage-Backed Securities                    |                 | 0.0%        | 0.00%                  | 2,277             | 0.5%          | 2.38%                  |
| Obligations of States and Political Subdivisions                           |                 | 0.0%        | 0.00%                  | 36,723            | 7.9%          | 0.88%                  |
| Other Debt Securities  | 1,376           | 0.3%        | 3.34%                  | 2,176             | 0.5%          | 2.64%                  |
| Equity Securities  | 576             | 0.1%        | 1.66%                  | 576               | 0.1%          | 1.66%                  |
| <b>Total</b>   | <b>\$ 1,952</b> | <b>0.4%</b> | <b>2.84%</b>           | <b>\$ 464,245</b> | <b>100.0%</b> | <b>0.70%</b>           |

**Amortized Cost of Securities Held-to-Maturity Amounts Maturing**

| (dollars in thousands)  | Within One Year | % of Total  | Weighted Average Yield | One Year to Five Years | % of Total   | Weighted Average Yield | Five Years to Ten Years | % of Total   | Weighted Average Yield | Over Ten Years  | % of Total  | Weighted Average Yield | Total               | % of Total    | Weighted Average Yield |
|---|-----------------|-------------|------------------------|------------------------|--------------|------------------------|-------------------------|--------------|------------------------|-----------------|-------------|------------------------|---------------------|---------------|------------------------|
| U.S. Government Sponsored Enterprises                           | \$              | 0.0%        | 0.00%                  | \$ 99,189              | 6.7%         | 1.14%                  | \$ 192,589              | 12.9%        | 1.69%                  | \$              | 0.0%        | 0.00%                  | \$ 291,778          | 19.6%         | 1.50%                  |
| U.S. Government Sponsored Enterprise Mortgage-Backed Securities | 5,689           | 0.4%        | 2.90%                  | 728,144                | 48.9%        | 2.39%                  | 461,195                 | 31.0%        | 2.20%                  | 1,078           | 0.1%        | 4.14%                  | 1,196,106           | 80.4%         | 2.32%                  |
| <b>Total</b>  | <b>\$ 5,689</b> | <b>0.4%</b> | <b>2.90%</b>           | <b>\$ 827,333</b>      | <b>55.6%</b> | <b>2.24%</b>           | <b>\$ 653,784</b>       | <b>43.9%</b> | <b>2.05%</b>           | <b>\$ 1,078</b> | <b>0.1%</b> | <b>4.14%</b>           | <b>\$ 1,487,884</b> | <b>100.0%</b> | <b>2.16%</b>           |

At December 31, 2013 and 2012, the Bank had no investments in obligations of individual states, counties, municipalities or nongovernment corporate entities which exceeded 10% of stockholders' equity. In 2013, sales of securities totaling \$224,045,000 in gross proceeds resulted in a net realized gain of \$3,019,000. There were no sales of state, county or municipal securities during 2013 and 2012. In 2012, sales of securities totaling \$294,881,000 in gross proceeds resulted in net realized gains of \$1,843,000. In 2011, sales of securities totaling \$75,615,000 in gross proceeds resulted in net realized gains of \$1,940,000.

Management reviews the investment portfolio for other-than-temporary impairment of individual securities on a regular basis. The results of such analysis are dependent upon general market conditions and specific conditions related to the issuers of our securities.

**Loans**

The Company's lending activities are conducted principally in Massachusetts, Southern New Hampshire, and Rhode Island. The Company grants single-family and multi-family residential loans, commercial and commercial real estate loans, and a variety of consumer loans. To a lesser extent, the Company grants loans for the construction of residential homes, multi-family properties, commercial real estate properties and land development. Most loans granted by the Company are secured by real estate collateral. The ability and willingness of commercial real estate,

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commercial, construction, residential and consumer loan borrowers to honor their repayment commitments are generally dependent on the health of the real estate market in the borrowers' geographic areas and of the general economy.

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The following summary shows the composition of the loan portfolio at the dates indicated.

| December 31,<br>(dollars in thousands) | 2013                |                  | 2012                |                  | 2011              |                  | 2010              |                  | 2009              |                  |
|--|---------------------|------------------|---------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|
|  | Amount              | Percent of Total | Amount              | Percent of Total | Amount            | Percent of Total | Amount            | Percent of Total | Amount            | Percent of Total |
| Construction and land development      | \$ 33,058           | 2.6%             | \$ 38,618           | 3.5%             | \$ 56,819         | 5.7%             | \$ 53,583         | 5.9%             | \$ 60,349         | 6.9%             |
| Commercial and industrial              | 92,402              | 7.3%             | 88,475              | 8.0%             | 82,404            | 8.4%             | 90,654            | 10.0%            | 141,061           | 16.1%            |
| Commercial real estate                 | 713,327             | 56.4%            | 576,465             | 51.8%            | 487,495           | 49.5%            | 433,337           | 47.8%            | 361,823           | 41.2%            |
| Residential real estate                | 286,041             | 22.6%            | 281,857             | 25.3%            | 239,307           | 24.3%            | 207,787           | 22.9%            | 188,096           | 21.4%            |
| Consumer                               | 8,824               | 0.7%             | 6,823               | 0.6%             | 6,197             | 0.6%             | 5,957             | 0.7%             | 7,105             | 0.8%             |
| Home equity                            | 130,277             | 10.3%            | 118,923             | 10.7%            | 110,786           | 11.3%            | 114,209           | 12.6%            | 118,076           | 13.5%            |
| Overdrafts                             | 834                 | 0.1%             | 627                 | 0.1%             | 1,484             | 0.2%             | 637               | 0.1%             | 615               | 0.1%             |
| <b>Total</b>                           | <b>\$ 1,264,763</b> | <b>100.0%</b>    | <b>\$ 1,111,788</b> | <b>100.0%</b>    | <b>\$ 984,492</b> | <b>100.0%</b>    | <b>\$ 906,164</b> | <b>100.0%</b>    | <b>\$ 877,125</b> | <b>100.0%</b>    |

At December 31, 2013, 2012, 2011, 2010 and 2009, loans were carried net of discounts of \$454,000, \$498,000, \$550,000, \$598,000 and \$645,000, respectively. Net deferred loan fees of \$174,000, \$369,000, \$666,000, \$186,000 and \$71,000 were carried in 2013, 2012, 2011, 2010 and 2009, respectively.

The following table summarizes the remaining maturity distribution of certain components of the Company's loan portfolio on December 31, 2013. The table excludes loans secured by 1-4 family residential real estate and loans for household and family personal expenditures. Maturities are presented as if scheduled principal amortization payments are due on the last contractual payment date.

**Remaining Maturities of Selected Loans at December 31, 2013**

| (dollars in thousands)            | One Year or Less | One to Five Years | Over Five Years   | Total             |
|-----------------------------------|------------------|-------------------|-------------------|-------------------|
| Construction and land development | \$ 8,625         | \$ 3,537          | \$ 20,896         | \$ 33,058         |
| Commercial and industrial         | 26,860           | 26,172            | 39,370            | 92,402            |
| Commercial real estate            | 16,089           | 96,608            | 600,630           | 713,327           |
| <b>Total</b>                      | <b>\$ 51,574</b> | <b>\$ 126,317</b> | <b>\$ 660,896</b> | <b>\$ 838,787</b> |

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The following table indicates the rate variability of the above loans due after one year.

| December 31, 2013<br>(dollars in thousands)  | One to<br>Five<br>Years | Over Five<br>Years | Total             |
|--|-------------------------|--------------------|-------------------|
| <b>Predetermined interest rates</b>          | <b>\$ 60,303</b>        | <b>\$ 262,989</b>  | <b>\$ 323,292</b> |
| <b>Floating or adjustable interest rates</b> | <b>66,014</b>           | <b>397,907</b>     | <b>463,921</b>    |
| <b>Total</b>                                 | <b>\$ 126,317</b>       | <b>\$ 660,896</b>  | <b>\$ 787,213</b> |

The Company's commercial and industrial (C&I) loan customers represent various small and middle-market established businesses involved in manufacturing, distribution, retailing and services. Most clients are privately owned with markets that range from local to national in scope. Many of the loans to this segment are secured by liens on corporate assets and the personal guarantees of the principals. The regional economic strength or weakness impacts the relative risks in this loan category. There is little concentration in any one business sector, and loan risks are generally diversified among many borrowers.

Commercial real estate loans are extended to finance various manufacturing, warehouse, light industrial, office, retail and residential properties in the Bank's market area, which generally includes Massachusetts, Southern New Hampshire, and Rhode Island. Also included are loans to educational institutions, hospitals and other non-profit organizations. Loans are normally extended in amounts up to a maximum of 80% of appraised value and normally for terms between three and thirty years.

Amortization schedules are long term and thus a balloon payment is generally due at maturity. Under most circumstances, the Bank will offer to rewrite or otherwise extend the loan at prevailing interest rates. During recent years, the Bank has emphasized nonresidential-type owner-occupied properties. This complements our C&I emphasis placed on the operating business entities and will continue. The regional economic environment affects the risk of both nonresidential and residential mortgages.

Residential real estate (1-4 family) includes two categories of loans. Included in residential real estate are approximately \$16,472,000 of C&I type loans secured by 1-4 family real estate. Primarily, these are small businesses with modest capital or shorter operating histories where the collateral mitigates some risk. This category of loans shares similar risk characteristics with the C&I loans, notwithstanding the collateral position.

The other category of residential real estate loans is mostly 1-4 family residential properties located in the Bank's market area. General underwriting criteria are largely the same as those used by Fannie Mae. The Bank utilizes mortgage insurance to provide lower down payment products and has provided a First Time Homebuyer product to encourage new home ownership. Residential real estate loan volume has increased and remains a core consumer product. The economic environment impacts the risks associated with this category.

Home equity loans are extended as both first and second mortgages on owner-occupied residential properties in the Bank's market area. Loans are underwritten to a maximum loan to property value of 75%.

Bank officers evaluate the feasibility of construction projects based on independent appraisals of the project, architects' or engineers' evaluations of the cost of construction and other relevant data. As of December 31, 2013, the Company was obligated to advance a total of \$7,026,000 to complete projects under construction.

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The composition of nonperforming assets is as follows:

| December 31,<br>(dollars in thousands)            | 2013            | 2012            | 2011            | 2010            | 2009             |
|---|-----------------|-----------------|-----------------|-----------------|------------------|
| Total nonperforming loans                         | \$ 2,549        | \$ 4,471        | \$ 5,827        | \$ 8,068        | \$ 12,311        |
| Other real estate owned                           |                 |                 | 1,182           |                 |                  |
| <b>Total nonperforming assets</b>                 | <b>\$ 2,549</b> | <b>\$ 4,471</b> | <b>\$ 7,009</b> | <b>\$ 8,068</b> | <b>\$ 12,311</b> |
| Accruing troubled debt restructured loans         | \$ 5,969        | \$ 3,048        | \$ 4,634        | \$ 1,248        | \$ 521           |
| Loans past due 90 and still accruing              |                 |                 | 18              | 50              |                  |
| Nonperforming loans as a percent of gross loans   | 0.20%           | 0.40%           | 0.59%           | 0.89%           | 1.40%            |
| Nonperforming assets as a percent of total assets | 0.07%           | 0.14%           | 0.26%           | 0.33%           | 0.55%            |

The composition of impaired loans at December 31, is as follows:

|                                       | 2013            | 2012            | 2011            | 2010            | 2009             |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|------------------|
| Residential real estate, multi-family | \$ 1,199        | \$ 862          | \$ 516          | \$              | \$               |
| Commercial real estate                | 4,520           | 2,281           | 4,561           | 2,492           | 4,260            |
| Construction and land development     | 608             | 1,500           | 1,500           | 4,000           | 4,900            |
| Commercial and industrial             | 1,367           | 1,282           | 1,525           | 1,471           | 1,356            |
| <b>Total impaired loans</b>           | <b>\$ 7,694</b> | <b>\$ 5,925</b> | <b>\$ 8,102</b> | <b>\$ 7,963</b> | <b>\$ 10,516</b> |

At December 31, 2013, 2012, 2011, 2010 and 2009, impaired loans had specific reserves of \$1,019,000, \$1,732,000, \$741,000, \$317,000 and \$745,000 respectively.

The Company was servicing mortgage loans sold to others without recourse of approximately \$109,301,000, \$26,786,000, \$18,196,000, \$983,000 and \$1,127,000 at December 31, 2013, 2012, 2011, 2010, and 2009, respectively. The Company had no loans held for sale at December 31, 2013, \$9,378,000 at December 31, 2012, \$3,389,000 at December 31, 2011, and none for December 31, 2010 and 2009.

Servicing assets are recorded at fair value and recognized as separate assets when rights are acquired through sale of loans with servicing rights retained. Mortgage servicing assets (MSA) are amortized into non-interest income in proportion to, and over the period of, the estimated net servicing income. Upon sale, the mortgage servicing asset is established, which represents the then-current estimated fair value based on market prices for comparable mortgage servicing contracts, when available, or alternatively, is based on a valuation model that calculates the present value of estimated future net servicing income. The valuation model incorporates assumptions that market participants would use in estimating future net servicing income, such as the cost to service, the discount rate, an inflation rate, ancillary income, prepayment speeds and default rates and losses. Servicing rights are recorded in other assets and are amortized in proportion to, and over the period of estimated net servicing income and are assessed for impairment based on fair value at each reporting date. MSAs are reported in other assets in the consolidated balance sheets. MSAs totaled \$703,000 at December 31, 2013, \$137,000 for December 31, 2012, and \$123,000 for December 31, 2011.

Directors and officers of the Company and their associates are customers of, and have other transactions with, the Company in the normal course of business. All loans and commitments included in such transactions were made on substantially the same terms, including interest rates and collateral, as those prevailing at the time for comparable transactions with other persons and do not involve more than normal risk of collection or present other unfavorable features.

Loans are placed on nonaccrual status when any payment of principal and/or interest is 90 days or more past due, unless the collateral is sufficient to cover both principal and interest and the loan is in the process of collection.





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**Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

The Company monitors closely the performance of its loan portfolio. In addition to internal loan review, the Company has contracted with an independent organization to review the Company's commercial and commercial real estate loan portfolios. This independent review was performed in each of the past five years. The status of delinquent loans, as well as situations identified as potential problems, is reviewed on a regular basis by senior management and monthly by the Board of Directors of the Bank.

Nonaccrual loans decreased during 2013 primarily as a result of a charge-off of a construction loan and a decrease in residential real estate nonperforming loans. Nonaccrual loans decreased during 2012, primarily as a result of a decrease in home equity and residential real estate nonperforming loans.

Nonaccrual loans decreased during 2011, primarily as a result of \$1,200,000 in charge-offs from two construction loans as well as the subsequent foreclosure of \$1,300,000 of one of the construction loans. Nonaccrual loans decreased during 2010, primarily as a result of resolution of a \$2,479,000 commercial real estate loan as well as \$900,000 in charge-offs from two construction loans during 2010. Nonaccrual loans increased from 2008 to 2009, primarily as a result of three loan relationships, one primarily commercial real estate and two construction totaling \$7,379,000.

The Company continues to monitor closely \$16,918,000 and \$18,645,000 at December 31, 2013 and 2012, respectively, of loans for which management has concerns regarding the ability of the borrowers to perform. The majority of the loans are secured by real estate and are considered to have adequate collateral value to cover the loan balances at December 31, 2013, although such values may fluctuate with changes in the economy and the real estate market.

**Table of Contents****Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)****Allowance for Loan Losses**

The Company maintains an allowance for loan losses in an amount determined by management on the basis of the character of the loans, loan performance, financial condition of borrowers, the value of collateral securing loans and other relevant factors. The following table summarizes the changes in the Company's allowance for loan losses for the years indicated.

| <b>Year Ended December 31,<br/>(dollars in thousands)</b>                    | <b>2013</b>         | <b>2012</b>  | <b>2011</b> | <b>2010</b> | <b>2009</b> |
|--|---------------------|--------------|-------------|-------------|-------------|
| Year-end loans outstanding (net of unearned discount and deferred loan fees) | <b>\$ 1,264,763</b> | \$ 1,111,788 | \$ 984,492  | \$ 906,164  | \$ 877,125  |
| Average loans outstanding (net of unearned discount and deferred loan fees)  | <b>\$ 1,184,912</b> | \$ 1,036,296 | \$ 948,883  | \$ 877,858  | \$ 853,422  |
| Balance of allowance for loan losses at the beginning of year                | <b>\$ 19,197</b>    | \$ 16,574    | \$ 14,053   | \$ 12,373   | \$ 11,119   |
| Loans charged-off:   |                     |              |             |             |             |
| Commercial   | <b>234</b>          | 1,253        | 676         | 1,559       | 1,498       |
| Construction   | <b>1,000</b>        |              | 1,200       | 900         | 3,639       |
| Commercial real estate   |                     |              |             | 922         |             |
| Residential real estate  |                     | 351          | 341         | 515         | 490         |
| Consumer   | <b>579</b>          | 697          | 607         | 547         | 443         |
| Total loans charged-off  | <b>1,813</b>        | 2,301        | 2,824       | 4,443       | 6,070       |
| Recovery of loans previously charged-off:                                    |                     |              |             |             |             |
| Commercial   | <b>389</b>          | 307          | 293         | 172         | 352         |
| Construction   |                     |              |             |             | 25          |
| Real estate  | <b>31</b>           | 45           | 35          | 8           | 4           |
| Consumer   | <b>427</b>          | 422          | 467         | 368         | 318         |
| Total recoveries of loans previously charged-off:                            | <b>847</b>          | 774          | 795         | 548         | 699         |
| Net loan charge-offs   | <b>966</b>          | 1,527        | 2,029       | 3,895       | 5,371       |
| Provision charged to operating expense                                       | <b>2,710</b>        | 4,150        | 4,550       | 5,575       | 6,625       |
| Balance at end of year   | <b>\$ 20,941</b>    | \$ 19,197    | \$ 16,574   | \$ 14,053   | \$ 12,373   |
| Ratio of net charge-offs during the year to average loans outstanding        | <b>0.08%</b>        | 0.15%        | 0.21%       | 0.44%       | 0.63%       |
| Ratio of allowance for loan losses to loans outstanding                      | <b>1.66%</b>        | 1.73%        | 1.68%       | 1.55%       | 1.41%       |

The amount of the allowance for loan losses results from management's evaluation of the quality of the loan portfolio considering such factors as loan status, specific reserves on impaired loans, collateral values, financial condition of the borrower, the state of the economy and other relevant information. The pace of the charge-offs depends on many factors, including the national and regional economy. Cyclical lagging factors may result in charge-offs being higher than historical levels. Charge-offs increased during 2009 due to an increase in commercial loan charge-offs and construction loan charge-offs as a result of the weakening of the overall



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economy and real estate market. Charge-offs declined in 2010, 2011, 2012, and 2013 as a result of the overall decrease in the level of nonaccrual loans. The dollar amount of the allowance for loan losses and the level of the allowance for loan losses to total loans increased primarily as a result of a lower level of charge-off activity combined with changes in the portfolio composition.

In evaluating the allowance for loan losses, the Company considered the following categories to be higher risk:

**Construction loans** The outstanding loan balance of construction loans at December 31, 2013 is \$33,058,000. A major portion in nonaccrual loans is one construction loan. Based on this fact, and the general local construction conditions, management closely monitors all construction loans and considers this type of loan to be higher risk.

**Higher-balance loans** Loans greater than \$1.0 million are considered high-balance loans. The balance of these loans is \$701,103,000 at December 31, 2013, as compared to \$567,306,000 at December 31, 2012. These loans are considered higher risk due to the concentration in individual loans. Additional allowance allocations are made based upon the level of high-balance loans. Included in high-balance loans are loans greater than \$10.0 million. The balance of these loans is \$377,915,000 at December 31, 2013, as compared to \$245,198,000 at December 31, 2012. Additional allowance allocations are made based upon the level of this type of high balance loans that is separate and greater than the \$1.0 million allocation.

**Small business loans** The outstanding loan balances of small business loans is \$40,184,000 at December 31, 2013. These are considered higher risk loans because small businesses have been negatively impacted by the current economic conditions. In a liquidation scenario, the collateral, if any, is often not sufficient to fully recover the outstanding balance of the loan. As a result, the Company often seeks additional collateral prior to renewing maturing small business loans. In addition, the payment status of the loans is monitored closely in order to initiate collection efforts in a timely fashion.

The allowance for loan losses is an estimate of the amount needed for an adequate reserve to absorb losses in the existing loan portfolio. This amount is determined by an evaluation of the loan portfolio, including input from an independent organization engaged to review selected larger loans, a review of loan experience and current economic conditions. Although the allowance is allocated between categories, the entire allowance is available to absorb losses attributable to all loan categories. At December 31 of each year listed below, the allowance is comprised of the following:

|                                   | 2013             |  | 2012             |  | 2011             |  | 2010             |  | 2009             |  |
|-----------------------------------|------------------|--|------------------|--|------------------|--|------------------|--|------------------|--|
|                                   | Amount           | Percent of Loans in Each Category to Total Loans | Amount           | Percent of Loans in Each Category to Total Loans | Amount           | Percent of Loans in Each Category to Total Loans | Amount           | Percent of Loans in Each Category to Total Loans | Amount           | Percent of Loans in Each Category to Total Loans |
| <b>(dollars in thousands)</b>     |                  |  |                  |  |                  |  |                  |  |                  |  |
| Construction and land development | \$ 2,174         | 2.6%   | \$ 3,041         | 3.5%   | \$ 2,893         | 5.7%   | \$ 1,752         | 5.9%   | \$ 362           | 6.9%   |
| Commercial and industrial         | 2,989            | 7.3  | 3,118            | 8.0  | 3,139            | 8.4  | 3,163            | 10.0   | 4,972            | 16.1   |
| Commercial real estate            | 11,218           | 56.4   | 9,065            | 51.8   | 6,566            | 49.5   | 5,671            | 47.8   | 2,983            | 41.2   |
| Residential real estate           | 2,006            | 22.6   | 1,994            | 25.3   | 1,886            | 24.3   | 1,718            | 22.9   | 1,304            | 21.4   |
| Consumer and other                | 432              | 0.8  | 333              | 0.7  | 356              | 0.8  | 298              | 0.8  | 1,753            | 0.9  |
| Home equity                       | 959              | 10.3   | 886              | 10.7   | 704              | 11.3   | 725              | 12.6   | 761              | 13.5   |
| Unallocated                       | 1,163            |  | 760              |  | 1,030            |  | 726              |  | 238              |  |
| <b>Total</b>                      | <b>\$ 20,941</b> | <b>100.0%</b>                                    | <b>\$ 19,197</b> | <b>100.0%</b>                                    | <b>\$ 16,574</b> | <b>100.0%</b>                                    | <b>\$ 14,053</b> | <b>100.0%</b>                                    | <b>\$ 12,373</b> | <b>100.0%</b>                                    |



**Table of Contents****Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

Management believes that the allowance for loan losses is adequate. In addition, various regulatory agencies, as part of the examination process, periodically review the Company's allowance for loan losses. Such agencies may require the Company to recognize additions to the allowance based on their judgments about information available to them at the time of their examination. Further information regarding the allocation of the allowance is contained within Note 6 of the Notes to Consolidated Financial Statements.

**Deposits**

The Company offers savings accounts, NOW accounts, demand deposits, time deposits and money market accounts. Additionally, the Company offers cash management accounts which provide either automatic transfer of funds above a specified level from the customer's checking account to a money market account or short-term borrowings. Also, an account reconciliation service is offered whereby the Company provides a computerized report balancing the customer's checking account.

Interest rates on deposits are set bi-monthly by the Bank's rate-setting committee, based on factors including loan demand, maturities and a review of competing interest rates offered. Interest rate policies are reviewed periodically by the Executive Management Committee.

The following table sets forth the average balances of the Bank's deposits for the periods indicated.

|                               | 2013                |               | 2012                |               | 2011                |               |
|-------------------------------|---------------------|---------------|---------------------|---------------|---------------------|---------------|
|                               | Amount              | Percent       | Amount              | Percent       | Amount              | Percent       |
| (dollars in thousands)        |                     |               |                     |               |                     |               |
| Demand Deposits               | \$ 441,193          | 16.6%         | \$ 386,863          | 16.5%         | \$ 326,102          | 15.3%         |
| Savings and Interest Checking | 1,037,320           | 38.9%         | 870,046             | 37.1%         | 735,022             | 34.6%         |
| Money Market                  | 800,052             | 30.0%         | 666,949             | 28.5%         | 584,059             | 27.4%         |
| Time Certificates of Deposit  | 387,514             | 14.5%         | 418,789             | 17.9%         | 484,142             | 22.7%         |
| <b>Total</b>                  | <b>\$ 2,666,079</b> | <b>100.0%</b> | <b>\$ 2,342,647</b> | <b>100.0%</b> | <b>\$ 2,129,325</b> | <b>100.0%</b> |

Time Deposits of \$100,000 or more as of December 31, are as follows:

|                                  | 2013              |
|----------------------------------|-------------------|
| (dollars in thousands)           |                   |
| Three months or less             | \$ 84,273         |
| Three months through six months  | 59,885            |
| Six months through twelve months | 37,022            |
| Over twelve months               | 78,485            |
| <b>Total</b>                     | <b>\$ 259,665</b> |

**Borrowings**

The Bank's borrowings consisted primarily of Federal Home Loan Bank of Boston ( FHLBB ) borrowings collateralized by a blanket pledge agreement on the Bank's FHLBB stock, certain qualified investment securities, deposits at the FHLBB and residential mortgages held in the Bank's portfolios. The Bank's borrowings from the FHLBB totaled \$255,000,000, an increase of \$60,000,000 from the prior year. The Bank's remaining term borrowing capacity at the FHLBB at December 31, 2013, was approximately \$423,143,000. In addition, the Bank has a \$14,500,000 line of credit with the FHLBB. See Note 12, Other Borrowed Funds and Subordinated Debentures, for a schedule, their interest rates and other information.





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### **Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

#### **Subordinated Debentures**

In December 2004, the Company consummated the sale of a Trust Preferred Securities offering, in which it issued \$36,083,000 of subordinated debt securities due 2034 to its newly formed unconsolidated subsidiary, Century Bancorp Capital Trust II.

Century Bancorp Capital Trust II then issued 35,000 shares of Cumulative Trust Preferred Securities with a liquidation value of \$1,000 per share. These securities pay dividends at an annualized rate of 6.65% for the first ten years and then convert to the three-month LIBOR rate plus 1.87% for the remaining 20 years.

#### **Securities Sold Under Agreements to Repurchase**

The Bank's remaining borrowings consist primarily of securities sold under agreements to repurchase. Securities sold under agreements to repurchase totaled \$214,440,000, an increase of \$23,050,000 from the prior year. See Note 11, Securities Sold Under Agreements to Repurchase, for a schedule, including their interest rates and other information.

### **RESULTS OF OPERATIONS Net**

#### **Interest Income**

The Company's operating results depend primarily on net interest income and fees received for providing services. Net interest income on a fully taxable equivalent basis increased 0.04% in 2013 to \$69,944,000, compared with \$69,918,000 in 2012. The increase in net interest income for 2013 was mainly due to an 13.6% increase in the average balances of earning assets, combined with a similar increase in deposits. This was offset, somewhat, by prepayment penalties that were collected during the prior year. The level of interest rates, the ability of the Company's earning assets and liabilities to adjust to changes in interest rates and the mix of the Company's earning assets and liabilities affect net interest income. The net interest margin on a fully taxable equivalent basis decreased to 2.21% in 2013 from 2.51% in 2012 and increased from 2.48% in 2011. The decrease in the net interest margin, for 2013, was primarily the result of a decrease in asset yields. The increase in the net interest margin for 2012 was primarily the result of prepayment penalties that were collected. The Company collected approximately \$491,000, \$3,253,000, and \$158,000, respectively, of prepayment penalties, which are included in interest income on loans, for 2013, 2012, and 2011, respectively.

Additional information about the net interest margin is contained in the Overview section of this report. Also, there can be no assurance that certain factors beyond its control, such as the prepayment of loans and changes in market interest rates, will continue to positively impact the net interest margin. Management believes that the current yield curve environment will continue to present challenges as deposit and borrowing costs may have the potential to increase at a faster rate than corresponding asset categories.

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The following table sets forth the distribution of the Company's average assets, liabilities and stockholders' equity, and average rates earned or paid on a fully taxable equivalent basis for each of the years indicated.

| Year Ended December 31,<br>(dollars in thousands)       | Average<br>Balance | 2013<br>Interest<br>Income/<br>Expense(1) | Rate<br>Earned/<br>Paid(1) | Average<br>Balance | 2012<br>Interest<br>Income/<br>Expense(1) | Rate<br>Earned/<br>Paid(1) | Average<br>Balance | 2011<br>Interest<br>Income/<br>Expense(1) | Rate<br>Earned/<br>Paid(1) |
|---|--------------------|---|----------------------------|--------------------|---|----------------------------|--------------------|---|----------------------------|
| <b>ASSETS</b>   |                    |   |                            |                    |   |                            |                    |   |                            |
| Interest-earning assets:                                |                    |   |                            |                    |   |                            |                    |   |                            |
| Loans <sup>(2)</sup>                                    |                    |   |                            |                    |   |                            |                    |   |                            |
| Taxable   | \$ 760,435         | \$ 33,214                                 | 4.37%                      | \$ 715,553         | \$ 34,983                                 | 4.89%                      | \$ 703,491         | \$ 36,772                                 | 5.23%                      |
| Tax-exempt  | 424,477            | 24,918                                    | 5.87                       | 320,743            | 24,220                                    | 7.55                       | 245,392            | 17,996                                    | 7.33                       |
| Securities available-for-sale: <sup>(3)</sup>           |                    |   |                            |                    |   |                            |                    |   |                            |
| Taxable   | 951,757            | 13,083                                    | 1.37                       | 1,214,352          | 22,363                                    | 1.84                       | 1,076,689          | 22,828                                    | 2.12                       |
| Tax-exempt  | 46,226             | 434                                       | 0.94                       | 49,023             | 516                                       | 1.05                       | 22,410             | 321                                       | 1.43                       |
| Securities held-to-maturity:                            |                    |   |                            |                    |   |                            |                    |   |                            |
| Taxable   | 812,448            | 16,615                                    | 2.05                       | 270,525            | 6,746                                     | 2.49                       | 178,659            | 5,816                                     | 3.26                       |
| Interest-bearing deposits in other banks                | 174,264            | 485                                       | 0.28                       | 219,540            | 630                                       | 0.29                       | 276,413            | 1,114                                     | 0.40                       |
| Total interest-earning assets                           | 3,169,607          | \$ 88,749                                 | 2.80%                      | 2,789,736          | \$ 89,458                                 | 3.21%                      | 2,503,054          | \$ 84,847                                 | 3.39%                      |
| Noninterest-earning assets                              | 167,000            |   |                            | 172,748            |   |                            | 158,297            |   |                            |
| Allowance for loan losses                               | (20,452)           |   |                            | (18,039)           |   |                            | (15,767)           |   |                            |
| Total assets  | \$ 3,316,155       |   |                            | \$ 2,944,445       |   |                            | \$ 2,645,584       |   |                            |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>             |                    |   |                            |                    |   |                            |                    |   |                            |
| Interest-bearing deposits:                              |                    |   |                            |                    |   |                            |                    |   |                            |
| NOW accounts  | \$ 713,677         | \$ 1,673                                  | 0.23%                      | \$ 588,500         | \$ 1,561                                  | 0.27%                      | \$ 476,807         | \$ 1,715                                  | 0.36%                      |
| Savings accounts  | 323,643            | 912                                       | 0.28                       | 281,546            | 689                                       | 0.24                       | 258,215            | 824                                       | 0.32                       |
| Money market accounts                                   | 800,052            | 2,472                                     | 0.31                       | 666,949            | 2,373                                     | 0.36                       | 584,059            | 2,706                                     | 0.46                       |
| Time deposits   | 387,514            | 4,777                                     | 1.23                       | 418,789            | 6,250                                     | 1.49                       | 484,142            | 9,356                                     | 1.93                       |
| Total interest-bearing deposits                         | 2,224,886          | 9,834                                     | 0.44                       | 1,955,784          | 10,873                                    | 0.56                       | 1,803,223          | 14,601                                    | 0.81                       |
| Securities sold under agreements to repurchase          | 203,888            | 361                                       | 0.18                       | 174,624            | 367                                       | 0.21                       | 129,137            | 379                                       | 0.29                       |
| Other borrowed funds and subordinated debentures        | 231,032            | 8,610                                     | 3.73                       | 217,542            | 8,300                                     | 3.82                       | 202,209            | 7,786                                     | 3.85                       |
| Total interest-bearing liabilities                      | 2,659,806          | \$ 18,805                                 | 0.71%                      | 2,347,950          | \$ 19,540                                 | 0.83%                      | 2,134,569          | \$ 22,766                                 | 1.07%                      |
| Noninterest-bearing liabilities                         |                    |   |                            |                    |   |                            |                    |   |                            |
| Demand deposits   | 441,193            |   |                            | 386,863            |   |                            | 326,102            |   |                            |
| Other liabilities                                       | 42,017             |   |                            | 37,497             |   |                            | 29,253             |   |                            |
| Total liabilities                                       | 3,143,016          |   |                            | 2,772,310          |   |                            | 2,489,924          |   |                            |
| Stockholders' equity                                    | 173,139            |   |                            | 172,135            |   |                            | 155,660            |   |                            |
| Total liabilities and stockholders' equity              | \$ 3,316,155       |   |                            | \$ 2,944,445       |   |                            | \$ 2,645,584       |   |                            |
| Net interest income on a fully taxable equivalent basis |                    | \$ 69,944                                 |                            |                    | \$ 69,918                                 |                            |                    | \$ 62,081                                 |                            |

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|                                    |                  |           |           |
|------------------------------------|------------------|-----------|-----------|
| Less taxable equivalent adjustment | <b>(8,984)</b>   | (7,964)   | (6,782)   |
| Net interest income                | <b>\$ 60,960</b> | \$ 61,954 | \$ 55,299 |
| Net interest spread                | <b>2.09%</b>     | 2.38%     | 2.32%     |
| Net interest margin                | <b>2.21%</b>     | 2.51%     | 2.48%     |

- (1) On a fully taxable equivalent basis calculated using a federal tax rate of 34%.
- (2) Nonaccrual loans are included in average amounts outstanding.
- (3) At amortized cost.

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The following table summarizes the year-to-year changes in the Company's net interest income resulting from fluctuations in interest rates and volume changes in earning assets and interest-bearing liabilities. Changes due to rate are computed by multiplying the change in rate by the prior year's volume. Changes due to volume are computed by multiplying the change in volume by the prior year's rate. Changes in volume and rate that cannot be separately identified have been allocated in proportion to the relationship of the absolute dollar amounts of each change.

| Year Ended December 31,<br>(dollars in thousands) | 2013 Compared with 2012<br>Increase/(Decrease)<br>Due to Change in |                    |                | 2012 Compared with 2011<br>Increase/(Decrease)<br>Due to Change in |                   |                 |
|---|--|--------------------|----------------|--|-------------------|-----------------|
|   | Volume   | Rate               | Total          | Volume   | Rate              | Total           |
| <b>Interest income:</b>                           |  |                    |                |  |                   |                 |
| Loans   |  |                    |                |  |                   |                 |
| Taxable   | \$ 2,108   | \$ (3,877)         | \$ (1,769)     | \$ 622   | \$ (2,411)        | \$ (1,789)      |
| Tax-exempt  | 6,800  | (6,102)            | 698            | 5,675  | 549               | 6,224           |
| Securities available-for-sale:                    |  |                    |                |  |                   |                 |
| Taxable   | (4,271)  | (5,009)            | (9,280)        | 2,730  | (3,195)           | (465)           |
| Tax-exempt  | (28)   | (54)               | (82)           | 299  | (104)             | 195             |
| Securities held-to-maturity:                      |  |                    |                |  |                   |                 |
| Taxable   | 11,283   | (1,414)            | 9,869          | 2,510  | (1,580)           | 930             |
| Interest-bearing deposits in other banks          | (127)  | (18)               | (145)          | (202)  | (282)             | (484)           |
| <b>Total interest income</b>                      | <b>15,765</b>  | <b>(16,474)</b>    | <b>(709)</b>   | <b>11,634</b>  | <b>(7,023)</b>    | <b>4,611</b>    |
| <b>Interest expense:</b>                          |  |                    |                |  |                   |                 |
| Deposits:   |  |                    |                |  |                   |                 |
| NOW accounts                                      | 307  | (195)              | 112            | 352  | (506)             | (154)           |
| Savings accounts                                  | 111  | 112                | 223            | 70   | (205)             | (135)           |
| Money market accounts                             | 436  | (337)              | 99             | 350  | (683)             | (333)           |
| Time deposits                                     | (442)  | (1,031)            | (1,473)        | (1,156)  | (1,950)           | (3,106)         |
| <b>Total interest-bearing deposits</b>            | <b>412</b>   | <b>(1,451)</b>     | <b>(1,039)</b> | <b>(384)</b>   | <b>(3,344)</b>    | <b>(3,728)</b>  |
| Securities sold under agreements to repurchase    | 57   | (63)               | (6)            | 113  | (125)             | (12)            |
| Other borrowed funds and subordinated debentures  | 506  | (196)              | 310            | 586  | (72)              | 514             |
| <b>Total interest expense</b>                     | <b>975</b>   | <b>(1,710)</b>     | <b>(735)</b>   | <b>315</b>   | <b>(3,541)</b>    | <b>(3,226)</b>  |
| <b>Change in net interest income</b>              | <b>\$ 14,790</b>   | <b>\$ (14,764)</b> | <b>\$ 26</b>   | <b>\$ 11,319</b>   | <b>\$ (3,482)</b> | <b>\$ 7,837</b> |

Average earning assets were \$3,169,607,000 in 2013, an increase of \$379,871,000 or 13.6% from the average in 2012, which was 11.5% higher than the average in 2011. Total average securities, including securities available-for-sale and securities held-to-maturity, were \$1,810,431,000, an increase of 18.0% from the average in 2012. The increase in securities volume was mainly attributable to an increase in taxable securities. An increase in securities balances offset, somewhat, by lower securities returns resulted in higher securities income, which increased 1.7% to \$30,132,000 on a fully tax equivalent basis. Total average loans increased 14.3% to \$1,184,912,000 after increasing \$87,413,000 in 2012. The primary reason for the increase in loans was due in large part to an increase in tax-exempt commercial real estate lending as well as residential first and second

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**Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

mortgage lending. The increase in loan volume was offset by a decrease in loan rates that resulted in lower loan income. Loan income decreased by 1.8% or \$1,071,000 to \$58,132,000. Total loan income was \$54,768,000 in 2011. Prepayment penalties collected were \$491,000, \$3,253,000, and \$158,000 for 2013, 2012, and 2011, respectively.

The Company's sources of funds include deposits and borrowed funds. On average, deposits increased 13.8%, or \$323,432,000, in 2013 after increasing by 10.0%, or \$213,322,000, in 2012. Deposits increased in 2013, primarily as a result of increases in demand deposits, savings, money market, and NOW accounts. Deposits increased in 2012, primarily as a result of increases in demand deposits, savings, money market and NOW accounts. Borrowed funds and subordinated debentures increased by 10.9% in 2013, following an increase of 18.4% in 2012. The majority of the Company's borrowed funds are borrowings from the FHLBB and retail repurchase agreements. Average borrowings from the FHLBB increased by approximately \$13,489,000, and average retail repurchase agreements increased by \$29,264,000 in 2013. Interest expense totaled \$18,805,000 in 2013, a decrease of \$735,000, or 3.8%, from 2012 when interest expense decreased 14.2% from 2011. The decrease in interest expense is primarily due to market decreases in deposit rates and continued deposit pricing discipline. Interest expense on time deposits accounted for a majority of this decrease.

**Provision for Loan Losses**

The provision for loan losses was \$2,710,000 in 2013, compared with \$4,150,000 in 2012 and \$4,550,000 in 2011. These provisions are the result of management's evaluation of the amounts and quality of the loan portfolio considering such factors as loan status, collateral values, financial condition of the borrower, the state of the economy and other relevant information. The provision for loan losses decreased during 2013, primarily as a result of a lower level of charge-off activity and changes in the portfolio composition. The provision for loan losses decreased during 2012, primarily as a result of decreased provisions related to nonaccrual loans as well as management's quantitative analysis of the loan portfolio.

The allowance for loan losses was \$20,941,000 at December 31, 2013, compared with \$19,197,000 at December 31, 2012. Expressed as a percentage of outstanding loans at year-end, the allowance was 1.66% in 2013 and 1.73% in 2012. The allowance for loan losses increased despite a decrease in the provision for loan losses due to a lower level of charge-off activity combined with changes in the portfolio composition.

Nonperforming loans, which include all non-accruing loans, totaled \$2,549,000 on December 31, 2013, compared with \$4,471,000 on December 31, 2012. Nonperforming loans decreased primarily as a result of a decrease in construction and residential real estate nonperforming loans.

**Other Operating Income**

During 2013, the Company continued to experience positive results in its fee-based services, including fees derived from traditional banking activities such as deposit-related services, its automated lockbox collection system and full-service securities brokerage supported by LPL Financial, a full-service securities brokerage business.

Under the lockbox program, which is not tied to extensions of credit by the Company, the Company's customers arrange for payments of their accounts receivable to be made directly to the Company. The Company records the amounts paid to its customers, deposits the funds to the customer's account and provides automated records of the transactions to customers. Typical customers for the lockbox service are municipalities that use it to automate tax collections, cable TV companies and other commercial enterprises.

Through a program called Investment Services at Century Bank, the Bank provides full-service securities brokerage services supported by LPL Financial, a full-service securities brokerage business. Registered representatives employed by Century Bank offer limited investment advice, execute transactions and assist customers in financial and retirement planning. LPL Financial provides research to the Bank's representatives. The Bank receives a share in the commission revenues.

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Total other operating income in 2013 was \$18,615,000, an increase of \$2,750,000, or 17.3%, compared to 2012. This increase followed a decrease of \$375,000, or 2.3%, in 2012, compared to 2011. Included in other operating income are net gains on sales of securities of \$3,019,000, \$1,843,000 and \$1,940,000 in 2013, 2012 and 2011, respectively. Service charge income, which continues to be a major source of other operating income, totaling \$8,113,000 in 2013, increased \$233,000 compared to 2012. This followed a decrease of \$5,000 in 2012 compared to 2011. The increase in fees, in 2013, was mainly attributable to an increase in fees collected from processing activities as well as an increase in debit card fees, which was offset, somewhat, by a decrease in overdraft fees. Service charges on deposit accounts decreased during 2012. The decrease in fees was mainly attributable to a decrease in overdraft fees, which was offset, somewhat, by an increase in debit card fees and fees collected from processing activities. Lockbox revenues totaled \$3,079,000, up \$149,000 in 2013 following an increase of \$160,000 in 2012. Other income totaled \$2,583,000, down \$32,000 in 2013 following a decrease of \$7,000 in 2012. The decrease in 2013 was mainly attributable to a decrease in ATM fees.

**Operating Expenses**

Total operating expenses were \$55,812,000 in 2013, compared to \$53,238,000 in 2012 and \$48,742,000 in 2011.

Salaries and employee benefits expenses increased by \$2,301,000 or 7.0% in 2013, after increasing by 11.2% in 2012. The increase in 2013 was mainly attributable to increases in staff levels, merit increases in salaries and increases in health insurance costs. The increase in 2012 was mainly attributable to increases in pension costs, staff levels, merit increases in salaries and increases in health insurance costs. The increase in pension costs in 2012 was mainly attributable to a decrease in the discount rate.

Occupancy expense increased by \$305,000, or 6.5%, in 2013, following an increase of \$284,000, or 6.4%, in 2012. The increase in 2013 was primarily attributable to an increase in rent expense, depreciation expense and building maintenance associated with branch expansion. The increase in 2012 was primarily attributable to an increase in rent expense and depreciation expense associated with branch expansion.

Equipment expense increased by \$43,000, or 1.9%, in 2013, following an increase of \$20,000, or 0.9%, in 2012. The increase in 2013 and 2012 was primarily attributable to an increase in service contracts.

FDIC assessments increased by \$53,000, or 3.1%, in 2013, following a decrease of \$288,000, or 14.2%, in 2012. FDIC assessments increased in 2013 mainly as a result of deposit growth. FDIC assessments decreased in 2012 mainly as a result of a decrease in the assessment rate.

Other operating expenses decreased by \$128,000 in 2013, which followed a \$1,167,000 increase in 2012. The decrease in 2013 was primarily attributable to a decrease in contributions and marketing expense offset somewhat by an increase in software maintenance. The increase in 2012 was primarily attributable to an increase in contributions, software maintenance and marketing expense offset somewhat by a decrease in core deposit intangible amortization.

**Provision for Income Taxes**

Income tax expense was \$1,007,000 in 2013, \$1,392,000 in 2012 and \$1,554,000 in 2011. The effective tax rate was 4.8% in 2013, 6.8% in 2012 and 8.5% in 2011. The decrease in the effective tax rate for 2013 and 2012 was mainly attributable to an increase in tax-exempt interest income and tax credits as a percentage of taxable income. The federal tax rate was 34% in 2013, 2012 and 2011.

**Market Risk and Asset Liability Management**

Market risk is the risk of loss from adverse changes in market prices and rates. The Company's market risk arises primarily from interest rate risk inherent in its lending and deposit-taking activities. To that end, management actively monitors and manages its interest rate risk exposure.

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The Company's profitability is affected by fluctuations in interest rates. A sudden and substantial change in interest rates may adversely impact the Company's earnings to the extent that the interest rates borne by assets and liabilities do not change at the same speed, to the same extent or on the same basis. The Company monitors the impact of changes in interest rates on its net interest income using several tools. One measure of the Company's exposure to differential changes in interest rates between assets and liabilities is an interest rate risk management test.

This test measures the impact on net interest income of an immediate change in interest rates in 100-basis point increments as set forth in the following table:

| Change in Interest      |   |
|-------------------------|---|
| Rates (in Basis Points) | Percentage Change in Net Interest Income(1) |
| +400                    | (18.3)%                                     |
| +300                    | (13.2)%                                     |
| +200                    | (8.0)%                                      |
| +100                    | (4.4)%                                      |
| 100                     | 1.4%  |
| 200                     | 1.0%  |

- (1) The percentage change in this column represents net interest income for 12 months in various rate scenarios versus the net interest income in a stable interest rate environment.

The Company's primary objective in managing interest rate risk is to minimize the adverse impact of changes in interest rates on the Company's net interest income and capital, while structuring the Company's asset-liability structure to obtain the maximum yield-cost spread on that structure. The Company relies primarily on its asset-liability structure to control interest rate risk.

**Liquidity and Capital Resources**

Liquidity is provided by maintaining an adequate level of liquid assets that include cash and due from banks, federal funds sold and other temporary investments. Liquid assets totaled \$99,295,000 on December 31, 2013, compared with \$169,650,000 on December 31, 2012. In each of these two years, deposit and borrowing activity has generally been adequate to support asset activity.

The sources of funds for dividends paid by the Company are dividends received from the Bank and liquid funds held by the Company. The Company and the Bank are regulated enterprises and their abilities to pay dividends are subject to regulatory review and restriction. Certain regulatory and statutory restrictions exist regarding dividends, loans and advances from the Bank to the Company. Generally, the Bank has the ability to pay dividends to the Company subject to minimum regulatory capital requirements.

**Capital Adequacy**

Total stockholders' equity was \$176,472,000 at December 31, 2013, compared with \$179,990,000 at December 31, 2012. The Company's stockholders' equity decreased primarily as a result of an increase in other comprehensive loss, net of taxes, and dividends paid, offset somewhat by earnings. Other comprehensive loss, net of taxes, increased as a result of an increase in unrealized losses on securities available-for-sale and securities transferred from available-for-sale to held-to-maturity, offset, somewhat, by a decrease in the additional pension liability, net of taxes. Unrealized losses increased as a result of increases in interest rates. During the third quarter of 2013, \$987,037,000 of securities available-for-sale with unrealized losses of \$25,333,000 million were transferred to securities held-to-maturity. This was done in response to rising interest rates. The additional pension liability decreased mainly as a result of an increase in pension assets and decrease in the projected benefit obligation on the defined benefit pension plan.





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Federal banking regulators have issued risk-based capital guidelines, which assign risk factors to asset categories and off-balance-sheet items. The current guidelines require a Tier 1 capital-to-risk assets ratio of at least 4.00% and a total capital-to-risk assets ratio of at least 8.00%. The Company and the Bank exceeded these requirements with a Tier 1 capital-to-risk assets ratio of 13.67% and 12.66%, respectively, and total capital-to-risk assets ratio of 14.92% and 13.91%, respectively, at December 31, 2013. Additionally, federal banking regulators have issued leverage ratio guidelines, which supplement the risk-based capital guidelines. The minimum leverage ratio requirement applicable to the Company is 4.00%; and at December 31, 2013, the Company and the Bank exceeded this requirement with leverage ratios of 6.50% and 6.00%, respectively.

**Contractual Obligations, Commitments, and Contingencies**

The Company has entered into contractual obligations and commitments. The following tables summarize the Company's contractual cash obligations and other commitments at December 31, 2013.

**Contractual Obligations and Commitments by Maturity (dollars in thousands)**

|   | Total      | Payments Due By Period |                          |                           |                     |
|---|------------|------------------------|--------------------------|---------------------------|---------------------|
|   |            | Less Than<br>One Year  | One to<br>Three<br>Years | Three to<br>Five<br>Years | After Five<br>Years |
| <b>CONTRACTUAL OBLIGATIONS</b>            |            |                        |                          |                           |                     |
| <b>FHLBB advances</b>                     | \$ 255,000 | \$ 53,000              | \$ 74,500                | \$ 77,000                 | \$ 50,500           |
| <b>Subordinated debentures</b>            | 36,083     |                        |                          |                           | 36,083              |
| <b>Retirement benefit obligations</b>     | 32,179     | 2,200                  | 5,026                    | 6,601                     | 18,352              |
| <b>Lease obligations</b>                  | 10,655     | 2,070                  | 3,499                    | 2,270                     | 2,816               |
| <b>Customer repurchase agreements</b>     | 214,440    | 214,440                |                          |                           |                     |
| <b>Total contractual cash obligations</b> | \$ 548,357 | \$ 271,710             | \$ 83,025                | \$ 85,871                 | \$ 107,751          |

|   | Total      | Amount of Commitment Expiring By Period |                          |                           |                     |
|---|------------|---|--------------------------|---------------------------|---------------------|
|   |            | Less Than<br>One Year                   | One to<br>Three<br>Years | Three to<br>Five<br>Years | After Five<br>Years |
| <b>OTHER COMMITMENTS</b>                        |            |   |                          |                           |                     |
| <b>Lines of credit</b>                          | \$ 249,941 | \$ 24,287                               | \$ 96,589                | \$ 10,958                 | \$ 118,107          |
| <b>Standby and commercial letters of credit</b> | 7,930      | 7,631                                   | 69                       | 25                        | 205                 |
| <b>Other commitments</b>                        | 28,149     | 7,301                                   | 1,700                    | 600                       | 18,548              |
| <b>Total commitments</b>                        | \$ 286,020 | \$ 39,219                               | \$ 98,358                | \$ 11,583                 | \$ 136,860          |

**Financial Instruments with Off-Balance-Sheet Risk**

The Company is party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments primarily include commitments to originate and sell loans, standby letters of credit, unused lines of credit and unadvanced portions of construction loans. The instruments involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the consolidated balance sheet. The contract or notional amounts of those instruments reflect the extent of involvement the Company has in these particular classes of financial instruments.

**Table of Contents****Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

The Company's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for loan commitments, standby letters of credit and unadvanced portions of construction loans is represented by the contractual amount of those instruments. The Company uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments. Financial instruments with off-balance-sheet risk at December 31 are as follows:

| <b>Contract or Notional Amount<br/>(dollars in thousands)</b>       | <b>2013</b> | <b>2012</b> |
|---|-------------|-------------|
| Financial instruments whose contract amount represents credit risk: |             |             |
| Commitments to originate 1-4 family mortgages                       | \$ 3,373    | \$ 13,580   |
| Standby and commercial letters of credit                            | 7,930       | 8,411       |
| Unused lines of credit  | 249,941     | 217,246     |
| Unadvanced portions of construction loans                           | 7,026       | 17,609      |
| Unadvanced portions of other loans                                  | 17,750      | 4,872       |

Commitments to originate loans, unadvanced portions of construction loans and unused letters of credit are generally agreements to lend to a customer, provided there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Company evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Company upon extension of credit, is based on management's credit evaluation of the borrower.

Standby letters of credit are conditional commitments issued by the Company to guarantee the performance by a customer to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The fair value of standby letters of credit was \$69,000 and \$36,000 for 2013 and 2012, respectively.

**Recent Accounting Developments**

In February 2013, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2013-01, *Clarifying the Scope of Disclosures about Offsetting Assets and Liabilities*. This ASU clarifies the scope of offsetting disclosure requirements in ASU 2011-11, Balance Sheet (Topic 210): *Disclosures about Offsetting Assets and Liabilities*. Under ASU 2013-01, the disclosure requirements would apply to derivative instruments accounted for in accordance with ASC 815, including bifurcated embedded derivatives, repurchase agreements and reverse repurchase agreements, and securities borrowing and securities lending arrangements that are either offset on the balance sheet or subject to an enforceable master netting arrangement or similar agreement. Entities with other types of financial assets and financial liabilities subject to a master netting arrangement or similar agreement also are affected because these amendments make them no longer subject to the disclosure requirements in ASU No. 2011-11. Effective January 1, 2013, companies are required to disclose (a) gross amounts of recognized assets and liabilities; (b) gross amounts offset in the statement of financial position; (c) net amounts of assets and liabilities presented in the statement of financial position; (d) gross amount subject to enforceable master netting agreement not offset in the statements of financial position; and (e) net amounts after deducting (d) from (c). The disclosure should be presented in tabular format (unless another format is more appropriate) separately for assets and liabilities. The intent of the new disclosure is to enable users of financial statements to understand the effect of those arrangements on its financial position and to allow investors to better compare financial statements prepared under GAAP with financial statements prepared under International Financial Reporting Standards. The Company implemented the provisions of ASU 2011-11 as of January 1, 2013. The adoption of this pronouncement did not have a material effect on the consolidated financial statements.

In February 2013, the FASB issued ASU 2013-02, Comprehensive Income (Topic 220) Reporting of Amounts Reclassified Out of Accumulated Other Comprehensive Income. ASU 2013-02 requires an entity to report the effect of significant reclassifications out of accumulated other comprehensive income on the respective

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**Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)**

line items in net income or as a separate disclosure in the notes to the financial statements. The new standard is effective for annual periods beginning January 1, 2013, and interim periods within those annual periods. The Company has presented a separate footnote (Note 13) as a result of this pronouncement.

In July 2013, the FASB issued ASU 2013-10, *Inclusion of the Fed Funds Effective Swap Rate (or Overnight Index Swap Rate) as a Benchmark Interest Rate for Hedge Accounting Purposes*. This ASU amends ASC 815 to allow entities to use the Fed Funds Effective Swap Rate, in addition to U.S. Treasury rates and LIBOR, as a benchmark interest rate in accounting for fair value and cash flow hedges in the United States. This ASU also eliminates the provision from ASC 815-20-25-6 that prohibits the use of different benchmark rates for similar hedges except in rate and justifiable circumstances. This ASU is effective prospectively for qualifying new hedging relationship entered into on or after July 17, 2013, and for hedging relationship redesignated on or after that day. As of December 31, 2013, the Company did not have any fair value and cash flow hedges. The adoption of ASU No. 2013-10 did not have a material impact on the Company's financial statements.

In July 2013, the FASB issued ASU No. 2013-11, *Presentation of an Unrecognized Tax Benefit When a Net Operating Loss Carryforward, a Similar Tax Loss, or a Tax Credit Carryforward Exists*. This ASU provides guidance on financial statement presentation of unrecognized tax benefits ( UTBs ) when a net operating loss ( NOL ) carryforward, a similar tax loss, or a tax credit carryforward exists. The FASB's objective in issuing this ASU is to eliminate diversity in practice resulting from a lack of guidance on this topic in current U.S. GAAP. Under this ASU, an entity must present a UTB, or a portion of a UTB, in the financial statements as a reduction to a deferred tax asset ( DTA ) for an NOL carryforward, a similar tax loss, or a tax credit carryforward except when: (a) an NOL carryforward, a similar tax loss, or a tax credit carryforward is not available as of the reporting date under the governing tax law to settle taxes that would result from the disallowance of the tax position; (b) the entity does not intend to use the DTA for this purpose (provided that the tax law permits a choice). If either of these conditions exists, an entity should present a UTB in the financial statements as a liability and should not net the UTB with a DTA. New recurring disclosures are not required because the ASU does not affect the recognition or measurement of uncertain tax positions under ASC 740. This amendment does not affect the amounts public entities disclose in the tabular reconciliation of the total amounts of UTBs because the tabular reconciliation presents the gross amount of UTBs. This ASU is effective for fiscal years beginning after December 15, 2013, and interim periods within those years. The amendments should be applied to all UTBs that exist as of the effective date. Entities may choose to apply the amendments retrospectively to each prior reporting period presented. As of December 31, 2013, the Company did not have a UTB. Management will assess the applicability of this ASU after it becomes effective in the first quarter of 2014.

**Table of Contents****Consolidated Balance Sheets**

| December 31,<br>(dollars in thousands except share data)  | 2013         | 2012         |
|---|--------------|--------------|
| <b>ASSETS</b>   |              |              |
| Cash and due from banks (Note 2)  | \$ 59,956    | \$ 53,646    |
| Federal funds sold and interest-bearing deposits in other banks   | 34,722       | 98,637       |
| Total cash and cash equivalents   | 94,678       | 152,283      |
| Short-term investments  | 4,617        | 17,367       |
| Securities available-for-sale, amortized cost \$465,943 in 2013 and \$1,414,595 in 2012 (Notes 3, 9 and 11)   | 464,245      | 1,434,801    |
| Securities held-to-maturity, fair value \$1,464,449 in 2013 and \$281,924 in 2012 (Notes 4 and 11)  | 1,487,884    | 275,507      |
| Federal Home Loan Bank of Boston, stock at cost   | 18,072       | 15,146       |
| Loans, net (Note 5)   | 1,264,763    | 1,111,788    |
| Less: allowance for loan losses (Note 6)  | 20,941       | 19,197       |
| Net loans   | 1,243,822    | 1,092,591    |
| Bank premises and equipment (Note 7)  | 23,400       | 23,899       |
| Accrued interest receivable   | 6,539        | 5,811        |
| Prepaid FDIC assessments  |              | 2,773        |
| Other assets (Notes 8 and 16)   | 87,897       | 66,031       |
| Total assets  | \$ 3,431,154 | \$ 3,086,209 |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>   |              |              |
| Demand deposits   | \$ 475,862   | \$ 438,429   |
| Savings and NOW deposits  | 992,796      | 933,316      |
| Money market accounts   | 864,957      | 653,345      |
| Time deposits (Note 10)   | 382,224      | 419,983      |
| Total deposits  | 2,715,839    | 2,445,073    |
| Securities sold under agreements to repurchase (Note 11)  | 214,440      | 191,390      |
| Other borrowed funds (Note 12)  | 255,144      | 195,144      |
| Subordinated debentures (Note 12)   | 36,083       | 36,083       |
| Other liabilities   | 33,176       | 38,529       |
| Total liabilities   | 3,254,682    | 2,906,219    |
| Commitments and contingencies (Notes 7, 18 and 19)  |              |              |
| Stockholders' equity (Note 15):   |              |              |
| Preferred Stock \$1.00 par value; 100,000 shares authorized; no shares issued and outstanding   |              |              |
| Common stock, Class A,<br>\$1.00 par value per share; authorized 10,000,000 shares; issued 3,580,404 shares in 2013 and 3,568,079<br>shares in 2012 | 3,580        | 3,568        |
| Common stock, Class B,<br>\$1.00 par value per share; authorized 5,000,000 shares; issued 1,976,180 shares in 2013 and 1,986,880 shares<br>in 2012  | 1,976        | 1,986        |
| Additional paid-in capital  | 11,932       | 11,891       |
| Retained earnings   | 180,747      | 162,892      |
|   | 198,235      | 180,337      |
| Unrealized gains (losses) on securities available-for-sale, net of taxes  | (1,045)      | 12,330       |
| Unrealized losses on securities transferred to held-to-maturity, net of taxes   | (13,667)     |              |
| Pension liability, net of taxes   | (7,051)      | (12,677)     |

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|   |              |              |
|---|--------------|--------------|
| Total accumulated other comprehensive loss, net of taxes (Notes 3, 13 and 15) | (21,763)     | (347)        |
| Total stockholders' equity  | 176,472      | 179,990      |
| Total liabilities and stockholders' equity                                    | \$ 3,431,154 | \$ 3,086,209 |

See accompanying Notes to Consolidated Financial Statements.

**Table of Contents****Consolidated Statements of Income**

| <b>Year Ended December 31,<br/>(dollars in thousands except share data)</b>             | <b>2013</b>      | <b>2012</b>      | <b>2011</b>      |
|---|------------------|------------------|------------------|
| <b>INTEREST INCOME</b>  |                  |                  |                  |
| Loans, taxable  | \$ 33,214        | \$ 34,983        | \$ 36,772        |
| Loans, non-taxable  | 16,082           | 16,432           | 11,324           |
| Securities available-for-sale, taxable  | 13,024           | 22,286           | 22,782           |
| Securities available-for-sale, non-taxable  | 286              | 340              | 211              |
| Federal Home Loan Bank of Boston dividends  | 59               | 77               | 46               |
| Securities held-to-maturity   | 16,615           | 6,746            | 5,816            |
| Federal funds sold, interest-bearing deposits in other banks and short-term investments | 485              | 630              | 1,114            |
| <b>Total interest income</b>  | <b>79,765</b>    | <b>81,494</b>    | <b>78,065</b>    |
| <b>INTEREST EXPENSE</b>   |                  |                  |                  |
| Savings and NOW deposits  | 2,585            | 2,250            | 2,539            |
| Money market accounts   | 2,472            | 2,373            | 2,706            |
| Time deposits   | 4,777            | 6,250            | 9,356            |
| Securities sold under agreements to repurchase  | 361              | 367              | 379              |
| Other borrowed funds and subordinated debentures  | 8,610            | 8,300            | 7,786            |
| <b>Total interest expense</b>   | <b>18,805</b>    | <b>19,540</b>    | <b>22,766</b>    |
| <b>Net interest income</b>  | <b>60,960</b>    | <b>61,954</b>    | <b>55,299</b>    |
| Provision for loan losses (Note 6)  | 2,710            | 4,150            | 4,550            |
| <b>Net interest income after provision for loan losses</b>                              | <b>58,250</b>    | <b>57,804</b>    | <b>50,749</b>    |
| <b>OTHER OPERATING INCOME</b>   |                  |                  |                  |
| Service charges on deposit accounts   | 8,113            | 7,880            | 7,885            |
| Lockbox fees  | 3,079            | 2,930            | 2,770            |
| Brokerage commissions   | 257              | 364              | 441              |
| Net gains on sales of securities  | 3,019            | 1,843            | 1,940            |
| Net gains on sales of loans   | 1,564            | 297              | 660              |
| Other income  | 2,583            | 2,551            | 2,544            |
| <b>Total other operating income</b>   | <b>18,615</b>    | <b>15,865</b>    | <b>16,240</b>    |
| <b>OPERATING EXPENSES</b>   |                  |                  |                  |
| Salaries and employee benefits (Note 17)  | 35,244           | 32,943           | 29,630           |
| Occupancy   | 5,000            | 4,695            | 4,411            |
| Equipment   | 2,298            | 2,255            | 2,235            |
| FDIC assessments  | 1,790            | 1,737            | 2,025            |
| Other (Note 20)   | 11,480           | 11,608           | 10,441           |
| <b>Total operating expenses</b>   | <b>55,812</b>    | <b>53,238</b>    | <b>48,742</b>    |
| <b>Income before income taxes</b>   | <b>21,053</b>    | <b>20,431</b>    | <b>18,247</b>    |
| Provision for income taxes (Note 16)  | 1,007            | 1,392            | 1,554            |
| <b>Net income</b>   | <b>\$ 20,046</b> | <b>\$ 19,039</b> | <b>\$ 16,693</b> |
| <b>SHARE DATA (Note 14)</b>   |                  |                  |                  |
| Weighted average number of shares outstanding, basic Class A                            | 3,575,683        | 3,557,693        | 3,543,233        |

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|  |                  |           |           |
|--|------------------|-----------|-----------|
| Class B  | <b>1,980,855</b> | 1,990,474 | 1,997,411 |
| Weighted average number of shares outstanding, diluted |                  |           |           |
| Class A  | <b>5,557,693</b> | 5,549,191 | 5,541,794 |
| Class B  | <b>1,980,855</b> | 1,990,474 | 1,997,411 |
| Basic earnings per share                               |                  |           |           |
| Class A  | \$ <b>4.39</b>   | \$ 4.18   | \$ 3.68   |
| Class B  | \$ <b>2.19</b>   | \$ 2.09   | \$ 1.84   |
| Diluted earnings per share                             |                  |           |           |
| Class A  | \$ <b>3.61</b>   | \$ 3.43   | \$ 3.01   |
| Class B  | \$ <b>2.19</b>   | \$ 2.09   | \$ 1.84   |

See accompanying Notes to Consolidated Financial Statements.

**Table of Contents****Consolidated Statements of Comprehensive Income**

| <b>Year Ended December 31,<br/>(dollars in thousands)</b>                         | <b>2013</b>       | <b>2012</b>      | <b>2011</b>      |
|---|-------------------|------------------|------------------|
| <b>NET INCOME</b>   | <b>\$ 20,046</b>  | <b>\$ 19,039</b> | <b>\$ 16,693</b> |
| Other comprehensive income (loss), net of tax:                                    |                   |                  |                  |
| Unrealized (losses) gains on securities:  |                   |                  |                  |
| Unrealized holding (losses) gains arising during period                           | <b>(25,909)</b>   | 5,854            | 6,666            |
| Less: reclassification adjustment for gains included in net income                | <b>(3,019)</b>    | (1,843)          | (1,940)          |
| Total unrealized (losses) gains on securities                                     | <b>(28,928)</b>   | 4,011            | 4,726            |
| Accretion of net unrealized losses transferred during period                      | <b>1,886</b>      |                  |                  |
| Defined benefit pension plans:  |                   |                  |                  |
| Pension liability adjustment:   |                   |                  |                  |
| Net gain (loss)   | <b>4,932</b>      | (2,488)          | (4,047)          |
| Amortization of prior service cost and loss included in net periodic benefit cost | <b>694</b>        | 649              | 380              |
| Total pension liability adjustment  | <b>5,626</b>      | (1,839)          | (3,667)          |
| Other comprehensive (loss) income   | <b>(21,416)</b>   | 2,172            | 1,059            |
| Comprehensive income (loss)   | <b>\$ (1,370)</b> | <b>\$ 21,211</b> | <b>\$ 17,752</b> |

See accompanying Notes to Consolidated Financial Statements.



**Table of Contents****Consolidated Statements of Changes in Stockholders Equity**

|  | <b>Class A<br/>Common<br/>Stock</b> | <b>Class B<br/>Common<br/>Stock</b> | <b>Additional<br/>Paid-in<br/>Capital</b> | <b>Retained<br/>Earnings</b> | <b>Accumulated<br/>Other<br/>Comprehensive<br/>Loss</b> | <b>Total<br/>Stockholders<br/>Equity</b> |
|--|-------------------------------------|-------------------------------------|---|------------------------------|---|--|
| <b>(dollars in thousands except share data)</b>  |                                     |                                     |   |                              |   |  |
| BALANCE, DECEMBER 31, 2010   | \$ 3,529                            | \$ 2,011                            | \$ 11,537                                 | \$ 131,526                   | \$ (3,578)  | \$ 145,025                               |
| Net income   |                                     |                                     |   | 16,693                       |   | 16,693                                   |
| Other comprehensive income, net of tax:  |                                     |                                     |   |                              |   |  |
| Unrealized holding gains arising during period, net of \$3,143 in taxes and \$1,940 in realized net gains  |                                     |                                     |   |                              | 4,726   | 4,726                                    |
| Pension liability adjustment, net of \$2,439 in taxes  |                                     |                                     |   |                              | (3,667)   | (3,667)                                  |
| Conversion of Class B Common Stock to Class A Common Stock, 17,000 shares                                  | 17                                  | (17)                                |   |                              |   |  |
| Stock options exercised, 2,450 shares  | 2                                   |                                     | 50  |                              |   | 52                                       |
| Cash dividends, Class A Common Stock, \$0.48 per share   |                                     |                                     |   | (1,701)                      |   | (1,701)                                  |
| Cash dividends, Class B Common Stock, \$0.24 per share   |                                     |                                     |   | (479)                        |   | (479)                                    |
| BALANCE, DECEMBER 31, 2011   | \$ 3,548                            | \$ 1,994                            | \$ 11,587                                 | \$ 146,039                   | \$ (2,519)  | \$ 160,649                               |
| Net income   |                                     |                                     |   | 19,039                       |   | 19,039                                   |
| Other comprehensive income, net of tax:  |                                     |                                     |   |                              |   |  |
| Unrealized holding gains arising during period, net of \$2,491 in taxes and \$1,843 in realized net gains  |                                     |                                     |   |                              | 4,011   | 4,011                                    |
| Pension liability adjustment, net of \$1,223 in taxes  |                                     |                                     |   |                              | (1,839)   | (1,839)                                  |
| Conversion of Class B Common Stock to Class A Common Stock, 7,500 shares                                   | 8                                   | (8)                                 |   |                              |   |  |
| Stock options exercised, 12,262 shares   | 12                                  |                                     | 292                                       |                              |   | 304                                      |
| Cashless stock options exercised, 6,750 shares   |                                     |                                     | 12  |                              |   | 12                                       |
| Cash dividends, Class A Common Stock, \$0.48 per share   |                                     |                                     |   | (1,708)                      |   | (1,708)                                  |
| Cash dividends, Class B Common Stock, \$0.24 per share   |                                     |                                     |   | (478)                        |   | (478)                                    |
| BALANCE, DECEMBER 31, 2012   | \$ 3,568                            | \$ 1,986                            | \$ 11,891                                 | \$ 162,892                   | \$ (347)  | \$ 179,990                               |
| Net income   |                                     |                                     |   | 20,046                       |   | 20,046                                   |
| Other comprehensive income, net of tax:  |                                     |                                     |   |                              |   |  |
| Unrealized holding losses arising during period, net of \$8,527 in taxes and \$3,019 in realized net gains |                                     |                                     |   |                              | (13,375)  | (13,375)                                 |
| Unrealized losses on securities transferred to held-to-maturity, net of \$9,781 in taxes                   |                                     |                                     |   |                              | (15,553)  | (15,553)                                 |
| Accretion of net unrealized losses transferred during the period, net of \$1,191 in taxes                  |                                     |                                     |   |                              | 1,886   | 1,886                                    |
| Pension liability adjustment, net of \$3,741 in taxes  |                                     |                                     |   |                              | 5,626   | 5,626                                    |
| Conversion of Class B Common Stock to Class A Common Stock, 10,700 shares                                  | 10                                  | (10)                                |   |                              |   |  |
| Stock options exercised, 1,625 shares  | 2                                   |                                     | 41  |                              |   | 43                                       |
| Cash dividends, Class A Common Stock, \$0.48 per share   |                                     |                                     |   | (1,716)                      |   | (1,716)                                  |
| Cash dividends, Class B Common Stock, \$0.24 per share   |                                     |                                     |   | (475)                        |   | (475)                                    |
| BALANCE, DECEMBER 31, 2013   | \$ 3,580                            | \$ 1,976                            | \$ 11,932                                 | \$ 180,747                   | \$ (21,763)   | \$ 176,472                               |

See accompanying Notes to Consolidated Financial Statements.



**Table of Contents****Consolidated Statements of Cash Flows**

| Year Ended December 31,<br>(dollars in thousands)                                 | 2013             | 2012              | 2011              |
|---|------------------|-------------------|-------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>                                      |                  |                   |                   |
| Net income  | \$ 20,046        | \$ 19,039         | \$ 16,693         |
| Adjustments to reconcile net income to net cash provided by operating activities: |                  |                   |                   |
| Mortgage loans originated for sale  | (82,395)         | (20,149)          | (22,664)          |
| Proceeds from mortgage loans sold   | 93,337           | 14,457            | 19,697            |
| Gain on sales of mortgage loans held for sale                                     | (1,564)          | (297)             | (422)             |
| Gain on sale of loans   |                  |                   | (238)             |
| Gain on sale of fixed assets  | (1)              | (1)               |                   |
| Net gains on sales of securities  | (3,019)          | (1,843)           | (1,940)           |
| Provision for loan losses   | 2,710            | 4,150             | 4,550             |
| Deferred tax benefit  | (2,929)          | (2,104)           | (953)             |
| Net depreciation and amortization   | 5,358            | 6,445             | 5,558             |
| (Increase) decrease in accrued interest receivable                                | (728)            | 211               | 579               |
| Decrease in prepaid FDIC assessments  | 2,773            | 1,562             | 1,794             |
| (Gain) loss on sales of other real estate owned                                   |                  | (1)               | 8                 |
| Write down of other real estate owned   |                  |                   | 117               |
| Increase in other assets  | (5,693)          | (3,113)           | (4,456)           |
| Increase in other liabilities   | 4,043            | 1,070             | 503               |
| <b>Net cash provided by operating activities</b>                                  | <b>31,938</b>    | <b>19,426</b>     | <b>18,826</b>     |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>                                      |                  |                   |                   |
| Proceeds from maturities of short-term investments                                | 22,367           | 38,397            | 121,106           |
| Purchase of short-term investments  | (9,617)          | (37,413)          | (25,539)          |
| Proceeds from call of Federal Home Loan Bank of Boston stock                      | 284              | 385               |                   |
| Purchase of Federal Home Loan Bank of Boston stock                                | (3,210)          |                   |                   |
| Proceeds from calls/maturities of securities available-for-sale                   | 256,420          | 532,734           | 722,403           |
| Proceeds from sales of securities available-for-sale                              | 224,045          | 294,881           | 75,615            |
| Purchase of securities available-for-sale   | (543,072)        | (998,955)         | (1,140,194)       |
| Proceeds from calls/maturities of securities held-to-maturity                     | 121,121          | 88,628            | 119,315           |
| Purchase of securities held-to-maturity   | (344,455)        | (185,346)         | (68,863)          |
| Proceeds from sales of loans  |                  |                   | 4,000             |
| Net increase in loans   | (163,275)        | (123,183)         | (82,793)          |
| Proceeds from sales of other real estate owned                                    |                  | 1,584             | 802               |
| Proceeds from sales of fixed assets   |                  | 1                 |                   |
| Capital expenditures  | (1,819)          | (4,300)           | (2,692)           |
| <b>Net cash used in investing activities</b>                                      | <b>(441,211)</b> | <b>(392,587)</b>  | <b>(276,840)</b>  |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>                                      |                  |                   |                   |
| Net (decrease) increase in time deposit accounts                                  | (37,759)         | (13,518)          | 16,241            |
| Net increase in demand, savings, money market and NOW deposits                    | 308,525          | 334,007           | 206,320           |
| Net proceeds from the exercise of stock options                                   | 43               | 304               | 52                |
| Cash dividends  | (2,191)          | (2,186)           | (2,180)           |
| Net increase in securities sold under agreements to repurchase                    | 23,050           | 48,070            | 34,770            |
| Net increase (decrease) in other borrowed funds                                   | 60,000           | (48,999)          | 22,025            |
| <b>Net cash provided by financing activities</b>                                  | <b>351,668</b>   | <b>317,678</b>    | <b>277,228</b>    |
| <b>Net (decrease) increase in cash and cash equivalents</b>                       | <b>(57,605)</b>  | <b>(55,483)</b>   | <b>19,214</b>     |
| Cash and cash equivalents at beginning of year                                    | 152,283          | 207,766           | 188,552           |
| <b>Cash and cash equivalents at end of year</b>                                   | <b>\$ 94,678</b> | <b>\$ 152,283</b> | <b>\$ 207,766</b> |

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:

Cash paid during the year for:

|   |                    |           |           |
|---|--------------------|-----------|-----------|
| Interest  | <b>\$ 18,812</b>   | \$ 19,597 | \$ 22,799 |
| Income taxes  | <b>4,008</b>       | 3,348     | 3,109     |
| Change in unrealized gains on securities available-for-sale, net of taxes               | <b>\$ (13,375)</b> | \$ 4,011  | \$ 4,726  |
| Change in unrealized losses on securities transferred to held-to-maturity, net of taxes | <b>(13,667)</b>    |           |           |
| Pension liability adjustment, net of taxes  | <b>5,626</b>       | (1,839)   | (3,667)   |
| Transfer of loans to other real estate owned  |                    | 400       | 2,110     |
| Transfer of securities available-for-sale to held-to-maturity                           | <b>987,037</b>     |           |           |

See accompanying Notes to Consolidated Financial Statements.

**Table of Contents****Notes to Consolidated Financial Statements****1. Summary of Significant Accounting Policies*****BASIS OF FINANCIAL STATEMENT PRESENTATION***

The consolidated financial statements include the accounts of Century Bancorp, Inc. (the Company) and its wholly owned subsidiary, Century Bank and Trust Company (the Bank). The consolidated financial statements also include the accounts of the Bank's wholly owned subsidiaries, Century Subsidiary Investments, Inc. (CSII), Century Subsidiary Investments, Inc. II (CSII II), Century Subsidiary Investments, Inc. III (CSII III) and Century Financial Services Inc. (CFSI). CSII, CSII II, and CSII III are engaged in buying, selling and holding investment securities. CFSI has the power to engage in financial agency, securities brokerage, and investment and financial advisory services and related securities credit. The Company also owns 100% of Century Bancorp Capital Trust II (CBCT II). The entity is an unconsolidated subsidiary of the Company.

All significant intercompany accounts and transactions have been eliminated in consolidation. The Company provides a full range of banking services to individual, business and municipal customers in Massachusetts. As a bank holding company, the Company is subject to the regulation and supervision of the Federal Reserve Board. The Bank, a state chartered financial institution, is subject to supervision and regulation by applicable state and federal banking agencies, including the Federal Reserve Board, the Federal Deposit Insurance Corporation (the FDIC) and the Commonwealth of Massachusetts Commissioner of Banks. The Bank is also subject to various requirements and restrictions under federal and state law, including requirements to maintain reserves against deposits, restrictions on the types and amounts of loans that may be granted and the interest that may be charged thereon, and limitations on the types of investments that may be made and the types of services that may be offered. Various consumer laws and regulations also affect the operations of the Bank. In addition to the impact of regulation, commercial banks are affected significantly by the actions of the Federal Reserve Board as it attempts to control the money supply and credit availability in order to influence the economy. All aspects of the Company's business are highly competitive. The Company faces aggressive competition from other lending institutions and from numerous other providers of financial services. The Company has one reportable operating segment.

The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America and general practices within the banking industry. In preparing the financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the balance sheet and revenues and expenses for the period. Actual results could differ from those estimates.

Material estimates that are susceptible to change in the near term relate to the allowance for loan losses. Management believes that the allowance for loan losses is adequate based on independent appraisals and review of other factors, including historical charge-off rates with additional allocations based on risk factors for each category and general economic factors. While management uses available information to recognize loan losses, future additions to the allowance for loan losses may be necessary based on changes in economic conditions. In addition, regulatory agencies periodically review the Company's allowance for loan losses. Such agencies may require the Company to recognize additions to the allowance for loan losses based on their judgments about information available to them at the time of their examination. Certain reclassifications are made to prior-year amounts whenever necessary to conform with the current-year presentation.

***FAIR VALUE MEASUREMENTS***

The Company follows FASB ASC 820-10, Fair Value Measurements and Disclosures, (formerly SFAS 157, Fair Value Measurements, ) which among other things, requires enhanced disclosures about assets and liabilities carried at fair value. ASC 820-10 establishes a hierarchical disclosure framework associated with the level of pricing observability utilized in measuring financial instruments at fair value. The three broad levels of the hierarchy are as follows:

Level I Quoted prices are available in active markets for identical assets or liabilities as of the reported date. The type of financial instruments included in Level I are highly liquid cash instruments with quoted prices, such as G-7 government, agency securities, listed equities and money market securities, as well as listed derivative instruments.

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**Notes to Consolidated Financial Statements (Continued)**

Level II Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reported date. The nature of these financial instruments includes cash instruments for which quoted prices are available but traded less frequently, derivative instruments whose fair value has been derived using a model where inputs to the model are directly observable in the market or can be derived principally from or corroborated by observable market data, and instruments that are fair valued using other financial instruments, the parameters of which can be directly observed. Instruments that are generally included in this category are corporate bonds and loans, mortgage whole loans, municipal bonds and over the counter ( OTC ) derivatives.

Level III These instruments have little to no pricing observability as of the reported date. These financial instruments do not have two-way markets and are measured using management's best estimate of fair value, where the inputs into the determination of fair value require significant management judgment or estimation. Instruments that are included in this category generally include certain commercial mortgage loans, certain private equity investments, distressed debt, and noninvestment grade residual interests in securitizations as well as certain highly structured OTC derivative contracts.

***CASH AND CASH EQUIVALENTS***

For purposes of reporting cash flows, cash equivalents include highly liquid assets with an original maturity of three months or less. Highly liquid assets include cash and due from banks, federal funds sold and certificates of deposit.

***SHORT-TERM INVESTMENTS***

As of December 31, 2013 and 2012, short-term investments include highly liquid certificates of deposit with original maturities of more than 90 days but less than one year.

***INVESTMENT SECURITIES***

Debt securities that the Company has the positive intent and ability to hold to maturity are classified as held-to-maturity and reported at amortized cost; debt and equity securities that are bought and held principally for the purpose of selling are classified as trading and reported at fair value, with unrealized gains and losses included in earnings; and debt and equity securities not classified as either held-to-maturity or trading are classified as available-for-sale and reported at fair value, with unrealized gains and losses excluded from earnings and reported as a separate component of stockholders' equity, net of estimated related income taxes. The Company has no securities held for trading.

Premiums and discounts on investment securities are amortized or accreted into income by use of the level-yield method. If a decline in fair value below the amortized cost basis of an investment is judged to be other-than-temporary, the cost basis of the investment is written down to fair value. The total amount of the impairment charge is recognized in earnings, with an offset for the noncredit component, which is recognized as other comprehensive income. Gains and losses on the sale of investment securities are recognized on the trade date on a specific identification basis.

The transfer of a security between categories of investments shall be accounted for at fair value. For a debt security transferred into the held-to-maturity category from the available-for-sale category, the unrealized holding gain or loss at the date of the transfer shall continue to be reported in a separate component of shareholders' equity but shall be amortized over the remaining life of the security as an adjustment of yield in a manner consistent with the amortization of any premium or discount. The amortization of an unrealized holding gain or loss reported in equity will offset or mitigate the effect on interest income of the amortization of the premium or discount for that held-to-maturity security.

***FEDERAL HOME LOAN BANK STOCK***

The Bank, as a member of the Federal Home Loan Bank of Boston ( FHLBB ) system, is required to maintain an investment in capital stock of the FHLBB. Based on redemption provisions, the stock has no quoted market

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**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

value and is carried at cost. At its discretion, the FHLBB may declare dividends on the stock. The Company reviews for impairment based on the ultimate recoverability of the cost basis of the stock. For the year ended December 31, 2013, the FHLBB reported preliminary net income of \$212.3 million. The FHLBB also declared a dividend equal to an annual yield of 1.49%. As of December 31, 2013, no impairment has been recognized.

***LOANS HELD FOR SALE***

Loans originated and intended for sale in the secondary market are carried at the lower of cost or estimated fair value in the aggregate. Net unrealized losses, if any, are recognized through a valuation allowance by charges to income.

***LOANS***

Interest on loans is recognized based on the daily principal amount outstanding. Accrual of interest is discontinued when loans become ninety days delinquent unless the collateral is sufficient to cover both principal and interest and the loan is in the process of collection. Past-due status is based on contractual terms of the loan. Loans, including impaired loans, on which the accrual of interest has been discontinued, are designated nonaccrual loans. When a loan is placed on nonaccrual, all income that has been accrued but remains unpaid is reversed against current period income, and all amortization of deferred loan costs and fees is discontinued. Nonaccrual loans may be returned to an accrual status when principal and interest payments are not delinquent or the risk characteristics of the loan have improved to the extent that there no longer exists a concern as to the collectibility of principal and interest. Income received on nonaccrual loans is either recorded in income or applied to the principal balance of the loan, depending on management's evaluation as to the collectibility of principal.

Loan origination fees and related direct loan origination costs are offset, and the resulting net amount is deferred and amortized over the life of the related loans using the level-yield method. Prepayments are not initially considered when amortizing premiums and discounts.

The Bank measures impairment for impaired loans at either the fair value of the loan, the present value of the expected future cash flows discounted at the loan's effective interest rate or the fair value of the collateral if the loan is collateral dependent. This method applies to all loans, uncollateralized as well as collateralized, except large groups of smaller-balance homogeneous loans such as residential real estate and consumer loans that are collectively evaluated for impairment and loans that are measured at fair value. For collateral dependent loans, the amount of the recorded investment in a loan that exceeds the fair value of the collateral is charged-off against the allowance for loan losses in lieu of an allocation of a specific allowance when such an amount has been identified definitively as uncollectible. Management considers the payment status, net worth and earnings potential of the borrower, and the value and cash flow of the collateral as factors to determine if a loan will be paid in accordance with its contractual terms. Management does not set any minimum delay of payments as a factor in reviewing for impaired classification. Loans are charged-off when management believes that the collectibility of the loan's principal is not probable. The specific factors that management considers in making the determination that the collectibility of the loan's principal is not probable include the delinquency status of the loan, the fair value of the collateral, if secured, and, the financial strength of the borrower and/or guarantors. In addition, criteria for classification of a loan as in-substance foreclosure has been modified so that such classification need be made only when a lender is in possession of the collateral. The Bank measures the impairment of troubled debt restructurings using the pre-modification rate of interest.

***TRANSFERS OF FINANCIAL ASSETS***

Transfers of financial assets, typically residential mortgages and loan participations for the Company, are accounted for as sales when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when (1) the assets have been isolated from the Company, (2) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets, and (3) the Company does not maintain effective control over the transferred assets.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)*****ACQUIRED LOANS***

In accordance with FASB ASC 310-30, *Loans and Debt Securities Acquired with Deteriorated Credit Quality* (formerly Statement of Position ( SOP ) No. 03-3, *Accounting for Certain Loans or Debt Securities Acquired in a Transfer* ) the Company reviews acquired loans for differences between contractual cash flows and cash flows expected to be collected from the Company's initial investment in the acquired loans to determine if those differences are attributable, at least in part, to credit quality. If those differences are attributable to credit quality, the loan's contractually required payments received in excess of the amount of its cash flows expected at acquisition, or nonaccretable discount, is not accreted into income. FASB ASC 310-30 requires that the Company recognize the excess of all cash flows expected at acquisition over the Company's initial investment in the loan as interest income using the interest method over the term of the loan. This excess is referred to as accretable discount and is recorded as a reduction of the loan balance.

Loans which, at acquisition, do not have evidence of deterioration of credit quality since origination are outside the scope of FASB ASC 310-30. For such loans, the discount, if any, representing the excess of the amount of reasonably estimable and probable discounted future cash collections over the purchase price, is accreted into interest income using the interest method over the term of the loan. Prepayments are not considered in the calculation of accretion income. Additionally, the discount is not accreted on nonperforming loans.

When a loan is paid off, the excess of any cash received over the net investment is recorded as interest income. In addition to the amount of purchase discount that is recognized at that time, income may include interest owed by the borrower prior to the Company's acquisition of the loan, interest collected if on nonperforming status, prepayment fees and other loan fees.

***NONPERFORMING ASSETS***

In addition to nonperforming loans, nonperforming assets include other real estate owned. Other real estate owned is comprised of properties acquired through foreclosure or acceptance of a deed in lieu of foreclosure. Other real estate owned is recorded initially at estimated fair value less costs to sell. When such assets are acquired, the excess of the loan balance over the estimated fair value of the asset is charged to the allowance for loan losses. An allowance for losses on other real estate owned is established by a charge to earnings when, upon periodic evaluation by management, further declines in the estimated fair value of properties have occurred. Such evaluations are based on an analysis of individual properties as well as a general assessment of current real estate market conditions. Holding costs and rental income on properties are included in current operations, while certain costs to improve such properties are capitalized. Gains and losses from the sale of other real estate owned are reflected in earnings when realized.

***ALLOWANCE FOR LOAN LOSSES***

The allowance for loan losses is based on management's evaluation of the quality of the loan portfolio and is used to provide for losses resulting from loans that ultimately prove uncollectible. In determining the level of the allowance, periodic evaluations are made of the loan portfolio, which takes into account such factors as the character of the loans, loan status, financial posture of the borrowers, value of collateral securing the loans and other relevant information sufficient to reach an informed judgment. The allowance is increased by provisions charged to income and reduced by loan charge-offs, net of recoveries. Management maintains an allowance for loan losses to absorb losses inherent in the loan portfolio. The allowance is based on assessments of the probable estimated losses inherent in the loan portfolio. Management's methodology for assessing the appropriateness of the allowance consists of several key elements, which include the formula allowance, specific allowances, if appropriate, for identified problem loans and the unallocated allowance. Arriving at an appropriate level of allowance for loan losses necessarily involves a high degree of judgment.

While management uses available information in establishing the allowance for loan losses, future adjustments to the allowance may be necessary if economic conditions differ substantially from the assumptions used in making the evaluations. Loans are charged-off in whole or in part when, in management's opinion, collectibility is not probable. The specific factors that management considers in making the determination that



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**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

the collectibility of the loan's principal is not probable include the delinquency status of the loan, the fair value of the collateral and the financial strength of the borrower and/or guarantors. For collateral dependent loans, the amount of the recorded investment in a loan that exceeds the fair value of the collateral is charged-off against the allowance for loan losses in lieu of an allocation of a specific allowance when such an amount has been identified definitively as uncollectible.

The formula allowance evaluates groups of loans to determine the allocation appropriate within each portfolio segment. Individual loans within the commercial and industrial, commercial real estate and real estate construction loan portfolio segments are assigned internal risk ratings to group them with other loans possessing similar risk characteristics. Changes in risk grades affect the amount of the formula allowance. Risk grades are determined by reviewing current collateral value, financial information, cash flow, payment history and other relevant facts surrounding the particular credit. Provisions for losses on the remaining commercial and commercial real estate loans are based on pools of similar loans using a combination of historical net loss experience and qualitative adjustments. For the residential real estate and consumer loan portfolios, the reserves are calculated by applying historical charge-off and recovery experience and qualitative adjustments to the current outstanding balance in each loan category. Loss factors are based on the Company's historical net loss experience as well as regulatory guidelines.

Specific allowances for loan losses entail the assignment of allowance amounts to individual loans on the basis of loan impairment. Certain loans are evaluated individually and are judged to be impaired when management believes it is probable that the Company will not collect all the contractual interest and principal payments as scheduled in the loan agreement. Under this method, loans are selected for evaluation based upon a change in internal risk rating, occurrence of delinquency, loan classification or nonaccrual status. A specific allowance amount is allocated to an individual loan when such loan has been deemed impaired and when the amount of a probable loss is able to be estimated on the basis of: (a) present value of anticipated future cash flows, (b) the loan's observable fair market price or (c) fair value of collateral if the loan is collateral dependent.

The formula allowance and specific allowances also include management's evaluation of various conditions, including business and economic conditions, delinquency trends, charge-off experience and other quality factors.

An unallocated component is maintained to cover uncertainties that could affect management's estimate of probable losses. The unallocated component of the allowance reflects the margin of imprecision inherent in the underlying assumptions used in the methodologies for estimating allocated and general reserves in the portfolio.

Management has identified certain risk factors, which could impact the degree of loss sustained within the portfolio. These include: (a) market risk factors, such as the effects of economic variability on the entire portfolio and (b) unique portfolio risk factors that are inherent characteristics of the Company's loan portfolio. Market risk factors may consist of changes to general economic and business conditions that may impact the Company's loan portfolio customer base in terms of ability to repay and that may result in changes in value of underlying collateral. Unique portfolio risk factors may include industry concentrations and geographic concentrations or trends that may exacerbate losses resulting from economic events which the Company may not be able to fully diversify out of its portfolio.

The qualitative factors are determined based on the various risk characteristics of each loan segment. Risk characteristics relevant to each portfolio segment are as follows:

**Residential real estate** The Company generally does not originate loans with a loan-to-value ratio greater than 80 percent. All loans in this segment are collateralized by owner-occupied residential real estate and repayment is dependent on the credit quality of the individual borrower. The overall health of the economy, including unemployment rates, will have an effect on the credit quality in the segment.

**Commercial real estate** Loans in this segment are primarily income-producing properties. Also included are loans to educational institutions, hospitals and other non-profit organizations. The underlying cash flows generated by the properties are adversely impacted by a downturn in the economy as evidenced by increased vacancy rates, which in turn, will have an effect on the credit quality in this segment. Management monitors the cash flows of these loans.

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**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

**Construction loans** Loans in this segment primarily include real estate development loans for which payment is derived from sale of the property as well as construction projects in which the property will ultimately be used by the borrower. Credit risk is affected by cost overruns, time to sell at an adequate price and market conditions.

**Commercial and industrial loans** Loans in this segment are made to businesses and are generally secured by assets of the business. Repayment is expected from the cash flows of the business. A weakened economy, and resultant decreased consumer spending, will have an effect on the credit quality in this segment.

***BANK PREMISES AND EQUIPMENT***

Bank premises and equipment are stated at cost less accumulated depreciation and amortization. Land is stated at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the assets or the terms of leases, if shorter. It is general practice to charge the cost of maintenance and repairs to operations when incurred; major expenditures for improvements are capitalized and depreciated.

***GOODWILL AND IDENTIFIABLE INTANGIBLE ASSETS***

Goodwill represents the excess of the cost of an acquisition over the fair value of the net assets acquired. Goodwill is not subject to amortization. Identifiable intangible assets consist of core deposit intangibles and are assets resulting from acquisitions that are being amortized over their estimated useful lives. Goodwill and identifiable intangible assets are included in other assets on the consolidated balance sheets. The Company tests goodwill for impairment on an annual basis, or more often if events or circumstances indicate there may be impairment. Goodwill impairment testing is performed at the segment (or reporting unit) level. Currently, the Company's goodwill is evaluated at the entity level as there is only one reporting unit. Goodwill is assigned to reporting units at the date the goodwill is initially recorded. Once goodwill has been assigned to reporting units, it no longer retains its association with a particular acquisition, and all of the activities within a reporting unit, whether acquired or organically grown, are available to support the value of the goodwill.

Goodwill impairment is evaluated by first assessing qualitative factors (events and circumstances) to determine whether it is more likely than not (meaning a likelihood of more than 50 percent) that the fair value of a reporting unit is less than its carrying amount. If, after considering all relevant events and circumstances, an entity determines it is not more likely than not that the fair value of a reporting unit is less than its carrying amount, then performing the two-step impairment test will be unnecessary.

The first step, in the two-step impairment test, used to identify potential impairment, involves comparing each reporting unit's fair value to its carrying value including goodwill. If the fair value of a reporting unit exceeds its carrying value, applicable goodwill is considered not to be impaired. If the carrying value exceeds fair value, there is an indication of impairment and the second step is performed to measure the amount of impairment.

***SERVICING***

The Company services mortgage loans for others. Mortgage servicing assets are recognized as separate assets when rights are acquired through purchase or through sale of financial assets. Fair value is determined using prices for similar assets with similar characteristics, when available, or based upon discounted cash flows using market-based assumptions. The valuation model incorporates assumptions that market participants would use in estimating future net servicing income, such as the cost to service, the discount rate, an inflation rate, ancillary income, prepayment speeds and default rates and losses. Capitalized servicing rights are reported in other assets and are amortized into loan servicing fee income in proportion to, and over the period of, the estimated future net servicing income of the underlying financial assets. Servicing assets are evaluated for impairment based upon the fair value of the rights as compared to amortized cost. Impairment is determined by stratifying rights by predominant risk characteristics, such as interest rates and terms. Impairment is recognized through a valuation allowance for an individual stratum, to the extent that fair value is less than the capitalized amount for the stratum. Changes in the valuation allowance are reported in loan servicing fee income.

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**Notes to Consolidated Financial Statements (Continued)**

***STOCK OPTION ACCOUNTING***

The Company follows the fair value recognition provisions of FASB ASC 718, *Compensation - Stock Compensation* (formerly SFAS 123R) for all share-based payments, using the modified-prospective transition method. The Company's method of valuation for share-based awards granted utilizes the Black-Scholes option-pricing model, which was also previously used for the Company's pro forma information required under FASB ASC 718. The Company will recognize compensation expense for its awards on a straight-line basis over the requisite service period for the entire award (straight-line attribution method), ensuring that the amount of compensation cost recognized at any date at least equals the portion of the grant-date fair value of the award that is vested at that time.

During 2000 and 2004, common stockholders of the Company approved stock option plans (the *Option Plans*) that provide for granting of options to purchase up to 150,000 shares of Class A common stock per plan. Under the *Option Plans*, all officers and key employees of the Company are eligible to receive nonqualified or incentive stock options to purchase shares of Class A common stock. The *Option Plans* are administered by the Compensation Committee of the Board of Directors, whose members are ineligible to participate in the *Option Plans*. Based on management's recommendations, the Committee submits its recommendations to the Board of Directors as to persons to whom options are to be granted, the number of shares granted to each, the option price (which may not be less than 85% of the fair market value for nonqualified stock options, or the fair market value for incentive stock options, of the shares on the date of grant) and the time period over which the options are exercisable (not more than ten years from the date of grant). There were options to purchase an aggregate of 20,375 shares of Class A common stock exercisable at December 31, 2013.

On December 30, 2005, the Board of Directors approved the acceleration and immediate vesting of all unvested options with an exercise price of \$31.60 or greater per share. As a consequence, options to purchase 23,950 shares of Class A common stock became exercisable immediately. The average of the high and low price at which the Class A common stock traded on December 30, 2005, the date of the acceleration and vesting, was \$29.28 per share. In connection with this acceleration, the Board of Directors approved a technical amendment to each of the *Option Plans* to eliminate the possibility that the terms of any outstanding or future stock option would require a cash settlement on the occurrence of any circumstance outside the control of the Company.

The Company uses the fair value method to account for stock options. All of the Company's stock options are vested, and there were no options granted during 2013 and 2012.

***INCOME TAXES***

The Company uses the asset and liability method in accounting for income taxes. Under the asset and liability method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which temporary differences are expected to be recovered or settled. Under this method, the effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

The Company accounts for uncertain tax positions in accordance with FASB ASC 740.

The Company classifies interest resulting from underpayment of income taxes as income tax expense in the first period the interest would begin accruing according to the provisions of the relevant tax law.

The Company classifies penalties resulting from underpayment of income taxes as income tax expense in the period for which the Company claims or expects to claim an uncertain tax position or in the period in which the Company's judgment changes regarding an uncertain tax position.

***TREASURY STOCK***

Effective July 1, 2004, companies incorporated in Massachusetts became subject to Chapter 156D of the Massachusetts Business Corporation Act, provisions of which eliminate the concept of treasury stock and provide that shares reacquired by a company are to be treated as authorized but unissued shares.



**Table of Contents****Notes to Consolidated Financial Statements (Continued)****PENSION**

The Company provides pension benefits to its employees under a noncontributory, defined benefit plan, which is funded on a current basis in compliance with the requirements of the Employee Retirement Income Security Act of 1974 ( ERISA ) and recognizes costs over the estimated employee service period.

The Company also has a Supplemental Executive Insurance/Retirement Plan ( the Supplemental Plan ), which is limited to certain officers and employees of the Company. The Supplemental Plan is accrued on a current basis and recognizes costs over the estimated employee service period.

Executive officers of the Company or its subsidiaries who have at least one year of service may participate in the Supplemental Plan. The Supplemental Plan is voluntary. Individual life insurance policies, which are owned by the Company, are purchased covering the life of each participant.

**REVISION OF EPS PRESENTATION**

The Company has determined that although the Class A and Class B common stock have different dividend rates, the Company had not applied the two-class method when calculating earnings per share ( EPS ) separately for the Class A and Class B common stock. This resulted in immaterial revisions to previously reported basic EPS for Class A and Class B common stock and diluted EPS for the Class B common stock as summarized below:

| <b>For the year ended December 31, 2011:</b> | <b>As previously reported</b> | <b>As revised</b> |
|--|-------------------------------|-------------------|
| Basic EPS Class A common                     | \$ 3.01                       | \$ 3.68           |
| Basic EPS Class B common                     | \$ 3.01                       | \$ 1.84           |
| Diluted EPS Class A common                   | \$ 3.01                       | \$ 3.01           |
| Diluted EPS Class B common                   | \$ 3.01                       | \$ 1.84           |

**RECENT ACCOUNTING DEVELOPMENTS**

In February 2013, the Financial Accounting Standards Board ( FASB ) issued Accounting Standards Update ( ASU ) No. 2013-01, *Clarifying the Scope of Disclosures about Offsetting Assets and Liabilities*. This ASU clarifies the scope of offsetting disclosure requirements in ASU 2011-11, Balance Sheet (Topic 210): *Disclosures about Offsetting Assets and Liabilities*. Under ASU 2013-01, the disclosure requirements would apply to derivative instruments accounted for in accordance with ASC 815, including bifurcated embedded derivatives, repurchase agreements and reverse repurchase agreements, and securities borrowing and securities lending arrangements that are either offset on the balance sheet or subject to an enforceable master netting arrangement or similar agreement. Entities with other types of financial assets and financial liabilities subject to a master netting arrangement or similar agreement also are affected because these amendments make them no longer subject to the disclosure requirements in ASU No. 2011-11. Effective January 1, 2013, companies are required to disclose (a) gross amounts of recognized assets and liabilities; (b) gross amounts offset in the statement of financial position; (c) net amounts of assets and liabilities presented in the statement of financial position; (d) gross amount subject to enforceable master netting agreement not offset in the statements of financial position; and (e) net amounts after deducting (d) from (c). The disclosure should be presented in tabular format (unless another format is more appropriate) separately for assets and liabilities. The intent of the new disclosure is to enable users of financial statements to understand the effect of those arrangements on its financial position and to allow investors to better compare financial statements prepared under GAAP with financial statements prepared under International Financial Reporting Standards. The Company implemented the provisions of ASU 2011-11 as of January 1, 2013. The adoption of this pronouncement did not have a material effect on the consolidated financial statements.

In February 2013, the FASB issued ASU 2013-02, Comprehensive Income (Topic 220) Reporting of Amounts Reclassified Out of Accumulated Other Comprehensive Income. ASU 2013-02 requires an entity to



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

report the effect of significant reclassifications out of accumulated other comprehensive income on the respective line items in net income or as a separate disclosure in the notes to the financial statements. The new standard is effective for annual periods beginning January 1, 2013, and interim periods within those annual periods. The Company has presented a separate footnote (Note 13) as a result of this pronouncement.

In July 2013, the FASB issued ASU 2013-10, *Inclusion of the Fed Funds Effective Swap Rate (or Overnight Index Swap Rate) as a Benchmark Interest Rate for Hedge Accounting Purposes*. This ASU amends ASC 815 to allow entities to use the Fed Funds Effective Swap Rate, in addition to U.S. Treasury rates and LIBOR, as a benchmark interest rate in accounting for fair value and cash flow hedges in the United States. This ASU also eliminates the provision from ASC 815-20-25-6 that prohibits the use of different benchmark rates for similar hedges except in rate and justifiable circumstances. This ASU is effective prospectively for qualifying new hedging relationship entered into on or after July 17, 2013, and for hedging relationship redesignated on or after that day. As of December 31, 2013, the Company did not have any fair value and cash flow hedges. The adoption of ASU No. 2013-10 did not have a material impact on the Company's financial statements.

In July 2013, the FASB issued ASU No. 2013-11, *Presentation of an Unrecognized Tax Benefit When a Net Operating Loss Carryforward, a Similar Tax Loss, or a Tax Credit Carryforward Exists*. This ASU provides guidance on financial statement presentation of unrecognized tax benefits ( UTBs ) when a net operating loss ( NOL ) carryforward, a similar tax loss, or a tax credit carryforward exists. The FASB's objective in issuing this ASU is to eliminate diversity in practice resulting from a lack of guidance on this topic in current U.S. GAAP. Under this ASU, an entity must present a UTB, or a portion of a UTB, in the financial statements as a reduction to a deferred tax asset ( DTA ) for an NOL carryforward, a similar tax loss, or a tax credit carryforward except when: (a) an NOL carryforward, a similar tax loss, or a tax credit carryforward is not available as of the reporting date under the governing tax law to settle taxes that would result from the disallowance of the tax position; (b) the entity does not intend to use the DTA for this purpose (provided that the tax law permits a choice). If either of these conditions exists, an entity should present a UTB in the financial statements as a liability and should not net the UTB with a DTA. New recurring disclosures are not required because the ASU does not affect the recognition or measurement of uncertain tax positions under ASC 740. This amendment does not affect the amounts public entities disclose in the tabular reconciliation of the total amounts of UTBs because the tabular reconciliation presents the gross amount of UTBs. This ASU is effective for fiscal years beginning after December 15, 2013, and interim periods within those years. The amendments should be applied to all UTBs that exist as of the effective date. Entities may choose to apply the amendments retrospectively to each prior reporting period presented. As of December 31, 2013, the Company did not have a UTB. Management will assess the applicability of this ASU after it becomes effective in the first quarter of 2014.

**2. Cash and Due from Banks**

The Company is required to maintain a portion of its cash and due from banks as a reserve balance under the Federal Reserve Act. Such reserve is calculated based upon deposit levels and amounted to \$0 at December 31, 2013, and \$9,608,000 at December 31, 2012.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)****3. Securities Available-for-Sale**

|  | December 31, 2013 |                              |                               | Estimated<br>Fair<br>Value | December 31, 2012   |                              |                               | Estimated<br>Fair<br>Value |
|--|-------------------|------------------------------|-------------------------------|----------------------------|---------------------|------------------------------|-------------------------------|----------------------------|
|  | Amortized<br>Cost | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses |                            | Amortized<br>Cost   | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses |                            |
| <b>(dollars in thousands)</b>                              |                   |                              |                               |                            |                     |                              |                               |                            |
| U.S. Treasury  | \$ 1,997          | \$ 1                         | \$                            | \$ 1,998                   | \$ 2,000            | \$ 4                         | \$                            | \$ 2,004                   |
| U.S. Government Sponsored<br>Enterprises                   | 9,995             | 9                            |                               | 10,004                     | 130,048             | 360                          | 68                            | 130,340                    |
| SBA Backed Securities                                      | 7,270             | 32                           |                               | 7,302                      | 8,043               | 113                          |                               | 8,156                      |
| U.S. Government Agency and<br>Sponsored Enterprises        |                   |                              |                               |                            |                     |                              |                               |                            |
| Mortgage-Backed Securities                                 | 404,103           | 588                          | 1,501                         | 403,190                    | 1,212,953           | 20,816                       | 412                           | 1,233,357                  |
| Privately Issued Residential<br>Mortgage-Backed Securities | 2,294             | 6                            | 23                            | 2,277                      | 2,938               | 31                           | 22                            | 2,947                      |
| Obligations Issued by States and<br>Political Subdivisions | 37,578            | 15                           | 870                           | 36,723                     | 55,855              | 41                           | 722                           | 55,174                     |
| Other Debt Securities                                      | 2,300             |                              | 125                           | 2,175                      | 2,300               |                              | 47                            | 2,253                      |
| Equity Securities  | 406               | 170                          |                               | 576                        | 458                 | 112                          |                               | 570                        |
| <b>Total</b>   | <b>\$ 465,943</b> | <b>\$ 821</b>                | <b>\$ 2,519</b>               | <b>\$ 464,245</b>          | <b>\$ 1,414,595</b> | <b>\$ 21,477</b>             | <b>\$ 1,271</b>               | <b>\$ 1,434,801</b>        |

Included in U.S. Government Sponsored Enterprise Securities and U.S. Government Agency and Sponsored Enterprise Mortgage-Backed Securities are securities at fair value pledged to secure public deposits and repurchase agreements amounting to \$368,137,000 and \$665,028,000 at December 31, 2013 and 2012, respectively. Also included in securities available-for-sale at fair value are securities pledged for borrowing at the Federal Home Loan Bank amounting to \$12,214,000 and \$220,313,000 at December 31, 2013 and 2012, respectively. The Company realized gains on sales of securities of \$3,019,000, \$1,843,000 and \$1,940,000 from the proceeds of sales of available-for-sale securities of \$224,045,000, \$294,881,000 and \$75,615,000 for the years ended December 31, 2013, 2012, and 2011, respectively.

Debt securities of Government Sponsored Enterprises primarily refer to debt securities of Fannie Mae and Freddie Mac.

The following table shows the estimated maturity distribution of the Company's securities available-for-sale at December 31, 2013.

|  | Amortized<br>Cost | Fair<br>Value     |
|--|-------------------|-------------------|
| <b>(dollars in thousands)</b>          |                   |                   |
| <b>Within one year</b>                 | <b>\$ 36,942</b>  | <b>\$ 36,964</b>  |
| <b>After one but within five years</b> | <b>180,676</b>    | <b>180,540</b>    |
| <b>After five but within ten years</b> | <b>238,822</b>    | <b>238,018</b>    |
| <b>More than ten years</b>             | <b>7,597</b>      | <b>6,771</b>      |
| <b>Nonmaturing</b>                     | <b>1,906</b>      | <b>1,952</b>      |
| <b>Total</b>                           | <b>\$ 465,943</b> | <b>\$ 464,245</b> |

The weighted average remaining life of investment securities available-for-sale at December 31, 2013, was 5.1 years. The contractual maturities, which were used in the table above, of mortgage-backed securities, will differ from the actual maturities due to the ability of the issuers to prepay underlying obligations. Also, \$415,692,000 of the securities are floating rate or adjustable rate and reprice prior to maturity.





**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The Company transferred \$987,037,000 of securities with unrealized losses of \$25,333,000 from available-for-sale to held-to-maturity during 2013.

As of December 31, 2013 and December 31, 2012, management concluded that the unrealized losses of its investment securities are temporary in nature since they are not related to the underlying credit quality of the issuers, and the Company does not intend to sell these debt securities and it is not more likely than not that it will be required to sell these debt securities before the anticipated recovery of its remaining amortized cost. In making its other-than-temporary impairment evaluation, the Company considered the fact that the principal and interest on these securities are from issuers that are investment grade. The change in the unrealized losses on the state and municipal securities and the nonagency mortgage-backed securities was primarily caused by changes in credit spreads and liquidity issues in the marketplace.

The unrealized loss on U.S. Government Sponsored Enterprises and U.S. Government Sponsored Enterprises Mortgage Backed Securities related primarily to interest rates and not credit quality and because the Company has the ability and intent to hold these investments until recovery of fair value, which may be maturity. The Company does not consider these investments to be other-than-temporarily impaired at December 31, 2013 and December 31, 2012.

In evaluating the underlying credit quality of a security, management considers several factors such as the credit rating of the obligor and the issuer, if applicable. Internal reviews of issuer financial statements are performed as deemed necessary. In the case of privately issued mortgage-backed securities, the performance of the underlying loans is analyzed as deemed necessary to determine the estimated future cash flows of the securities. Factors considered include the level of subordination, current and estimated future default rates, current and estimated prepayment rates, estimated loss severity rates, geographic concentrations and origination dates of underlying loans. In the case of marketable equity securities, the severity of the unrealized loss, the length of time the unrealized loss has existed, and the issuer's financial performance are considered.

The following table shows the temporarily impaired securities of the Company's available-for-sale portfolio at December 31, 2013. This table shows the unrealized market loss of securities that have been in a continuous unrealized loss position for 12 months or less and a continuous loss position for 12 months and longer. There are 47 and 7 securities that are temporarily impaired for less than 12 months and for 12 months or longer, respectively, out of a total of 234 holdings at December 31, 2013.

|   | Less Than 12 Months |                   | December 31, 2013 |                   | Total             |                   |
|---|---------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|   | Fair Value          | Unrealized Losses | Fair Value        | Unrealized Losses | Fair Value        | Unrealized Losses |
| <b>Temporarily Impaired Investments</b><br>(dollars in thousands)                 |                     |                   |                   |                   |                   |                   |
| <b>U.S. Government Sponsored Enterprise</b>                                       | \$                  | \$                | \$                | \$                | \$                | \$                |
| <b>U.S. Government Agency and Sponsored Enterprise Mortgage-Backed Securities</b> | 289,709             | 1,352             | 24,557            | 149               | 314,266           | 1,501             |
| <b>Privately Issued Residential Mortgage-Backed Securities</b>                    | 1,486               | 23                |                   |                   | 1,486             | 23                |
| <b>Obligations Issued by States and Political Subdivisions</b>                    |                     |                   | 3,820             | 870               | 3,820             | 870               |
| <b>Other Debt Securities</b>  |                     |                   | 1,376             | 125               | 1,376             | 125               |
| <b>Total temporarily impaired securities</b>                                      | <b>\$ 291,195</b>   | <b>\$ 1,375</b>   | <b>\$ 29,753</b>  | <b>\$ 1,144</b>   | <b>\$ 320,948</b> | <b>\$ 2,519</b>   |

The following table shows the temporarily impaired securities of the Company's available-for-sale portfolio at December 31, 2012. This table shows the unrealized market loss of securities that have been in a continuous unrealized loss position for 12 months or less and a continuous loss position for 12 months and longer. There are 20 and 7 securities that are temporarily impaired for less than 12 months and for 12 months or longer, respectively, out of a total of 458 holdings at December 31, 2012.



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

| Temporarily Impaired Investments<br>(dollars in thousands)                    | Less Than 12 Months |                      | December 31, 2012<br>12 Months or Longer |                      | Total             |                      |
|---|---------------------|----------------------|--|----------------------|-------------------|----------------------|
|   | Fair<br>Value       | Unrealized<br>Losses | Fair<br>Value                            | Unrealized<br>Losses | Fair<br>Value     | Unrealized<br>Losses |
| U.S. Government Sponsored Enterprise  | \$ 34,967           | \$ 68                | \$                                       | \$                   | \$ 34,967         | \$ 68                |
| U.S. Government Agency and Sponsored Enterprise<br>Mortgage-Backed Securities | 93,006              | 383                  | 10,169                                   | 29                   | 103,175           | 412                  |
| Privately Issued Residential Mortgage-Backed Securities                       |                     |                      | 1,863                                    | 22                   | 1,863             | 22                   |
| Obligations Issued by States and Political Subdivisions                       |                     |                      | 3,963                                    | 722                  | 3,963             | 722                  |
| Other Debt Securities   |                     |                      | 1,453                                    | 47                   | 1,453             | 47                   |
| <b>Total temporarily impaired securities</b>                                  | <b>\$ 127,973</b>   | <b>\$ 451</b>        | <b>\$ 17,448</b>                         | <b>\$ 820</b>        | <b>\$ 145,421</b> | <b>\$ 1,271</b>      |

**4. Investment Securities Held-to-Maturity**

| (dollars in thousands)  | Amortized<br>Cost   | December 31, 2013            |                               |                         | Amortized<br>Cost | December 31, 2012            |                               |                            |
|---|---------------------|------------------------------|-------------------------------|-------------------------|-------------------|------------------------------|-------------------------------|----------------------------|
|   |                     | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses | Estimated<br>Fair Value |                   | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses | Estimated<br>Fair<br>Value |
| U.S. Government Sponsored<br>Enterprise                               | \$ 291,779          | \$ 185                       | \$ 5,043                      | \$ 286,921              | \$ 17,747         | \$ 19                        | \$ 8                          | \$ 17,758                  |
| U.S. Government Sponsored<br>Enterprise Mortgage-Backed<br>Securities | 1,196,105           | 2,239                        | 20,816                        | 1,177,528               | 257,760           | 6,480                        | 74                            | 264,166                    |
| <b>Total</b>  | <b>\$ 1,487,884</b> | <b>\$ 2,424</b>              | <b>\$ 25,859</b>              | <b>\$ 1,464,449</b>     | <b>\$ 275,507</b> | <b>\$ 6,499</b>              | <b>\$ 82</b>                  | <b>\$ 281,924</b>          |

Included in U.S. Government and Agency Securities are securities pledged to secure public deposits and repurchase agreements at fair value amounting to \$732,144,000 and \$149,366,000 at December 31, 2013, and 2012, respectively. Also included are securities pledged for borrowing at the Federal Home Loan Bank at fair value amounting to \$510,060,000 and \$103,617,000 at December 31, 2013, and 2012, respectively.

At December 31, 2013 and 2012, all mortgage-backed securities are obligations of U.S. Government Sponsored Enterprises. Government Sponsored Enterprises primarily refer to debt securities of Fannie Mae and Freddie Mac.

The following table shows the maturity distribution of the Company's securities held-to-maturity at December 31, 2013.

| (dollars in thousands)                 | Amortized<br>Cost   | Fair Value          |
|--|---------------------|---------------------|
| <b>Within one year</b>                 | \$ 5,689            | \$ 5,672            |
| <b>After one but within five years</b> | 827,333             | 818,936             |
| <b>After five but within ten years</b> | 653,784             | 638,750             |
| <b>More than ten years</b>             | 1,078               | 1,091               |
| <b>Total</b>                           | <b>\$ 1,487,884</b> | <b>\$ 1,464,449</b> |



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The weighted average remaining life of investment securities held-to-maturity at December 31, 2013, was 5.2 years. Included in the weighted average remaining life calculation at December 31, 2013, were \$224,663,000 of U.S. Government Sponsored Enterprises obligations that are callable at the discretion of the issuer. The actual maturities, which were used in the table above, of mortgage-backed securities, will differ from the contractual maturities due to the ability of the issuers to prepay underlying obligations.

The Company transferred \$987,037,000 of securities with unrealized losses of \$25,333,000 from available-for-sale to held-to-maturity during 2013.

As of December 31, 2013 and December 31, 2012, management concluded that the unrealized losses of its investment securities are temporary in nature since they are not related to the underlying credit quality of the issuers, and the Company does not intend to sell these debt securities and it is not more likely than not that it will be required to sell these debt securities before the anticipated recovery of their remaining amortized costs. In making its other-than-temporary impairment evaluation, the Company considered the fact that the principal and interest on these securities are from issuers that are investment grade.

The unrealized loss on U.S. Government Agency and Sponsored Enterprises Mortgage-Backed Securities related primarily to interest rates and not credit quality, and because the Company does not intend to sell any of these securities and it is not more likely than not that it will be required to sell these securities before the anticipated recovery of the remaining amortized cost, the Company does not consider these investments to be other-than-temporarily impaired at December 31, 2013 and December 31, 2012.

In evaluating the underlying credit quality of a security, management considers several factors such as the credit rating of the obligor and the issuer, if applicable. Internal reviews of issuer financial statements are performed as deemed necessary.

The following table shows the temporarily impaired securities of the Company's held-to-maturity portfolio at December 31, 2013. This table shows the unrealized market loss of securities that have been in a continuous unrealized loss position for 12 months or less and a continuous loss position for 12 months and longer. There are 191 and 13 securities that are temporarily impaired for less than 12 months and for 12 months or longer, respectively, out of a total of 300 holdings at December 31, 2013.

| Temporarily Impaired Investments<br>(dollars in thousands)                            | Less Than 12 Months |                      | December 31, 2013<br>12 Months or Longer |                      | Total               |                      |
|---|---------------------|----------------------|--|----------------------|---------------------|----------------------|
|   | Fair Value          | Unrealized<br>Losses | Fair<br>Value                            | Unrealized<br>Losses | Fair Value          | Unrealized<br>Losses |
| <b>U.S. Government Sponsored Enterprises</b>  | \$ 232,535          | \$ 5,043             | \$                                       | \$                   | \$ 232,535          | \$ 5,043             |
| <b>U.S. Government Agency and Sponsored<br/>Enterprise Mortgage-Backed Securities</b> | 931,180             | 18,654               | 80,362                                   | 2,162                | 1,011,542           | 20,816               |
| <b>Total temporarily impaired securities</b>  | <b>\$ 1,163,715</b> | <b>\$ 23,697</b>     | <b>\$ 80,362</b>                         | <b>\$ 2,162</b>      | <b>\$ 1,244,077</b> | <b>\$ 25,859</b>     |

The following table shows the temporarily impaired securities of the Company's held-to-maturity portfolio at December 31, 2012. This table shows the unrealized market loss of securities that have been in a continuous unrealized loss position for 12 months or less and a continuous loss position for 12 months and longer. There are 3 and 1 securities that are temporarily impaired for less than 12 months and for 12 months or longer, respectively, out of a total of 96 holdings at December 31, 2012.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

| Temporarily Impaired Investments<br>(dollars in thousands)                    | Less Than 12 Months |                      | December 31, 2012<br>12 Months or Longer |                      | Total         |                      |
|---|---------------------|----------------------|--|----------------------|---------------|----------------------|
|   | Fair<br>Value       | Unrealized<br>Losses | Fair<br>Value                            | Unrealized<br>Losses | Fair<br>Value | Unrealized<br>Losses |
| U.S. Government Sponsored Enterprises   | \$ 9,994            | \$ 8                 | \$                                       | \$                   | \$ 9,994      | \$ 8                 |
| U.S. Government Agency and Sponsored<br>Enterprise Mortgage-Backed Securities | 8,936               | 50                   | 5,371                                    | 24                   | 14,307        | 74                   |
| Total temporarily impaired securities   | \$ 18,930           | \$ 58                | \$ 5,371                                 | \$ 24                | \$ 24,301     | \$ 82                |

**5. Loans**

The majority of the Bank's lending activities are conducted in Massachusetts. The Bank originates construction, commercial and residential real estate loans, commercial and industrial loans, consumer, home equity and other loans for its portfolio.

The following summary shows the composition of the loan portfolio at the dates indicated.

| December 31,<br>(dollars in thousands) | 2013         | 2012         |
|--|--------------|--------------|
| Construction and land development      | \$ 33,058    | \$ 38,618    |
| Commercial and industrial              | 92,402       | 88,475       |
| Commercial real estate                 | 713,327      | 576,465      |
| Residential real estate                | 286,041      | 281,857      |
| Consumer                               | 8,824        | 6,823        |
| Home equity                            | 130,277      | 118,923      |
| Overdrafts                             | 834          | 627          |
| Total                                  | \$ 1,264,763 | \$ 1,111,788 |

At December 31, 2013, and December 31, 2012, loans were carried net of discounts of \$454,000 and \$498,000, respectively. Net deferred fees included in loans at December 31, 2013, and December 31, 2012, were \$174,000 and \$369,000, respectively.

The Company was servicing mortgage loans sold to others without recourse of approximately \$109,301,000 and \$26,786,000 at December 31, 2013, and December 31, 2012, respectively. The Company had no residential real estate loans held for sale at December 31, 2013 and had \$9,378,000 at December 31, 2012.

As of December 31, 2013 and 2012, the Company's recorded investment in impaired loans was \$7,788,000 and \$5,925,000, respectively. If an impaired loan is placed on nonaccrual, the loan may be returned to an accrual status when principal and interest payments are not delinquent and the risk characteristics have improved to the extent that there no longer exists a concern as to the collectibility of principal and interest. At December 31, 2013, there were \$6,723,000 of impaired loans with a specific reserve of \$1,019,000. At December 31, 2012, there were \$5,223,000 of impaired loans with a specific reserve of \$1,732,000.

Loans are designated as troubled debt restructures when a concession is made on a credit as a result of financial difficulties of the borrower. Typically, such concessions consist of a reduction in interest rate to a below-market rate, taking into account the credit quality of the note, or a deferment of payments, principal or interest, which materially alters the Bank's position or significantly extends the note's maturity date, such that the present value of cash flows to be received is materially less than those contractually established at the loan's origination. Restructured loans are included in the impaired loan category.





**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The composition of nonaccrual loans and impaired loans is as follows:

| <b>December 31,</b><br><b>(dollars in thousands)</b>                               | <b>2013</b>     | <b>2012</b> | <b>2011</b> |
|--|-----------------|-------------|-------------|
| Loans on nonaccrual  | <b>\$ 2,549</b> | \$ 4,471    | \$ 5,827    |
| Loans 90 days past due and still accruing  |                 |             | 18          |
| Impaired loans on nonaccrual included above  | <b>1,819</b>    | 2,878       | 3,468       |
| Total recorded investment in impaired loans  | <b>7,788</b>    | 5,925       | 8,102       |
| Average recorded investment of impaired loans                                      | <b>6,776</b>    | 7,043       | 10,284      |
| Accruing troubled debt restructures  | <b>5,969</b>    | 3,048       | 4,634       |
| Interest income not recorded on nonaccrual loans according to their original terms | <b>711</b>      | 753         | 846         |
| Interest income on nonaccrual loans actually recorded                              |                 |             |             |
| Interest income recognized on impaired loans                                       | <b>161</b>      | 180         | 155         |

Directors and officers of the Company and their associates are customers of, and have other transactions with, the Company in the normal course of business. All loans and commitments included in such transactions were made on substantially the same terms, including interest rates and collateral, as those prevailing at the time for comparable transactions with other persons and do not involve more than normal risk of collection or present other unfavorable features.

The following table shows the aggregate amount of loans to directors and officers of the Company and their associates during 2013.

| <b>Balance at</b><br><b>December 31, 2012</b><br><b>(dollars in thousands)</b> | <b>Additions</b> | <b>Repayments</b><br><b>and Deletions</b> | <b>Balance at</b><br><b>December 31, 2013</b> |
|--|------------------|---|---|
| <b>\$4,663</b>   | <b>\$ 310</b>    | <b>\$ 269</b>                             | <b>\$ 4,704</b>                               |

**6. Allowance for Loan Losses**

The Company maintains an allowance for loan losses in an amount determined by management on the basis of the character of the loans, loan performance, financial condition of borrowers, the value of collateral securing loans and other relevant factors. The following table summarizes the changes in the Company's allowance for loan losses for the years indicated.

An analysis of the allowance for loan losses for each of the three years ending December 31, 2013, 2012 and 2011 is as follows:

| <b>(dollars in thousands)</b>                | <b>2013</b>      | <b>2012</b> | <b>2011</b> |
|--|------------------|-------------|-------------|
| Allowance for loan losses, beginning of year | <b>\$ 19,197</b> | \$ 16,574   | \$ 14,053   |
| Loans charged-off                            | <b>(1,813)</b>   | (2,301)     | (2,824)     |
| Recoveries on loans previously charged-off   | <b>847</b>       | 774         | 795         |
| Net charge-offs                              | <b>(966)</b>     | (1,527)     | (2,029)     |
| Provision charged to expense                 | <b>2,710</b>     | 4,150       | 4,550       |
| Allowance for loan losses, end of year       | <b>\$ 20,941</b> | \$ 19,197   | \$ 16,574   |



**Table of Contents****Notes to Consolidated Financial Statements (Continued)****ALLOWANCE FOR LOAN LOSSES AND AMOUNT OF INVESTMENTS IN LOANS**

Further information pertaining to the allowance for loan losses at December 31, 2013 follows:

|   | Construction<br>and Land<br>Development | Commercial<br>and<br>Industrial | Commercial<br>Real<br>Estate | Residential<br>Real<br>Estate | Consumer | Home<br>Equity | Unallocated | Total        |
|---|---|---------------------------------|------------------------------|-------------------------------|----------|----------------|-------------|--------------|
| <b>(dollars in thousands)</b>   |   |                                 |                              |                               |          |                |             |              |
| <b>Allowance for Loan Losses:</b>                                       |   |                                 |                              |                               |          |                |             |              |
| Balance at December 31, 2012  | \$ 3,041                                | \$ 3,118                        | \$ 9,065                     | \$ 1,994                      | \$ 333   | \$ 886         | \$ 760      | \$ 19,197    |
| Charge-offs   | (1,000)                                 | (234)                           |                              |                               | (579)    |                |             | (1,813)      |
| Recoveries  |   | 389                             | 19                           | 11                            | 427      | 1              |             | 847          |
| EAProvision   | 133                                     | (284)                           | 2,134                        | 1                             | 251      | 72             | 403         | 2,710        |
| Ending balance at December 31, 2013                                     | \$ 2,174                                | \$ 2,989                        | \$ 11,218                    | \$ 2,006                      | \$ 432   | \$ 959         | \$ 1,163    | \$ 20,941    |
| Amount of allowance for loan losses for loans deemed to be impaired     | \$ 12                                   | \$ 367                          | \$ 417                       | \$ 129                        | \$       | \$ 94          | \$          | \$ 1,019     |
| Amount of allowance for loan losses for loans not deemed to be impaired | \$ 2,162                                | \$ 2,622                        | \$ 10,801                    | \$ 1,877                      | \$ 432   | \$ 865         | \$ 1,163    | \$ 19,922    |
| <b>Loans:</b>   |   |                                 |                              |                               |          |                |             |              |
| Ending balance  | \$ 33,058                               | \$ 92,402                       | \$ 713,327                   | \$ 286,041                    | \$ 9,658 | \$ 130,277     | \$          | \$ 1,264,763 |
| Loans deemed to be impaired   | \$ 608                                  | \$ 1,367                        | \$ 4,520                     | \$ 1,199                      | \$       | \$ 94          | \$          | \$ 7,788     |
| Loans not deemed to be impaired   | \$ 32,450                               | \$ 91,035                       | \$ 708,807                   | \$ 284,842                    | \$ 9,658 | \$ 130,183     | \$          | \$ 1,256,975 |

Further information pertaining to the allowance for loan losses at December 31, 2012 follows:

|   | Construction<br>and Land<br>Development | Commercial<br>and<br>Industrial | Commercial<br>Real<br>Estate | Residential<br>Real<br>Estate | Consumer | Home<br>Equity | Unallocated | Total        |
|---|---|---------------------------------|------------------------------|-------------------------------|----------|----------------|-------------|--------------|
| <b>(dollars in thousands)</b>   |   |                                 |                              |                               |          |                |             |              |
| <b>Allowance for Loan Losses:</b>                                       |   |                                 |                              |                               |          |                |             |              |
| Balance at December 31, 2011  | \$ 2,893                                | \$ 3,139                        | \$ 6,566                     | \$ 1,886                      | \$ 356   | \$ 704         | \$ 1,030    | \$ 16,574    |
| Charge-offs   |   | (1,253)                         |                              | (192)                         | (697)    | (159)          |             | (2,301)      |
| Recoveries  |   | 307                             | 9                            | 17                            | 422      | 19             |             | 774          |
| Provision   | 148                                     | 925                             | 2,490                        | 283                           | 252      | 322            | (270)       | 4,150        |
| Ending balance at December 31, 2012                                     | \$ 3,041                                | \$ 3,118                        | \$ 9,065                     | \$ 1,994                      | \$ 333   | \$ 886         | \$ 760      | \$ 19,197    |
| Amount of allowance for loan losses or loans deemed to be impaired      | \$ 1,000                                | \$ 104                          | \$ 415                       | \$ 117                        | \$       | \$ 96          | \$          | \$ 1,732     |
| Amount of allowance for loan losses for loans not deemed to be impaired | \$ 2,041                                | \$ 3,014                        | \$ 8,650                     | \$ 1,877                      | \$ 333   | \$ 790         | \$ 760      | \$ 17,465    |
| <b>Loans:</b>   |   |                                 |                              |                               |          |                |             |              |
| Ending balance  | \$ 38,618                               | \$ 88,475                       | \$ 576,465                   | \$ 281,857                    | \$ 7,450 | \$ 118,923     | \$          | \$ 1,111,788 |
| Loans deemed to be impaired   | \$ 1,500                                | \$ 1,282                        | \$ 2,281                     | \$ 766                        | \$       | \$ 96          | \$          | \$ 5,925     |
| Loans not deemed to be impaired   | \$ 37,118                               | \$ 87,193                       | \$ 574,184                   | \$ 281,091                    | \$ 7,450 | \$ 118,827     | \$          | \$ 1,105,863 |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)****CREDIT QUALITY INFORMATION**

The Company utilizes a six-grade internal loan rating system for commercial real estate, construction and commercial loans as follows:

Loans rated 1-3 (Pass) Loans in this category are considered pass rated loans with low to average risk.

Loans rated 4 (Monitor) These loans represent classified loans that management is closely monitoring for credit quality. These loans have had or may have minor credit quality deterioration as of December 31, 2013.

Loans rated 5 (Substandard) Substandard loans represent classified loans that management is closely monitoring for credit quality. These loans have had more significant credit quality deterioration as of December 31, 2013.

Loans rated 6 (Doubtful) Doubtful loans represent classified loans that management is closely monitoring for credit quality. These loans had more significant credit quality deterioration as of December 31, 2013, and are doubtful for full collection.

Impaired Impaired loans represent classified loans that management is closely monitoring for credit quality. A loan is classified as impaired when it is probable that the Company will be unable to collect all amounts due.

The following table presents the Company's loans by risk rating at December 31, 2013.

|                               | Construction<br>and Land<br>Development | Commercial<br>and<br>Industrial | Commercial<br>Real Estate |
|-------------------------------|---|---------------------------------|---------------------------|
| <i>(dollars in thousands)</i> |   |                                 |                           |
| <b>Grade:</b>                 |   |                                 |                           |
| 1-3 (Pass)                    | \$ 25,138                               | \$ 90,563                       | \$ 707,461                |
| 4 (Monitor)                   | 7,312                                   | 472                             | 1,346                     |
| <b>5 (Substandard)</b>        |   |                                 |                           |
| <b>6 (Doubtful)</b>           |   |                                 |                           |
| Impaired                      | 608                                     | 1,367                           | 4,520                     |
| <b>Total</b>                  | <b>\$ 33,058</b>                        | <b>\$ 92,402</b>                | <b>\$ 713,327</b>         |

The following table presents the Company's loans by risk rating at December 31, 2012.

|                               | Construction<br>and Land<br>Development | Commercial<br>and<br>Industrial | Commercial<br>Real Estate |
|-------------------------------|---|---------------------------------|---------------------------|
| <i>(dollars in thousands)</i> |   |                                 |                           |
| <b>Grade:</b>                 |   |                                 |                           |
| 1-3 (Pass)                    | \$ 29,719                               | \$ 86,587                       | \$ 569,760                |
| 4 (Monitor)                   | 7,399                                   | 606                             | 4,424                     |
| <b>5 (Substandard)</b>        |   |                                 |                           |
| <b>6 (Doubtful)</b>           |   |                                 |                           |
| Impaired                      | 1,500                                   | 1,282                           | 2,281                     |
| <b>Total</b>                  | <b>\$ 38,618</b>                        | <b>\$ 88,475</b>                | <b>\$ 576,465</b>         |



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The Company utilized payment performance as credit quality indicators for residential real state, consumer and overdrafts, and the home equity portfolio. The indicators are depicted in the table aging of past-due loans, below.

**AGING OF PAST-DUE LOANS**

Further information pertaining to the allowance for loan losses at December 31, 2013 follows:

|                                   | Accruing<br>30-89 Days<br>Past Due | Non<br>Accrual  | Accruing<br>Greater<br>Than<br>90 Days | Total<br>Past Due | Current<br>Loans    | Total               |
|-----------------------------------|------------------------------------|-----------------|--|-------------------|---------------------|---------------------|
| (dollars in thousands)            |                                    |                 |  |                   |                     |                     |
| Construction and land development | \$                                 | \$ 500          | \$                                     | \$ 500            | \$ 32,558           | \$ 33,058           |
| Commercial and industrial         | 112                                | 706             |  | 818               | 91,584              | 92,402              |
| Commercial real estate            | 1,496                              | 306             |  | 1,802             | 711,525             | 713,327             |
| Residential real estate           | 2,232                              | 1,034           |  | 3,266             | 282,775             | 286,041             |
| Consumer and overdrafts           | 11                                 | 3               |  | 14                | 9,644               | 9,658               |
| Home equity                       | 1,710                              |                 |  | 1,710             | 128,567             | 130,277             |
| <b>Total</b>                      | <b>\$ 5,561</b>                    | <b>\$ 2,549</b> | <b>\$</b>                              | <b>\$ 8,110</b>   | <b>\$ 1,256,653</b> | <b>\$ 1,264,763</b> |

Further information pertaining to the allowance for loan losses at December 31, 2012 follows:

|                                   | Accruing<br>30-89 Days<br>Past Due | Non<br>Accrual  | Accruing<br>Greater<br>Than<br>90 Days | Total<br>Past Due | Current<br>Loans    | Total               |
|-----------------------------------|------------------------------------|-----------------|--|-------------------|---------------------|---------------------|
| (dollars in thousands)            |                                    |                 |  |                   |                     |                     |
| Construction and land development | \$                                 | \$ 1,500        | \$                                     | \$ 1,500          | \$ 37,118           | \$ 38,618           |
| Commercial and industrial         | 1,256                              | 676             |  | 1,932             | 86,543              | 88,475              |
| Commercial real estate            | 3,450                              | 674             |  | 4,124             | 572,341             | 576,465             |
| Residential real estate           | 864                                | 1,597           |  | 2,461             | 279,396             | 281,857             |
| Consumer and overdrafts           | 32                                 | 24              |  | 56                | 7,394               | 7,450               |
| Home equity                       | 1,088                              |                 |  | 1,088             | 117,835             | 118,923             |
| <b>Total</b>                      | <b>\$ 6,690</b>                    | <b>\$ 4,471</b> | <b>\$</b>                              | <b>\$ 11,161</b>  | <b>\$ 1,100,627</b> | <b>\$ 1,111,788</b> |

**IMPAIRED LOANS**

A loan is impaired when, based on current information and events, it is probable that a creditor will be unable to collect all amounts due according to the contractual terms of the loan agreement. When a loan is impaired, the Company measures impairment based on the present value of expected future cash flows discounted at the loan's effective interest rate, except that as a practical expedient, the Company measures impairment based on a loan's observable market price or the fair value of the collateral if the loan is collateral dependent. Loans are charged-off when management believes that the collectibility of the loan's principal is not probable. The specific factors that management considers in making the determination that the collectibility of the loan's principal is not probable include; the delinquency status of the loan, the fair value of the collateral, if secured, and the financial strength of the borrower and/or guarantors. For collateral dependent loans, the amount of the recorded investment in a loan that exceeds the fair value of the collateral is charged-off against the allowance for loan losses in lieu of an allocation of a specific allowance amount when such an amount has been identified definitively as uncollectible. The Company's policy for recognizing interest

income on impaired loans is contained within Note 1 of the Notes to Consolidated Financial Statements.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The following is information pertaining to impaired loans at December 31, 2013:

|   | Carrying<br>Value | Unpaid<br>Balance<br>Principal | Required<br>Reserve | Average<br>Carrying<br>Value<br>Recognized | Interest<br>Income |
|---|-------------------|--------------------------------|---------------------|--|--------------------|
| (dollars in thousands)                    |                   |                                |                     |  |                    |
| <b>With no required reserve recorded:</b> |                   |                                |                     |  |                    |
| Construction and land development         | \$ 500            | \$ 3,292                       | \$                  | \$   | \$                 |
| Commercial and industrial                 | 238               | 268                            |                     | 361  | 1                  |
| Commercial real estate                    | 82                | 82                             |                     | 132  |                    |
| Residential real estate                   | 246               | 259                            |                     | 169  |                    |
| Consumer                                  |                   |                                |                     |  |                    |
| Home equity                               |                   |                                |                     |  |                    |
| <b>Total</b>                              | <b>\$ 1,066</b>   | <b>\$ 3,901</b>                | <b>\$</b>           | <b>\$ 662</b>                              | <b>\$ 1</b>        |
| <b>With required reserve recorded:</b>    |                   |                                |                     |  |                    |
| Construction and land development         | \$ 108            | \$ 108                         | \$ 12               | \$ 1,371                                   | \$ 1               |
| Commercial and industrial                 | 1,129             | 1,371                          | 367                 | 902  | 37                 |
| Commercial real estate                    | 4,438             | 4,527                          | 417                 | 2,868                                      | 120                |
| Residential real estate                   | 953               | 1,035                          | 129                 | 878  | 2                  |
| Consumer                                  |                   |                                |                     |  |                    |
| Home equity                               | 94                | 94                             | 94                  | 95   |                    |
| <b>Total</b>                              | <b>\$ 6,722</b>   | <b>\$ 7,135</b>                | <b>\$ 1,019</b>     | <b>\$ 6,114</b>                            | <b>\$ 160</b>      |
| <b>Total</b>                              |                   |                                |                     |  |                    |
| Construction and land development         | \$ 608            | \$ 3,400                       | \$ 12               | \$ 1,371                                   | \$ 1               |
| Commercial and industrial                 | 1,367             | 1,639                          | 367                 | 1,263                                      | 38                 |
| Commercial real estate                    | 4,520             | 4,609                          | 417                 | 3,000                                      | 120                |
| Residential real estate                   | 1,199             | 1,294                          | 129                 | 1,047                                      | 2                  |
| Consumer                                  |                   |                                |                     |  |                    |
| Home equity                               | 94                | 94                             | 94                  | 95   |                    |
| <b>Total</b>                              | <b>\$ 7,788</b>   | <b>\$ 11,036</b>               | <b>\$ 1,019</b>     | <b>\$ 6,776</b>                            | <b>\$ 161</b>      |



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The following is information pertaining to impaired loans at December 31, 2012:

|                                    | Carrying Value | Unpaid Balance Principal | Required Reserve | Average Carrying Value | Interest Income Recognized |
|------------------------------------|----------------|--------------------------|------------------|------------------------|----------------------------|
| <b>(dollars in thousands)</b>      |                |                          |                  |                        |                            |
| With no required reserve recorded: |                |                          |                  |                        |                            |
| Construction and land development  | \$             | \$                       | \$               | \$ 346                 | \$                         |
| Commercial and industrial          | 503            | 994                      |                  | 425                    | 1                          |
| Commercial real estate             | 169            | 199                      |                  | 176                    |                            |
| Residential real estate            | 30             | 31                       |                  | 124                    |                            |
| Consumer                           |                |                          |                  |                        |                            |
| Home equity                        |                |                          |                  |                        |                            |
| Total                              | \$ 702         | \$ 1,224                 | \$               | \$ 1,071               | \$ 1                       |
| With required reserve recorded:    |                |                          |                  |                        |                            |
| Construction and land development  | \$ 1,500       | \$ 3,292                 | \$ 1,000         | \$ 1,154               | \$                         |
| Commercial and industrial          | 779            | 995                      | 104              | 1,317                  | 40                         |
| Commercial real estate             | 2,112          | 2,158                    | 415              | 2,817                  | 138                        |
| Residential real estate            | 736            | 736                      | 117              | 640                    | 1                          |
| Consumer                           |                |                          |                  |                        |                            |
| Home equity                        | 96             | 96                       | 96               | 44                     |                            |
| Total                              | \$ 5,223       | \$ 7,277                 | \$ 1,732         | \$ 5,972               | \$ 179                     |
| <b>Total</b>                       |                |                          |                  |                        |                            |
| Construction and land development  | \$ 1,500       | \$ 3,292                 | \$ 1,000         | \$ 1,500               | \$                         |
| Commercial and industrial          | 1,282          | 1,989                    | 104              | 1,742                  | 41                         |
| Commercial real estate             | 2,281          | 2,357                    | 415              | 2,993                  | 138                        |
| Residential real estate            | 766            | 767                      | 117              | 764                    | 1                          |
| Consumer                           |                |                          |                  |                        |                            |
| Home equity                        | 96             | 96                       | 96               | 44                     |                            |
| Total                              | \$ 5,925       | \$ 8,501                 | \$ 1,732         | \$ 7,043               | \$ 180                     |

Troubled Debt Restructurings are identified as a modification in which a concession was granted to a customer who was having financial difficulties. This concession may be below market rate, longer amortization/term, or a lower payment amount. The present value calculation of the modification did not result in an increase in the allowance for these loans beyond any previously established allocations.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The following is information pertaining to troubled debt restructurings occurring during the year ended December 31, 2013:

|  | Number<br>of<br>Contracts | Pre-modification<br>Outstanding<br>Recorded<br>Investment | Post-modification<br>Outstanding<br>Recorded<br>Investment |
|--|---------------------------|---|--|
| (dollars in thousands)                   |                           |   |  |
| <b>Construction and land development</b> | <b>1</b>                  | <b>\$ 108</b>   | <b>\$ 108</b>  |
| <b>Commercial and industrial</b>         | <b>2</b>                  | <b>67</b>   | <b>64</b>  |
| <b>Commercial real estate</b>            | <b>3</b>                  | <b>2,376</b>  | <b>2,356</b>   |
| <b>Residential real estate</b>           | <b>1</b>                  | <b>285</b>  | <b>162</b>   |
| <b>Total</b>                             | <b>7</b>                  | <b>\$ 2,836</b>   | <b>\$ 2,690</b>  |

There was one commercial and industrial troubled debt restructuring, that subsequently defaulted amounting to \$6,000 during 2013. The loans were modified for 2013, by reducing interest rates as well as extending term on the commercial and industrial loan. The financial impact of the modifications for performing commercial and industrial loans were \$808 reduction in principal and \$606 reduction in interest payments for the year ended December 31, 2013. The financial impact of the modifications for performing commercial real estate loans were \$5,246 increase in principal and \$23,227 reduction in interest payments for the year ended December 31, 2013. The financial impact of the modifications for performing construction and land development loans were \$1,515 reduction in principal and \$1,098 reduction in interest payments for the year ended December 31, 2013. The financial impact of the modifications for performing residential real estate loans were \$4,704 reduction in principal and \$4,104 reduction in interest payments for the year ended December 31, 2013.

The following is information pertaining to troubled debt restructurings occurring during the year ended December 31, 2012:

|                                   | Number of<br>Contracts | Pre-modification<br>Outstanding<br>Recorded Investment | Post-modification<br>Outstanding<br>Recorded<br>Investment |
|-----------------------------------|------------------------|--|--|
| (dollars in thousands)            |                        |  |  |
| Construction and land development | 1                      | \$ 750   | \$ 736   |
| Commercial and industrial         | 1                      | 6  | 6  |
| Commercial real estate            | 1                      | 98   | 96   |
| <b>Total</b>                      | <b>3</b>               | <b>\$ 854</b>  | <b>\$ 838</b>  |

There were no troubled debt restructurings, that subsequently defaulted, during 2012. The loans were modified during 2012, for the commercial and industrial, and residential real estate loans, by reducing interest rates as well as extending the terms of the loans. The financial impact of the modification for the performing commercial and industrial loan was a \$6,000 reduction in principal payments for the year ended December 31, 2012. The financial impact of the modification for performing residential real estate loan was an \$8,000 reduction in interest payments for the year ended December 31, 2012.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)****7. Bank Premises and Equipment**

| December 31,<br>(dollars in thousands)    | 2013             | 2012      | Estimated Useful Life     |
|---|------------------|-----------|---------------------------|
| Land                                      | \$ 3,478         | \$ 3,478  |                           |
| Bank premises                             | 19,235           | 18,353    | 30-39 years               |
| Furniture and equipment                   | 31,965           | 31,319    | 3-10 years                |
| Leasehold improvements                    | 10,010           | 9,930     | 30-39 years or lease term |
|   | <b>64,688</b>    | 63,080    |                           |
| Accumulated depreciation and amortization | (41,288)         | (39,181)  |                           |
| <b>Total</b>                              | <b>\$ 23,400</b> | \$ 23,899 |                           |

The Company and its subsidiaries are obligated under a number of non-cancelable operating leases for premises and equipment expiring in various years through 2026. Total lease expense approximated \$2,094,000, \$2,055,000 and \$2,007,000 for the years ended December 31, 2013, 2012 and 2011, respectively. Rental income approximated \$299,000, \$329,000 and \$455,000 in 2013, 2012 and 2011, respectively.

Future minimum rental commitments for non-cancelable operating leases with initial or remaining terms of one year or more at December 31, 2013, were as follows:

|  | Year                   | Amount           |
|--|------------------------|------------------|
|  | (dollars in thousands) |                  |
|  | 2014                   | \$ 2,070         |
|  | 2015                   | 1,824            |
|  | 2016                   | 1,675            |
|  | 2017                   | 1,235            |
|  | 2018                   | 1,035            |
|  | Thereafter             | 2,816            |
|  |                        | <b>\$ 10,655</b> |

**8. Goodwill and Identifiable Intangible Assets**

At December 31, 2013 and 2012, the Company concluded that it is not more likely than not that fair value of the reporting unit is less than its carrying value, and goodwill is not considered to be impaired.

During the full year of 2011, the Company's Class A common stock traded close to or above book value per share. Accordingly, at December 31, 2011, management measured for impairment utilizing the fair value of the reporting unit based on the recent stock price of the Company.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The changes in goodwill and identifiable intangible assets for the years ended December 31, 2013 and 2012 are shown in the table below.

| Carrying Amount of Goodwill and Intangibles<br>(dollars in thousands) | Goodwill        | Core Deposit<br>Intangibles | Mortgage<br>Servicing<br>Rights | Total           |
|---|-----------------|-----------------------------|---------------------------------|-----------------|
| Balance at December 31, 2011  | \$ 2,714        | \$ 120                      | \$ 123                          | \$ 2,957        |
| Additions   |                 |                             | 48                              | 48              |
| Amortization Expense  |                 | (120)                       | (34)                            | (154)           |
| Balance at December 31, 2012  | \$ 2,714        | \$                          | 137                             | \$ 2,851        |
| Additions   |                 |                             | 653                             | 653             |
| Amortization Expense  |                 |                             | (87)                            | (87)            |
| <b>Balance at December 31, 2013</b>                                   | <b>\$ 2,714</b> | <b>\$</b>                   | <b>703</b>                      | <b>\$ 3,417</b> |

**9. Fair Value Measurements**

The Company follows FASB ASC 820-10, *Fair Value Measurements and Disclosures* (formerly SFAS 157, *Fair Value Measurements*), which among other things, requires enhanced disclosures about assets and liabilities carried at fair value. ASC 820-10 establishes a hierarchical disclosure framework associated with the level of pricing observability utilized in measuring financial instruments at fair value. The three broad levels of the hierarchy are as follows:

**Level I** Quoted prices are available in active markets for identical assets or liabilities as of the reported date. The type of financial instruments included in Level I are highly liquid cash instruments with quoted prices such as G-7 government, agency securities, listed equities and money market securities, as well as listed derivative instruments.

**Level II** Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reported date. The nature of these financial instruments include cash instruments for which quoted prices are available but traded less frequently, derivative instruments whose fair value have been derived using a model where inputs to the model are directly observable in the market, or can be derived principally from or corroborated by observable market data, and instruments that are fair valued using other financial instruments, the parameters of which can be directly observed. Instruments which are generally included in this category are corporate bonds and loans, mortgage whole loans, municipal bonds and OTC derivatives.

**Level III** These instruments have little to no pricing observability as of the reported date. These financial instruments do not have two-way markets and are measured using management's best estimate of fair value, where the inputs into the determination of fair value require significant management judgment or estimation. Instruments that are included in this category generally include certain commercial mortgage loans, certain private equity investments, distressed debt, non-investment grade residual interests in securitizations, as well as certain highly structured OTC derivative contracts.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The results of the fair value hierarchy as of December 31, 2013, are as follows:

|  | Carrying<br>Value | Fair Value Measurements Using  |  |  |
|--|-------------------|--|--|--|
|  |                   | Quoted Prices<br>in Active Markets<br>for Identical Assets<br>(Level<br>1) | Significant<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Other<br>Unobservable<br>Inputs (Level 3) |
| (dollars in thousands)   |                   |  |  |  |
| <b>Financial Instruments Measured at Fair Value on a Recurring Basis</b> |                   |  |  |  |
| <b>Securities AFS</b>  |                   |  |  |  |
| U.S. Treasury  | \$ 1,998          | \$   | \$ 1,998   | \$   |
| U.S. Government Sponsored Enterprises                                    | 10,004            |  | 10,004   |  |
| SBA Backed Securities  | 7,302             |  | 7,302  |  |
| <b>U.S. Government Agency and Sponsored Enterprises</b>                  |                   |  |  |  |
| Mortgage-Backed Securities   | 403,189           |  | 403,189  |  |
| Privately Issued Residential Mortgage-Backed Securities                  | 2,277             |  | 2,277  |  |
| Obligations Issued by States and Political Subdivisions                  | 36,723            |  | 416  | 36,307   |
| Other Debt Securities  | 2,176             |  | 2,176  |  |
| Equity Securities  | 576               | 286  |  | 290  |
| <b>Total</b>   | <b>\$ 464,245</b> | <b>\$ 286</b>  | <b>\$ 427,362</b>                                | <b>\$ 36,597</b>   |

**Financial Instruments Measured at Fair Value on a Non-recurring Basis**

|                       |                 |           |           |                 |
|-----------------------|-----------------|-----------|-----------|-----------------|
| <b>Impaired Loans</b> | <b>\$ 1,747</b> | <b>\$</b> | <b>\$</b> | <b>\$ 1,747</b> |
|-----------------------|-----------------|-----------|-----------|-----------------|

Impaired loan balances in the table above represent those collateral dependent loans where management has estimated the credit loss by comparing the loan's carrying value against the expected realizable fair value of the collateral. Fair value is generally determined through a review process that includes independent appraisals, discounted cash flows, or other external assessments of the underlying collateral, which generally include various Level 3 inputs which are not identifiable. The Company discounts the fair values, as appropriate, based on management's observations of the local real estate market for loans in this category.

Appraisals, discounted cash flows and real estate tax assessments are reviewed quarterly. There is no specific policy regarding how frequently appraisals will be updated. Adjustments are made to appraisals and real estate tax assessments based on management's estimate of changes in real estate values. Within the past twelve months there have been no updated appraisals, however, all impaired loans have been reviewed during the past quarter using either a discounted cash flow analysis or other type of real estate tax assessment. The types of adjustments that are made to specific provisions (credits) relate to impaired loans recognized for 2013 for the estimated credit loss amounted to \$48,000.

There were no transfers between level 1 and 2 for the year ended December 31, 2013. There were no liabilities measured at fair value on a recurring or nonrecurring basis during the year ended December 31, 2013.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The following table presents additional information about assets measured at fair value on a recurring and nonrecurring basis for which the Company has utilized Level 3 inputs to determine fair value (dollars in thousands) at December 31, 2013. Management continues to monitor the assumptions used to value the assets listed below.

| Asset                         | Fair Value | Valuation Technique                    | Unobservable Input                   | Unobservable Input Value or Range |
|-------------------------------|------------|--|--------------------------------------|-----------------------------------|
| Securities AFS <sup>(1)</sup> | \$ 36,597  | Discounted cash flow                   | Discount rate                        | 0%-1% <sup>(2)</sup>              |
| Impaired Loans                | 1,747      | Appraisal of collateral <sup>(3)</sup> | Appraisal adjustments <sup>(4)</sup> | 0%-25% discount                   |

<sup>(1)</sup> Municipal securities generally have maturities of one year or less and, therefore, the amortized cost equates to the fair value.

<sup>(2)</sup> Weighted averages.

<sup>(3)</sup> Fair value is generally determined through independent appraisals of the underlying collateral, which generally include various Level 3 inputs which are not identifiable.

<sup>(4)</sup> Appraisals may be adjusted by management for qualitative factors such as economic conditions and estimated expenses.

The changes in Level 3 securities for the year ended December 31, 2013 are as shown in the table below:

| (dollars in thousands)              | Auction Rate Securities | Obligations Issued by States and Political Subdivisions | Equity Securities | Total     |
|-------------------------------------|-------------------------|---|-------------------|-----------|
| <b>Balance at December 31, 2012</b> | \$ 3,963                | \$ 49,477   | \$ 342            | \$ 53,782 |
| <b>Purchases</b>                    |                         | 50,012  |                   | 50,012    |
| <b>Maturities</b>                   |                         | (66,976)  | (52)              | (67,028)  |
| <b>Amortization</b>                 |                         | (26)  |                   | (26)      |
| <b>Change in fair value</b>         | (143)                   |   |                   | (143)     |
| <b>Balance at December 31, 2013</b> | \$ 3,820                | \$ 32,487   | \$ 290            | \$ 36,597 |

The amortized cost of Level 3 securities was \$37,463,000 with an unrealized loss of \$866,000 at December 31, 2013. The securities in this category are generally equity investments, municipal securities with no readily determinable fair value or failed auction rate securities. Management evaluated the fair value of these securities based on an evaluation of the underlying issuer, prevailing rates and market liquidity.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The results of the fair value hierarchy as of December 31, 2012, are as follows:

|  | Carrying Value      | Fair Value Measurements Using                                  |   | Significant Other Unobservable Inputs (Level 3) |
|--|---------------------|--|---|---|
|  |                     | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Observable Inputs (Level 2) |   |
| <b>(dollars in thousands)</b>  |                     |  |   |   |
| <b>Financial Instruments Measured at Fair Value on a Recurring Basis</b>           |                     |  |   |   |
| <b>Securities AFS</b>  |                     |  |   |   |
| U.S. Treasury  | \$ 2,004            | \$   | \$ 2,004                                | \$  |
| U.S. Government Sponsored Enterprises  | 130,340             |  | 130,340                                 |   |
| SBA Backed Securities  | 8,156               |  | 8,156                                   |   |
| <b>U.S. Government Agency and Sponsored Enterprises Mortgage-Backed Securities</b> |                     |  |   |   |
| Mortgage-Backed Securities   | 1,233,357           |  | 1,233,357                               |   |
| Privately Issued Residential Mortgage-Backed Securities                            | 2,947               |  | 2,947                                   |   |
| <b>Privately Issued Commercial Mortgage-Backed Securities</b>                      |                     |  |   |   |
| <b>Obligations Issued by States and Political Subdivisions</b>                     |                     |  |   |   |
| Other Debt Securities  | 55,174              |  | 1,734                                   | 53,440  |
| Equity Securities  | 2,253               |  | 2,253                                   |   |
|  | 570                 | 228  |   | 342   |
| <b>Total</b>   | <b>\$ 1,434,801</b> | <b>\$ 228</b>  | <b>\$ 1,380,791</b>                     | <b>\$ 53,782</b>                                |

**Financial Instruments Measured at Fair Value on a Non-recurring Basis**

|                |          |    |    |          |
|----------------|----------|----|----|----------|
| Impaired Loans | \$ 3,587 | \$ | \$ | \$ 3,587 |
|----------------|----------|----|----|----------|

Appraisals, discounted cash flows and real estate tax assessments are reviewed quarterly. There is no specific policy regarding how frequently appraisals will be updated. Adjustments are made to appraisals and real estate tax assessments based on management's estimate of changes in real estate values. Within the past twelve months there have been no updated appraisals, however, all impaired loans have been reviewed during the past quarter using either a discounted cash flow analysis or other type of real estate tax assessment. Specific provisions relate to impaired loans recognized for 2012 for the estimated credit loss amounted to \$1,909,000.

There were no transfers between level 1 and 2 for the year ended December 31, 2012. There were no liabilities measured at fair value on a recurring or nonrecurring basis during the year ended December 31, 2012.

The following table presents additional information about assets measured at fair value on a recurring and nonrecurring basis for which the Company has utilized Level 3 inputs to determine fair value (dollars in thousands) at December 31, 2012. Management continues to monitor the assumptions used to value the assets listed below.

| Asset                         | Fair Value | Valuation Technique                    | Unobservable Input                   | Unobservable Input Value or Range |
|-------------------------------|------------|--|--------------------------------------|-----------------------------------|
| Securities AFS <sup>(1)</sup> | \$ 53,782  | Discounted cash flow                   | Discount rate                        | 0%-1% <sup>(2)</sup>              |
| Impaired Loans                | 3,587      | Appraisal of collateral <sup>(3)</sup> | Appraisal adjustments <sup>(4)</sup> | 0%-25% discount                   |





**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

- (1) Municipal securities generally have maturities of one year or less and, therefore, the amortized cost equates to the fair value.
- (2) Weighted averages.
- (3) Fair value is generally determined through independent appraisals of the underlying collateral, which generally include various Level 3 inputs which are not identifiable.
- (4) Appraisals may be adjusted by management for qualitative factors such as economic conditions and estimated expenses.
- The changes in Level 3 securities for the year ended December 31, 2012 are as shown in the table below:

|                               | Auction Rate<br>Securities | Obligations<br>Issued by States<br>and Political<br>Subdivisions | Equity<br>Securities | Total     |
|-------------------------------|----------------------------|--|----------------------|-----------|
| <b>(dollars in thousands)</b> |                            |  |                      |           |
| Balance at December 31, 2011  | \$ 3,725                   | \$ 14,772  | \$ 417               | \$ 18,914 |
| Purchases                     |                            | 90,960   |                      | 90,960    |
| Maturities                    |                            | (56,214)   | (75)                 | (56,289)  |
| Amortization                  |                            | (41)   |                      | (41)      |
| Change in fair value          | 238                        |  |                      | 238       |
| Balance at December 31, 2012  | \$ 3,963                   | \$ 49,477  | \$ 342               | \$ 53,782 |

The amortized cost of Level 3 securities was \$54,504,000 with an unrealized loss of \$722,000 at December 31, 2012. The securities in this category are generally equity investments, municipal securities with no readily determinable fair value or failed auction rate securities. Management evaluated the fair value of these securities based on an evaluation of the underlying issuer, prevailing rates and market liquidity.

**10. Deposits**

The following is a summary of remaining maturities or re-pricing of time deposits as of December 31,

|                                | 2013       | Percent | 2012       | Percent |
|--------------------------------|------------|---------|------------|---------|
| <b>(dollars in thousands)</b>  |            |         |            |         |
| Within one year                | \$ 248,758 | 65%     | \$ 299,456 | 71%     |
| Over one year to two years     | 41,533     | 11%     | 67,918     | 16%     |
| Over two years to three years  | 48,357     | 13%     | 19,834     | 5%      |
| Over three years to five years | 43,576     | 11%     | 32,775     | 8%      |
| Total                          | \$ 382,224 | 100%    | \$ 419,983 | 100%    |

Time deposits of \$100,000 or more totaled \$259,665,000 and \$287,048,000 in 2013 and 2012, respectively.

**11. Securities Sold Under Agreements to Repurchase**

The following is a summary of securities sold under agreements to repurchase as of December 31,

|                               | 2013 | 2012 | 2011 |
|-------------------------------|------|------|------|
| <b>(dollars in thousands)</b> |      |      |      |

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|   |                   |            |            |
|---|-------------------|------------|------------|
| Amount outstanding at December 31                 | <b>\$ 214,440</b> | \$ 191,390 | \$ 143,320 |
| Weighted average rate at December 31              | <b>0.18%</b>      | 0.17%      | 0.24%      |
| Maximum amount outstanding at any month end       | <b>\$ 214,440</b> | \$ 213,730 | \$ 152,267 |
| Daily average balance outstanding during the year | <b>\$ 203,888</b> | \$ 174,624 | \$ 129,137 |
| Weighted average rate during the year             | <b>0.18%</b>      | 0.21%      | 0.29%      |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

Amounts outstanding at December 31, 2013, 2012 and 2011 carried maturity dates of the next business day. U.S. Government Sponsored Enterprise securities with a total amortized cost of \$216,747,000, \$187,995,000 and \$140,891,000 were pledged as collateral and held by custodians to secure the agreements at December 31, 2013, 2012 and 2011, respectively. The approximate fair value of the collateral at those dates was \$213,350,000, \$191,704,000, and \$143,212,000, respectively.

**12. Other Borrowed Funds and Subordinated Debentures**

The following is a summary of other borrowed funds and subordinated debentures as of December 31,

|   | 2013       | 2012       | 2011       |
|---|------------|------------|------------|
| <b>(dollars in thousands)</b>                     |            |            |            |
| Amount outstanding at December 31                 | \$ 291,227 | \$ 231,227 | \$ 280,226 |
| Weighted average rate at December 31              | 3.04%      | 3.54%      | 2.85%      |
| Maximum amount outstanding at any month end       | \$ 291,227 | \$ 277,226 | \$ 280,226 |
| Daily average balance outstanding during the year | \$ 231,032 | \$ 217,542 | \$ 202,209 |
| Weighted average rate during the year             | 3.73%      | 3.82%      | 3.85%      |

**FEDERAL HOME LOAN BANK BORROWINGS**

Federal Home Loan Bank of Boston ( FHLBB ) borrowings are collateralized by a blanket pledge agreement on the Bank's FHLBB stock, certain qualified investment securities, deposits at the FHLBB and residential mortgages held in the Bank's portfolios. The Bank's remaining term borrowing capacity at the FHLBB at December 31, 2013, was approximately \$423,143,000. In addition, the Bank has a \$14,500,000 line of credit with the FHLBB. A schedule of the maturity distribution of FHLBB advances with the weighted average interest rates is as follows:

| December 31,<br>(dollars in thousands) | 2013       |                             | 2012       |                             | 2011       |                             |
|--|------------|-----------------------------|------------|-----------------------------|------------|-----------------------------|
|  | Amount     | Weighted<br>Average<br>Rate | Amount     | Weighted<br>Average<br>Rate | Amount     | Weighted<br>Average<br>Rate |
| Within one year                        | \$ 53,000  | 0.40%                       | \$ 46,000  | 1.86%                       | \$ 81,500  | 0.42%                       |
| Over one year to two years             | 19,500     | 2.42%                       | 17,500     | 3.01%                       | 23,500     | 3.34%                       |
| Over two years to three years          | 55,000     | 3.07%                       | 19,500     | 2.42%                       | 17,500     | 3.01%                       |
| Over three years to five years         | 77,000     | 3.05%                       | 90,000     | 3.33%                       | 74,500     | 2.90%                       |
| Over five years                        | 50,500     | 3.39%                       | 22,000     | 4.19%                       | 47,000     | 4.38%                       |
| Total                                  | \$ 255,000 | 2.52%                       | \$ 195,000 | 2.96%                       | \$ 244,000 | 2.41%                       |

Included in the table above are \$35,000,000 of FHLBB advances for each of the years at December 31, 2013, 2012 and 2011, respectively, that are payable at the discretion of FHLBB. These put dates were not utilized in the table above.

During 2013, the Company restructured \$14,500,000 of FHLBB advances. Prior to restructure, the weighted average rate on these advances was 3.16% and the weighted average remaining maturity was 12 months. Subsequent to restructure, the weighted average rate was 3.24% and the weighted average maturity was 68 months. The restructures were accounted for as modifications.

During 2011, the Company restructured \$18,000,000 of FHLBB advances. Prior to restructure, the weighted average rate on these advances was 4.45% and the weighted average remaining maturity was 25 months. Subsequent to restructure, the weighted average rate was 3.50% and the weighted average maturity was 60 months. The restructures were accounted for as modifications.



**Table of Contents****Notes to Consolidated Financial Statements (Continued)*****SUBORDINATED DEBENTURES***

Subordinated debentures totaled \$36,083,000 at December 31, 2013 and 2012. In May 1998, the Company consummated the sale of a trust preferred securities offering, in which it issued \$29,639,000 of subordinated debt securities due 2029 to its newly formed unconsolidated subsidiary Century Bancorp Capital Trust. Century Bancorp Capital Trust then issued 2,875,000 shares of Cumulative Trust Preferred Securities with a liquidation value of \$10 per share. These securities pay dividends at an annualized rate of 8.30%. The Company redeemed through its subsidiary, Century Bancorp Capital Trust, its 8.30% Trust Preferred Securities on January 10, 2005.

In December 2004, the Company consummated the sale of a trust preferred securities offering, in which it issued \$36,083,000 of subordinated debt securities due 2034 to its newly formed unconsolidated subsidiary Century Bancorp Capital Trust II.

Century Bancorp Capital Trust II then issued 35,000 shares of Cumulative Trust Preferred Securities with a liquidation value of \$1,000 per share. These securities pay dividends at an annualized rate of 6.65% for the first ten years and then convert to the three-month LIBOR rate plus 1.87% for the remaining 20 years.

***OTHER BORROWED FUNDS***

There were no overnight federal funds purchased at December 31, 2013 and 2012.

The Bank also has an outstanding loan in the amount of \$144,000 at December 31, 2013 and 2012, borrowed against the cash value of a whole life insurance policy for a key executive of the Bank.

**13. Reclassifications Out of Accumulated Other Comprehensive Income(a)**

| Details about Accumulated Other<br>Comprehensive Income Components | Amount Reclassified from Accumulated<br>Other Comprehensive Income |  | Affected line item in the Statement<br>Where Net Income is Presented |
|--|--|--|--|
|  | Year ended<br>December 31, 2013 <sup>(a)</sup>                     | Year ended<br>December 31, 2012 <sup>(a)</sup> |  |
| Unrealized gains and losses on<br>available-for-sale securities    | \$ 3,019<br>(1,179)  | \$ 1,843<br>(728)                              | Net gains on sales of investments<br>Provision for income taxes      |
|  | \$ 1,840   | \$ 1,115                                       | Net income   |
| Accretion of unrealized losses transferred                         | \$ 3,077<br>(1,191)  | \$   | Securities held-to-maturity<br>Provision for income taxes            |
|  | \$ 1,886   | \$   | Net Income   |
| Amortization of defined benefit pension items                      |  |  |  |
| Prior-service costs  | \$ (10)  | \$ (10)  | Salaries and employee benefits <sup>(b)</sup>                        |
| Actuarial gains (losses)   | (1,144)  | (1,071)  | Salaries and employee benefits <sup>(b)</sup>                        |
| Total before tax   | (1,154)  | (1,081)  | Income before taxes  |
| Tax (expense) or benefit   | 460  | 432  | Provision for income taxes   |
| Net of tax   | \$ (694)   | \$ (649)                                       | Net income   |

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|  |    |              |    |     |            |
|--|----|--------------|----|-----|------------|
| Total reclassifications for the period | \$ | <b>3,032</b> | \$ | 466 | Net income |
|--|----|--------------|----|-----|------------|

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

- (a) Amounts in parentheses indicate debits to profit/loss.
- (b) These accumulated other comprehensive income components are included in the computation of net periodic pension cost (see employee benefits footnote (Note 17) for additional details).

**14. Earnings per share ( EPS )**

Class A and Class B shares participate equally in undistributed earnings. Under the Company's Articles of Organization, the holders of Class A Common Stock are entitled to receive dividends per share equal to at least 200% of dividends paid, if any, from time to time, on each share of Class B Common Stock.

Diluted EPS includes the dilutive effect of common stock equivalents; basic EPS excludes all common stock equivalents. The only common stock equivalents for the Company are the stock options discussed below. The dilutive effect of these stock options for 2013, 2012 and 2011 was an increase of 1,155, 1,024 and 1,149 shares, respectively.

The following table is a reconciliation of basic EPS and diluted EPS:

| Year Ended December 31,<br>(in thousands except share and per share data) | 2013      | 2012      | 2011      |
|---|-----------|-----------|-----------|
| <b>BASIC EPS COMPUTATION</b>  |           |           |           |
| Numerator:  |           |           |           |
| Net income, Class A   | \$ 15,698 | \$ 14,877 | \$ 13,023 |
| Net income, Class B   | 4,348     | 4,162     | 3,670     |
| Denominator:  |           |           |           |
| Weighted average shares outstanding, Class A                              | 3,575,683 | 3,557,693 | 3,543,233 |
| Weighted average shares outstanding, Class B                              | 1,980,855 | 1,990,474 | 1,997,411 |
| Basic EPS, Class A  | \$ 4.39   | \$ 4.18   | \$ 3.68   |
| Basic EPS, Class B  | 2.19      | 2.09      | 1.84      |
| <b>DILUTED EPS COMPUTATION</b>  |           |           |           |
| Numerator:  |           |           |           |
| Net income, Class A   | \$ 15,698 | \$ 14,877 | \$ 13,023 |
| Net income, Class B   | 4,348     | 4,162     | 3,670     |
| Total net income, for diluted EPS, Class A computation                    | 20,046    | 19,039    | 16,693    |
| Denominator:  |           |           |           |
| Weighted average shares outstanding, basic, Class A                       | 3,575,683 | 3,557,693 | 3,543,233 |
| Weighted average shares outstanding, Class B                              | 1,980,855 | 1,990,474 | 1,997,411 |
| Dilutive effect of Class A stock options                                  | 1,155     | 1,024     | 1,150     |
| Weighted average shares outstanding diluted, Class A                      | 5,557,693 | 5,549,191 | 5,541,794 |
| Weighted average shares outstanding, Class B                              | 1,980,855 | 1,990,474 | 1,997,411 |
| Diluted EPS, Class A  | \$ 3.61   | \$ 3.43   | \$ 3.01   |
| Diluted EPS, Class B  | 2.19      | 2.09      | 1.84      |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)****15. Stockholders Equity*****DIVIDENDS***

Holders of the Class A common stock may not vote in the election of directors but may vote as a class to approve certain extraordinary corporate transactions. Holders of Class B common stock may vote in the election of directors. Class A common stockholders are entitled to receive dividends per share equal to at least 200% per share of that paid, if any, on each share of Class B common stock. Class A common stock is publicly traded. Class B common stock is not publicly traded; however, it can be converted on a per share basis to Class A common stock at any time at the option of the holder. Dividend payments by the Company are dependent in part on the dividends it receives from the Bank, which are subject to certain regulatory restrictions.

***STOCK REPURCHASE PLAN***

During 2013, the Board of Directors of the Company approved a reauthorization of the stock repurchase program. Under the program, the Company is reauthorized to repurchase up to 300,000, or less than 9%, of Century Bancorp Class A Common Stock outstanding. This vote supersedes the previous program voted by the Board of Directors during 2012, which also authorized the Company to repurchase up to 300,000, or less than 9%, of Century Bancorp Class A Common Stock. The stock buyback is authorized to take place from time-to-time, subject to prevailing market conditions. The purchases are made on the open market and are funded from available cash.

***STOCK OPTION PLAN***

During 2000 and 2004, common stockholders of the Company approved stock option plans (the Option Plans) that provide for granting of options for not more than 150,000 shares of Class A common stock per plan. Under the Option Plans, all officers and key employees of the Company are eligible to receive nonqualified and incentive stock options to purchase shares of Class A common stock. The Option Plans are administered by the Compensation Committee of the Board of Directors, whose members are ineligible to participate in the Option Plans. Based on management's recommendations, the Committee submits its recommendations to the Board of Directors as to persons to whom options are to be granted, the number of shares granted to each, the option price (which may not be less than 85% of the fair market value for nonqualified stock options, or the fair market value for incentive stock options, of the shares on the date of grant) and the time period over which the options are exercisable (not more than ten years from the date of grant). There were 20,375 options exercisable at December 31, 2013.

Stock option activity under the plan is as follows:

|  | December 31, 2013 |                                 | December 31, 2012 |                                 | December 31, 2011 |                                 |
|--|-------------------|---------------------------------|-------------------|---------------------------------|-------------------|---------------------------------|
|  | Amount            | Weighted Average Exercise Price | Amount            | Weighted Average Exercise Price | Amount            | Weighted Average Exercise Price |
| Shares under option:                   |                   |                                 |                   |                                 |                   |                                 |
| Outstanding at beginning of year       | 23,350            | \$ 31.17                        | 36,062            | \$ 28.90                        | 38,712            | \$ 28.36                        |
| Forfeited                              | (1,350)           | 26.68                           | (450)             | 22.50                           | (200)             | 15.06                           |
| Exercised                              | (1,625)           | 26.76                           | (12,262)          | 24.82                           | (2,450)           | 21.44                           |
| Outstanding at end of year             | 20,375            | \$ 31.82                        | 23,350            | \$ 31.17                        | 36,062            | \$ 28.90                        |
| Exercisable at end of year             | 20,375            | \$ 31.82                        | 23,350            | \$ 31.17                        | 36,062            | \$ 28.90                        |
| Available to be granted at end of year | 224,884           |                                 | 223,534           |                                 | 223,084           |                                 |





**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

At December 31, 2013, 2012 and 2011, the options outstanding have exercise prices between \$15.06 and \$31.83, and a weighted average remaining contractual life of one year for 2013 and two years for 2012 and 2011. The weighted average intrinsic value of options exercised for the period ended December 31, 2013, was \$6.49 per share with an aggregate value of \$10,548. The average intrinsic value of options exercisable at December 31, 2013, 2012 and 2011 had an aggregate value of \$29,136, \$41,549 and \$49,145, respectively.

**CAPITAL RATIOS**

The Bank and the Company are subject to various regulatory requirements administered by federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Bank and Company's financial statements. Under capital adequacy guidelines and regulatory framework for prompt corrective action, the Bank and Company must meet specific capital guidelines that involve quantitative measures of the Bank and Company's assets and liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The Bank and Company's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Bank and the Company to maintain minimum amounts and ratios (set forth in the table below) of total and Tier 1 capital (as defined in the regulation) to risk-weighted assets (as defined) and Tier 1 capital (as defined) to average assets (as defined). Management believes, as of December 31, 2013, that the Bank and the Company meet all capital adequacy requirements to which they are subject.

As of December 31, 2013, the most recent notification from the FDIC categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized, the Bank must maintain minimum total risk-based, Tier risk-based, and Tier 1 leverage ratios as set forth in the table below. There are no conditions or events since that notification that management believes would cause a change in the Bank's categorization.

The Bank's actual capital amounts and ratios are presented in the following table:

|   | Actual     |        | For Capital Adequacy Purposes |       | To Be Well Capitalized Under Prompt Corrective Action Provisions |        |
|---|------------|--------|-------------------------------|-------|--|--------|
|   | Amount     | Ratio  | Amount                        | Ratio | Amount   | Ratio  |
| <b>As of December 31, 2013</b>              |            |        |                               |       |  |        |
| Total Capital (to Risk-Weighted Assets)     | \$ 230,038 | 13.91% | \$ 132,338                    | 8.00% | \$ 165,422   | 10.00% |
| Tier 1 Capital (to Risk-Weighted Assets)    | 209,360    | 12.66% | 66,169                        | 4.00% | 99,253   | 6.00%  |
| Tier 1 Capital (to 4th Qtr. Average Assets) | 209,360    | 6.00%  | 139,467                       | 4.00% | 174,334  | 5.00%  |
| <b>As of December 31, 2012</b>              |            |        |                               |       |  |        |
| Total Capital (to Risk-Weighted Assets)     | \$ 206,464 | 14.15% | \$ 116,726                    | 8.00% | \$ 145,907   | 10.00% |
| Tier 1 Capital (to Risk-Weighted Assets)    | 188,226    | 12.90% | 58,363                        | 4.00% | 87,544   | 6.00%  |
| Tier 1 Capital (to 4th Qtr. Average Assets) | 188,226    | 6.11%  | 123,202                       | 4.00% | 154,002  | 5.00%  |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The Company's actual capital amounts and ratios are presented in the following table:

|   | Actual     |        | For Capital Adequacy Purposes |       | To Be Well Capitalized Under Prompt Corrective Action Provisions |        |
|---|------------|--------|-------------------------------|-------|--|--------|
|   | Amount     | Ratio  | Amount                        | Ratio | Amount   | Ratio  |
| <b>As of December 31, 2013</b>              |            |        |                               |       |  |        |
| Total Capital (to Risk-Weighted Assets)     | \$ 247,761 | 14.92% | \$ 132,870                    | 8.00% | \$ 166,088   | 10.00% |
| Tier 1 Capital (to Risk-Weighted Assets)    | 227,000    | 13.67% | 66,435                        | 4.00% | 99,653   | 6.00%  |
| Tier 1 Capital (to 4th Qtr. Average Assets) | 227,000    | 6.50%  | 139,769                       | 4.00% | 174,711  | 5.00%  |
| <b>As of December 31, 2012</b>              |            |        |                               |       |  |        |
| Total Capital (to Risk-Weighted Assets)     | \$ 227,945 | 15.59% | \$ 116,976                    | 8.00% | \$ 146,220   | 10.00% |
| Tier 1 Capital (to Risk-Weighted Assets)    | 209,668    | 14.34% | 58,488                        | 4.00% | 87,732   | 6.00%  |
| Tier 1 Capital (to 4th Qtr. Average Assets) | 209,668    | 6.80%  | 123,377                       | 4.00% | 154,221  | 5.00%  |

**16. Income Taxes**

The current and deferred components of income tax expense for the years ended December 31 are as follows:

|                                    | 2013     | 2012     | 2011     |
|------------------------------------|----------|----------|----------|
| <b>(dollars in thousands)</b>      |          |          |          |
| <b>Current expense:</b>            |          |          |          |
| Federal                            | \$ 3,520 | \$ 3,181 | \$ 2,198 |
| State                              | 416      | 315      | 309      |
| Total current expense              | 3,936    | 3,496    | 2,507    |
| <b>Deferred (benefit) expense:</b> |          |          |          |
| Federal                            | (2,564)  | (1,833)  | (961)    |
| State                              | (365)    | (271)    | 8        |
| Total deferred benefit             | (2,929)  | (2,104)  | (953)    |
| Provision for income taxes         | \$ 1,007 | \$ 1,392 | \$ 1,554 |

There were no penalties during 2011, 2012, or 2013. There was approximately \$2,000 paid to the Internal Revenue Service for interest during 2012.

Income tax accounts included in other assets/liabilities at December 31 are as follows:

|                               | 2013   | 2012   |
|-------------------------------|--------|--------|
| <b>(dollars in thousands)</b> |        |        |
| Currently receivable          | \$ 702 | \$ 630 |

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|                                |                  |           |
|--------------------------------|------------------|-----------|
| Deferred income tax asset, net | <b>30,857</b>    | 14,551    |
| <b>Total</b>                   | <b>\$ 31,559</b> | \$ 15,181 |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

Differences between income tax expense at the statutory federal income tax rate and total income tax expense are summarized as follows:

|   | 2013            | 2012            | 2011            |
|---|-----------------|-----------------|-----------------|
| <b>(dollars in thousands)</b>                       |                 |                 |                 |
| Federal income tax expense at statutory rates       | \$ 7,158        | \$ 6,946        | \$ 6,204        |
| State income tax, net of federal income tax benefit | 34              | 29              | 209             |
| Insurance income                                    | (380)           | (396)           | (396)           |
| Effect of tax-exempt interest                       | (5,348)         | (4,628)         | (3,801)         |
| Net tax credit                                      | (572)           | (633)           | (683)           |
| Other   | 115             | 74              | 21              |
| <b>Total</b>  | <b>\$ 1,007</b> | <b>\$ 1,392</b> | <b>\$ 1,554</b> |

|                    |      |      |      |
|--------------------|------|------|------|
| Effective tax rate | 4.8% | 6.8% | 8.5% |
|--------------------|------|------|------|

The following table sets forth the Company's gross deferred income tax assets and gross deferred income tax liabilities at December 31:

|   | 2013             | 2012             |
|---|------------------|------------------|
| <b>(dollars in thousands)</b>                                   |                  |                  |
| Deferred income tax assets:                                     |                  |                  |
| Allowance for loan losses                                       | \$ 9,199         | \$ 8,103         |
| Unrealized losses on securities transferred to held-to-maturity | 8,590            |                  |
| Deferred compensation   | 6,515            | 5,643            |
| Pension and SERP liability                                      | 4,880            | 8,621            |
| AMT credit  | 3,164            | 1,908            |
| Unrealized losses (gains) on securities available-for-sale      | 652              | (7,875)          |
| Acquisition premium   | 438              | 541              |
| Nonaccrual interest   | 136              | 151              |
| Depreciation  | 109              | (36)             |
| Investments write down  | 26               | 26               |
| Deferred gain   |                  | 11               |
| Other   | 198              | 235              |
| <b>Gross deferred income tax asset</b>                          | <b>33,907</b>    | <b>17,328</b>    |
| Deferred income tax liabilities:                                |                  |                  |
| Limited partnerships  | (2,769)          | (2,722)          |
| Mortgage servicing rights                                       | (281)            | (55)             |
| <b>Gross deferred income tax liability</b>                      | <b>(3,050)</b>   | <b>(2,777)</b>   |
| <b>Deferred income tax asset net</b>                            | <b>\$ 30,857</b> | <b>\$ 14,551</b> |

Based on the Company's historical and current pre-tax earnings, management believes it is more likely than not that the Company will realize the deferred income tax asset existing at December 31, 2013. Management believes that existing net deductible temporary differences which give rise to the deferred tax asset will reverse.



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

during periods in which the Company generates net taxable income. In addition, gross deductible temporary differences are expected to reverse in periods during which offsetting gross taxable temporary differences are expected to reverse. Factors beyond management's control, such as the general state of the economy and real estate values, can affect future levels of taxable income, and no assurance can be given that sufficient taxable income will be generated to fully absorb gross deductible temporary differences. The Company is in an Alternative Minimum Tax (AMT) credit position. The AMT credit is carried as a deferred asset and has an indefinite life. The Company has potential tax planning strategies available which support the deferred AMT credit and, at this time, no valuation allowance is needed.

The Company and its subsidiaries file a consolidated federal tax return. For the tax year beginning in 2009, the Commonwealth of Massachusetts requires a combined state tax return, except for security corporations, which file separate tax returns. The Company is subject to federal and state examinations for tax years after December 31, 2009.

**17. Employee Benefits**

The Company has a Qualified Defined Benefit Pension Plan (the Plan), which had been offered to all employees reaching minimum age and service requirements. In 2006, the Bank became a member of the Savings Bank Employees Retirement Association (SBERA) within which it then began maintaining the Qualified Defined Benefit Pension Plan. SBERA offers a common and collective trust as the underlying investment structure for its retirement plans. The target allocation mix for the common and collective trust portfolio calls for an equity-based investment deployment range of 40% to 64% of total portfolio assets. The remainder of the portfolio is allocated to fixed income securities with target range of 15% to 25% and other investments including global asset allocation and hedge funds from 20% to 36%.

The Trustees of SBERA, through its Investment Committee, select investment managers for the common and collective trust portfolio. A professional investment advisory firm is retained by the Investment Committee to provide allocation analysis, performance measurement and to assist with manager searches. The overall investment objective is to diversify investments across a spectrum of investment types to limit risks from large market swings. The Company closed the plan to employees hired after March 31, 2006.

The measurement date for the Plan is December 31 for each year. The benefits expected to be paid in each year from 2014 to 2018 are \$1,092,000, \$1,176,000, \$1,247,000, \$1,322,000, and \$1,325,000, respectively. The aggregate benefits expected to be paid in the five years from 2019 to 2023 are \$8,011,000. The Company plans to contribute \$1,000,000 to the Plan in 2014.

The fair value of plan assets and major categories as of December 31, 2013, is as follows:

| Asset Category<br>(dollars in thousands) | Percent       | Total            | Level 1          | Level 2          | Level 3         |
|--|---------------|------------------|------------------|------------------|-----------------|
| <b>Collective funds</b>                  | <b>52.9%</b>  | <b>\$ 17,092</b> | <b>\$ 856</b>    | <b>\$ 16,236</b> | <b>\$</b>       |
| <b>Equity securities</b>                 | <b>25.9%</b>  | <b>8,355</b>     | <b>8,355</b>     |                  |                 |
| <b>Mutual funds</b>                      | <b>13.1%</b>  | <b>4,250</b>     | <b>3,832</b>     | <b>418</b>       |                 |
| <b>Hedge funds</b>                       | <b>7.0%</b>   | <b>2,256</b>     |                  |                  | <b>2,256</b>    |
| <b>Short-term investments</b>            | <b>1.1%</b>   | <b>369</b>       | <b>249</b>       | <b>120</b>       |                 |
|  | <b>100.0%</b> | <b>\$ 32,322</b> | <b>\$ 13,292</b> | <b>\$ 16,774</b> | <b>\$ 2,256</b> |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The fair value of plan assets and major categories as of December 31, 2012, is as follows:

| <b>Asset Category<br/>(dollars in thousands)</b> | <b>Percent</b> | <b>Total</b> | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> |
|--|----------------|--------------|----------------|----------------|----------------|
| Collective funds                                 | 52.5%          | \$ 12,593    | \$ 767         | \$ 11,826      | \$             |
| Equity securities                                | 24.6%          | 5,892        | 5,892          |                |                |
| Mutual funds                                     | 14.1%          | 3,370        | 3,086          | 284            |                |
| Hedge funds                                      | 7.0%           | 1,691        |                |                | 1,691          |
| Short-term investments                           | 1.8%           | 437          | 62             | 375            |                |
|  | 100.0%         | \$ 23,983    | \$ 9,807       | \$ 12,485      | \$ 1,691       |

**LEVEL 1**

The plan assets measured at fair value in Level 1 are based on quoted market prices in an active exchange market.

**LEVEL 2**

Plan assets measured at fair value in Level 2 are based on pricing models that consider standard input factors, such as observable market data, benchmark yields, interest rate volatilities, broker/dealer quotes, credit spreads and new issue data.

**LEVEL 3**

Plan assets measured at fair value in Level 3 are based on unobservable inputs, which includes SBERA's assumptions and the best information available under the circumstance. Level 3 assets consist of hedge funds. The underlying assets are valued based upon quoted exchange prices, over-the-counter trades, bid/ask prices, relative value assessments based on market conditions, and other information, as available. Further adjustments may be made based on factors impacting liquidity.

The asset or liability's fair value measurement level within fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs. Below is a description of the valuation methodologies used for assets measured at fair value.

The Trust reports bonds and other obligations, short-term investments and equity securities at fair values based on published quotations, Collective funds and hedge funds (Funds) are valued in accordance with valuations provided by such Funds, which generally value marketable securities at the last reported sales price on the valuation date and other investments at fair value, as determined by each Fund's manager.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future values. Furthermore, although the Trust believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The changes in Level 3 securities are shown in the table below:

| Year Ended December 31,<br>(dollars in thousands) | 2013            | 2012            |
|---|-----------------|-----------------|
| <b>Balance at beginning of year</b>               | <b>\$ 1,691</b> | <b>\$ 1,522</b> |
| <b>Purchases</b>                                  | <b>55</b>       | <b>152</b>      |
| <b>Actual return assets still being held</b>      | <b>510</b>      | <b>17</b>       |
| <b>Balance at end of year</b>                     | <b>\$ 2,256</b> | <b>\$ 1,691</b> |

The performance of the plan assets is dependent upon general market conditions and specific conditions related to the issuers of the underlying securities.

The Company has a Supplemental Executive Insurance/Retirement Plan (the Supplemental Plan), which is limited to certain officers and employees of the Company. The Supplemental Plan is voluntary and participants are required to contribute to its cost. Under the Supplemental Plan, each participant will receive a retirement benefit based on compensation and length of service. Life insurance policies, which are owned by the Company, are purchased covering the lives of each participant.

The benefits expected to be paid in each year from 2014 to 2018 are \$1,108,000, \$1,088,000, \$1,515,000, \$1,973,000 and \$1,981,000, respectively. The aggregate benefits expected to be paid in the five years from 2019 to 2023 are \$10,341,000.

| (dollars in thousands)                         | Defined Benefit<br>Pension Plan |            | Supplemental Insurance/<br>Retirement Plan |             |
|--|---------------------------------|------------|--|-------------|
|  | 2013                            | 2012       | 2013                                       | 2012        |
| Change projected in benefit obligation         |                                 |            |  |             |
| Benefit obligation at beginning of year        | <b>\$ 31,910</b>                | \$ 28,784  | <b>\$ 25,835</b>                           | \$ 21,097   |
| Service cost                                   | <b>1,196</b>                    | 1,097      | <b>1,554</b>                               | 1,425       |
| Interest cost                                  | <b>1,257</b>                    | 1,295      | <b>1,072</b>                               | 923         |
| Actuarial (gain)/loss                          | <b>(3,734)</b>                  | 1,401      | <b>(1,916)</b>                             | 3,482       |
| Benefits paid                                  | <b>(750)</b>                    | (667)      | <b>(1,043)</b>                             | (1,092)     |
| Projected benefit obligation at end of year    | <b>\$ 29,879</b>                | \$ 31,910  | <b>\$ 25,502</b>                           | \$ 25,835   |
| Change in plan assets                          |                                 |            |  |             |
| Fair value of plan assets at beginning of year | <b>\$ 23,983</b>                | \$ 20,517  |  |             |
| Actual (loss) return on plan assets            | <b>4,619</b>                    | 2,333      |  |             |
| Employer contributions                         | <b>4,470</b>                    | 1,800      |  |             |
| Benefits paid                                  | <b>(750)</b>                    | (667)      |  |             |
| Fair value of plan assets at end of year       | <b>\$ 32,322</b>                | \$ 23,983  |  |             |
| (Unfunded) Funded status                       | <b>\$ 2,443</b>                 | \$ (7,927) | <b>\$ (25,502)</b>                         | \$ (25,835) |
| Accumulated benefit obligation                 | <b>\$ 29,747</b>                | \$ 31,773  | <b>\$ 22,278</b>                           | \$ 22,181   |



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

|   | Defined Benefit<br>Pension Plan |          | Supplemental Insurance/<br>Retirement Plan |          |
|---|---------------------------------|----------|--|----------|
|   | 2013                            | 2012     | 2013                                       | 2012     |
| <b>(dollars in thousands)</b>   |                                 |          |  |          |
| Weighted-average assumptions as of December 31  |                                 |          |  |          |
| Discount rate Liability   | 5.00%                           | 4.00%    | 5.00%                                      | 4.00%    |
| Discount rate Expense   | 4.00%                           | 4.50%    | 4.00%                                      | 4.50%    |
| Expected return on plan assets  | 8.00%                           | 8.00%    | NA   | NA       |
| Rate of compensation increase   | 4.00%                           | 4.00%    | 4.00%                                      | 4.00%    |
| Components of net periodic benefit cost   |                                 |          |  |          |
| Service cost  | \$ 1,196                        | \$ 1,097 | \$ 1,554                                   | \$ 1,425 |
| Interest cost   | 1,257                           | 1,295    | 1,072                                      | 923      |
| Expected return on plan assets  | (1,880)                         | (1,641)  |  |          |
| Recognized prior service cost   | (104)                           | (104)    | 114  | 114      |
| Recognized net losses   | 630                             | 735      | 514  | 336      |
| Net periodic cost   | \$ 1,099                        | \$ 1,382 | \$ 3,254                                   | \$ 2,798 |
| Other changes in plan assets and benefit obligations recognized in other comprehensive income |                                 |          |  |          |
| Amortization of prior service cost  | \$ 104                          | \$ 104   | \$ (114)                                   | \$ (114) |
| Net (gain) loss   | (6,956)                         | (25)     | (2,401)                                    | 3,098    |
| Total recognized in other comprehensive income  | (6,852)                         | 79       | (2,515)                                    | 2,984    |
| Total recognized in net periodic benefit cost and other comprehensive income                  | \$ (5,753)                      | \$ 1,461 | \$ 739                                     | \$ 5,782 |

|                               | December 31, 2013 |                      |             | December 31, 2012 |                      |             |
|-------------------------------|-------------------|----------------------|-------------|-------------------|----------------------|-------------|
|                               | Plan              | Supplemental<br>Plan | Total       | Plan              | Supplemental<br>Plan | Total       |
| <b>(dollars in thousands)</b> |                   |                      |             |                   |                      |             |
| Prior service cost            | \$ 516            | \$ (991)             | \$ (475)    | \$ 620            | \$ (1,105)           | \$ (485)    |
| Net actuarial loss            | (3,361)           | (7,901)              | (11,262)    | (10,317)          | (10,302)             | (20,619)    |
| Total                         | \$ (2,845)        | \$ (8,892)           | \$ (11,737) | \$ (9,697)        | \$ (11,407)          | \$ (21,104) |

The following table summarizes the amounts included in Accumulated Other Comprehensive Loss at December 31, 2013, expected to be recognized as components of net periodic benefit cost in the next year:

|   | Plan     | Supplemental<br>Plan |
|---|----------|----------------------|
| Amortization of prior service cost to be recognized in 2014 | \$ (104) | \$ 114               |
| Amortization of loss to be recognized in 2014               | 12       | 355                  |

Assumptions for the expected return on plan assets and discount rates in the Company's Plan and Supplemental Plan are periodically reviewed. As part of the review, management in consultation with independent consulting actuaries performs an analysis of expected returns based on the plan's asset allocation. This forecast reflects the Company's and actuarial firm's expected return on plan assets for each significant asset class or economic indicator. The range of returns developed relies on forecasts and on broad market historical



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

benchmarks for expected return, correlation and volatility for each asset class. Also, as a part of the review, the Company's management in consultation with independent consulting actuaries performs an analysis of discount rates based on expected returns of high-grade fixed income debt securities.

The Company offers a 401(k) defined contribution plan for all employees reaching minimum age and service requirements. The plan is voluntary and employee contributions are matched by the Company at a rate of 33.3% for the first 6% of compensation contributed by each employee. The Company's match totaled \$322,000 for 2013, \$308,000 for 2012 and \$266,000 for 2011. Administrative costs associated with the plan are absorbed by the Company.

The Company has a cash incentive plan that is designed to reward our executives and officers for the achievement of annual financial performance goals of the Company as well as business line, department and individual performance. The plan supports the philosophy that management be measured for their performance as a team in the attainment of these goals. Discretionary bonus expense amounted to \$1,313,000, \$1,289,000 and \$1,100,000 in 2013, 2012, and 2011, respectively.

The Company does not offer any postretirement programs other than pensions.

**18. Commitments and Contingencies**

A number of legal claims against the Company arising in the normal course of business were outstanding at December 31, 2013. Management, after reviewing these claims with legal counsel, is of the opinion that their resolution will not have a material adverse effect on the Company's consolidated financial position or results of operations.

**19. Financial Instruments with Off-Balance-Sheet Risk**

The Company is party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its customers.

These financial instruments primarily include commitments to originate and sell loans, standby letters of credit, unused lines of credit and unadvanced portions of construction loans. The instruments involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the consolidated balance sheet. The contract or notional amounts of those instruments reflect the extent of involvement the Company has in these particular classes of financial instruments.

The Company's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for loan commitments, standby letters of credit and unadvanced portions of construction loans is represented by the contractual amount of those instruments. The Company uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments. Financial instruments with off-balance-sheet risk at December 31 are as follows:

***Contract or Notional Amount***

|   | 2013     | 2012      |
|---|----------|-----------|
| <b>(dollars in thousands)</b>                                       |          |           |
| Financial instruments whose contract amount represents credit risk: |          |           |
| Commitments to originate 1-4 family mortgages                       | \$ 3,373 | \$ 13,580 |
| Standby and commercial letters of credit                            | 7,930    | 8,411     |
| Unused lines of credit  | 249,941  | 217,246   |
| Unadvanced portions of construction loans                           | 7,026    | 17,609    |
| Unadvanced portions of other loans                                  | 17,750   | 4,872     |



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

Commitments to originate loans, unadvanced portions of construction loans, unused lines of credit and unused letters of credit are generally agreements to lend to a customer, provided there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Company evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Company upon extension of credit, is based on management's credit evaluation of the borrower.

Standby letters of credit are conditional commitments issued by the Company to guarantee the performance by a customer to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers.

**20. Other Operating Expenses**

| Year ended December 31,<br>(dollars in thousands) | 2013      | 2012      | 2011      |
|---|-----------|-----------|-----------|
| Marketing   | \$ 1,749  | \$ 1,853  | \$ 1,575  |
| Software maintenance/amortization                 | 1,417     | 1,256     | 951       |
| Legal and audit                                   | 1,281     | 1,179     | 1,140     |
| Contributions                                     | 673       | 1,074     | 479       |
| Processing services                               | 812       | 921       | 865       |
| Consulting  | 874       | 890       | 796       |
| Postage and delivery                              | 939       | 877       | 773       |
| Supplies  | 848       | 849       | 868       |
| Telephone   | 719       | 750       | 742       |
| Directors' fees                                   | 373       | 330       | 309       |
| Insurance   | 295       | 279       | 275       |
| Core deposit intangible amortization              |           | 120       | 388       |
| Other   | 1,500     | 1,230     | 1,280     |
| Total   | \$ 11,480 | \$ 11,608 | \$ 10,441 |

**21. Fair Values of Financial Instruments**

The following methods and assumptions were used by the Company in estimating fair values of its financial instruments. Excluded from this disclosure are all non financial instruments. Accordingly, the aggregate fair value amounts presented do not represent the underlying value of the Company.

The assumptions used below are expected to approximate those that market participants would use in valuing these financial instruments.

Fair value estimates are made at a specific point in time, based on available market information and judgments about the financial instrument, including estimates of timing, amount of expected future cash flows and the credit standing of the issuer. Such estimates do not consider the tax impact of the realization of unrealized gains or losses. In some cases, the fair value estimates cannot be substantiated by comparison to independent markets. In addition, the disclosed fair value may not be realized in the immediate settlement of the financial instrument. Care should be exercised in deriving conclusions about our business, its value or financial position based on the fair value information of financial instruments presented below.

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**Notes to Consolidated Financial Statements (Continued)**

***SECURITIES HELD-TO-MATURITY***

The fair values of these securities were based on quoted market prices, where available, as provided by third-party investment portfolio pricing vendors. If quoted market prices were not available, fair values provided by the vendors were based on quoted market prices of comparable instruments in active markets and/or based on a matrix pricing methodology which employs The Bond Market Association's standard calculations for cash flow and price/yield analysis, live benchmark bond pricing and terms/condition data available from major pricing sources. Management regards the inputs and methods used by third party pricing vendors to be Level 2 inputs and methods as defined in the fair value hierarchy provided by FASB.

***LOANS***

For variable-rate loans, that reprice frequently and with no significant change in credit risk, fair values are based on carrying amounts. The fair value of other loans is estimated using discounted cash flow analysis, based on interest rates currently being offered for loans with similar terms to borrowers of similar credit quality. Incremental credit risk for nonperforming loans has been considered.

***TIME DEPOSITS***

The fair value of time deposits was estimated using a discounted cash flow approach that applies prevailing market interest rates for similar maturity instruments. The fair values of the Company's time deposit liabilities do not take into consideration the value of the Company's long-term relationships with depositors, which may have significant value.

***OTHER BORROWED FUNDS***

The fair value of other borrowed funds is based on the discounted value of contractual cash flows. The discount rate used is estimated based on the rates currently offered for other borrowed funds of similar remaining maturities.

***SUBORDINATED DEBENTURES***

The fair value of subordinated debentures is based on the discounted value of contractual cash flows. The discount rate used is estimated based on the rates currently offered for other subordinated debentures of similar remaining maturities.



**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

The following presents (in thousands) the carrying amount, estimated fair value, and placement in the fair value hierarchy of the Company's financial instruments as of December 31, 2013 and December 31, 2012. This table excludes financial instruments for which the carrying amount approximates fair value. Financial assets for which the fair value approximates carrying value include cash and cash equivalents, short-term investments, FHLBB stock and accrued interest receivable. Financial liabilities for which the fair value approximates carrying value include non-maturity deposits, short-term borrowings and accrued interest payable.

|                               | Carrying Amount | Estimated Fair Value | Level 1 Inputs | Fair Value Measurements Level 2 Inputs | Level 3 Inputs |
|-------------------------------|-----------------|----------------------|----------------|--|----------------|
| (dollars in thousands)        |                 |                      |                |  |                |
| <b>December 31, 2013</b>      |                 |                      |                |  |                |
| <b>Financial assets:</b>      |                 |                      |                |  |                |
| Securities held-to-maturity   | \$ 1,487,884    | \$ 1,464,449         | \$             | \$ 1,464,449                           | \$             |
| Loans <sup>(1)</sup>          | 1,243,822       | 1,214,192            |                |  | 1,214,192      |
| <b>Financial liabilities:</b> |                 |                      |                |  |                |
| Time deposits                 | 382,224         | 386,742              |                | 386,742                                |                |
| Other borrowed funds          | 255,144         | 254,736              |                | 254,736                                |                |
| Subordinated debentures       | 36,083          | 39,503               |                |  | 39,503         |
| <b>December 31, 2012</b>      |                 |                      |                |  |                |
| <b>Financial assets:</b>      |                 |                      |                |  |                |
| Securities held-to-maturity   | \$ 275,507      | \$ 281,924           | \$             | \$ 281,924                             | \$             |
| Loans <sup>(1)</sup>          | 1,092,591       | 1,124,716            |                |  | 1,124,716      |
| <b>Financial liabilities:</b> |                 |                      |                |  |                |
| Time deposits                 | 419,983         | 424,253              |                | 424,253                                |                |
| Other borrowed funds          | 195,144         | 205,481              |                | 205,481                                |                |
| Subordinated debentures       | 36,083          | 43,423               |                |  | 43,423         |

(1) Comprised of loans (including collateral dependent impaired loans), net of deferred loan costs and the allowance for loan losses.

**LIMITATIONS**

Fair value estimates are made at a specific point in time, based on relevant market information and information about the type of financial instrument. These estimates do not reflect any premium or discount that could result from offering for sale at one time the Bank's entire holdings of a particular financial instrument. Because no active market exists for some of the Bank's financial instruments, fair value estimates are based on judgments regarding future expected loss experience, cash flows, current economic conditions, risk characteristics and other factors. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in assumptions and changes in the loan, debt and interest rate markets could significantly affect the estimates. Further, the income tax ramifications related to the realization of the unrealized gains and losses can have a significant effect on the fair value estimates and have not been considered.

**Table of Contents****Notes to Consolidated Financial Statements (Continued)****22. Quarterly Results of Operations (unaudited)**

| 2013 Quarters<br>(in thousands, except share data)  | Fourth    | Third     | Second    | First     |
|---|-----------|-----------|-----------|-----------|
| Interest income                                     | \$ 20,947 | \$ 20,549 | \$ 19,132 | \$ 19,137 |
| Interest expense                                    | 4,842     | 4,751     | 4,620     | 4,592     |
| Net interest income                                 | 16,105    | 15,798    | 14,512    | 14,545    |
| Provision for loan losses                           | 460       | 750       | 750       | 750       |
| Net interest income after provision for loan losses | 15,645    | 15,048    | 13,762    | 13,795    |
| Other operating income                              | 4,186     | 4,774     | 5,221     | 4,434     |
| Operating expenses                                  | 14,690    | 13,995    | 13,662    | 13,465    |
| Income before income taxes                          | 5,141     | 5,827     | 5,321     | 4,764     |
| Provision for income taxes                          | 116       | 308       | 295       | 288       |
| Net income  | \$ 5,025  | \$ 5,519  | \$ 5,026  | \$ 4,476  |
| <b>Share data:</b>                                  |           |           |           |           |
| Average shares outstanding, basic                   |           |           |           |           |
| Class A   | 3,580,404 | 3,578,400 | 3,574,379 | 3,569,546 |
| Class B   | 1,976,180 | 1,978,180 | 1,982,180 | 1,986,880 |
| Average shares outstanding, diluted                 |           |           |           |           |
| Class A   | 5,557,419 | 5,558,031 | 5,557,354 | 5,557,365 |
| Class B   | 1,976,180 | 1,978,180 | 1,982,180 | 1,986,880 |
| Earnings per share, basic                           |           |           |           |           |
| Class A   | \$ 1.10   | \$ 1.21   | \$ 1.10   | \$ 0.98   |
| Class B   | \$ 0.55   | \$ 0.60   | \$ 0.55   | \$ 0.49   |
| Earnings per share, diluted                         |           |           |           |           |
| Class A   | \$ 0.90   | \$ 0.99   | \$ 0.90   | \$ 0.81   |
| Class B   | \$ 0.55   | \$ 0.60   | \$ 0.55   | \$ 0.49   |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)**

| <b>2012 Quarters<br/>(in thousands, except share data)</b> | <b>Fourth</b> | <b>Third</b> | <b>Second</b> | <b>First</b> |
|--|---------------|--------------|---------------|--------------|
| Interest income  | \$ 19,738     | \$ 22,079    | \$ 20,312     | \$ 19,365    |
| Interest expense   | 4,795         | 4,859        | 4,923         | 4,963        |
| Net interest income  | 14,943        | 17,220       | 15,389        | 14,402       |
| Provision for loan losses                                  | 900           | 1,250        | 900           | 1,100        |
| Net interest income after provision for loan losses        | 14,043        | 15,970       | 14,489        | 13,302       |
| Other operating income                                     | 4,153         | 4,105        | 3,988         | 3,619        |
| Operating expenses   | 13,279        | 13,708       | 13,451        | 12,800       |
| Income before income taxes                                 | 4,917         | 6,367        | 5,026         | 4,121        |
| Provision for income taxes                                 | 139           | 685          | 255           | 313          |
| Net income   | \$ 4,778      | \$ 5,682     | \$ 4,771      | \$ 3,808     |
| <b>Share data:</b>   |               |              |               |              |
| Average shares outstanding, basic                          |               |              |               |              |
| Class A  | 3,564,145     | 3,559,125    | 3,556,474     | 3,550,993    |
| Class B  | 1,986,880     | 1,989,380    | 1,991,880     | 1,993,755    |
| Average shares outstanding, diluted                        |               |              |               |              |
| Class A  | 5,552,121     | 5,549,810    | 5,548,830     | 5,545,711    |
| Class B  | 1,986,880     | 1,989,380    | 1,991,880     | 1,993,755    |
| Earnings per share, basic                                  |               |              |               |              |
| Class A  | \$ 1.05       | \$ 1.25      | \$ 1.05       | \$ 0.84      |
| Class B  | \$ 0.52       | \$ 0.62      | \$ 0.52       | \$ 0.42      |
| Earnings per share, diluted                                |               |              |               |              |
| Class A  | \$ 0.86       | \$ 1.02      | \$ 0.86       | \$ 0.69      |
| Class B  | \$ 0.52       | \$ 0.62      | \$ 0.52       | \$ 0.42      |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)****23. Parent Company Financial Statements**

The balance sheets of Century Bancorp, Inc. ( Parent Company ) as of December 31, 2013 and 2012 and the statements of income and cash flows for each of the years in the three-year period ended December 31, 2013, are presented below. The statements of changes in stockholders' equity are identical to the consolidated statements of changes in stockholders' equity and are therefore not presented here.

**BALANCE SHEETS**

| <b>December 31,<br/>(dollars in thousands)</b>    | <b>2013</b>       | <b>2012</b> |
|---|-------------------|-------------|
| <b>ASSETS:</b>                                    |                   |             |
| Cash  | <b>\$ 12,245</b>  | \$ 19,536   |
| Investment in subsidiary, at equity               | <b>193,783</b>    | 193,499     |
| Other assets                                      | <b>6,634</b>      | 3,145       |
| <b>Total assets</b>                               | <b>\$ 212,662</b> | \$ 216,180  |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY:</b>      |                   |             |
| Liabilities                                       | <b>\$ 107</b>     | \$ 107      |
| Subordinated debentures                           | <b>36,083</b>     | 36,083      |
| Stockholders' equity                              | <b>176,472</b>    | 179,990     |
| <b>Total liabilities and stockholders' equity</b> | <b>\$ 212,662</b> | \$ 216,180  |

**STATEMENTS OF INCOME**

| <b>Year Ended December 31,<br/>(dollars in thousands)</b>                          | <b>2013</b>      | <b>2012</b> | <b>2011</b> |
|--|------------------|-------------|-------------|
| <b>Income:</b>   |                  |             |             |
| Interest income from deposits in bank  | <b>\$ 28</b>     | \$ 33       | \$ 100      |
| Other income   | <b>72</b>        | 72          | 72          |
| <b>Total income</b>  | <b>100</b>       | 105         | 172         |
| Interest expense   | <b>2,400</b>     | 2,400       | 2,400       |
| Operating expenses   | <b>208</b>       | 198         | 178         |
| <b>Income before income taxes and equity in undistributed income of subsidiary</b> | <b>(2,508)</b>   | (2,493)     | (2,406)     |
| Benefit from income taxes  | <b>(853)</b>     | (848)       | (818)       |
| <b>Income before equity in undistributed income of subsidiary</b>                  | <b>(1,655)</b>   | (1,645)     | (1,588)     |
| Equity in undistributed income of subsidiary                                       | <b>21,701</b>    | 20,684      | 18,281      |
| <b>Net income</b>  | <b>\$ 20,046</b> | \$ 19,039   | \$ 16,693   |

**Table of Contents****Notes to Consolidated Financial Statements (Continued)****STATEMENTS OF CASH FLOWS**

| <b>December 31,<br/>(dollars in thousands)</b>                                   | <b>2013</b>      | <b>2012</b>      | <b>2011</b>      |
|--|------------------|------------------|------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>                                     |                  |                  |                  |
| Net income   | \$ 20,046        | \$ 19,039        | \$ 16,693        |
| Adjustments to reconcile net income to net cash provided by operating activities |                  |                  |                  |
| Undistributed income of subsidiary   | (21,701)         | (20,684)         | (18,281)         |
| Depreciation and amortization  | 12               | 12               | 12               |
| Increase in other assets   | (3,500)          | (416)            | (182)            |
| <b>Net cash (used in) operating activities</b>                                   | <b>(5,143)</b>   | <b>(2,049)</b>   | <b>(1,758)</b>   |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>                                     |                  |                  |                  |
| Net proceeds from the exercise of stock options                                  | 43               | 304              | 53               |
| Cash dividends paid  | (2,191)          | (2,186)          | (2,180)          |
| <b>Net cash used in financing activities</b>                                     | <b>(2,148)</b>   | <b>(1,882)</b>   | <b>(2,127)</b>   |
| <b>Net (decrease) in cash</b>  | <b>(7,291)</b>   | <b>(3,931)</b>   | <b>(3,885)</b>   |
| <b>Cash at beginning of year</b>   | <b>19,536</b>    | <b>23,467</b>    | <b>27,352</b>    |
| <b>Cash at end of year</b>   | <b>\$ 12,245</b> | <b>\$ 19,536</b> | <b>\$ 23,467</b> |

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**CENTURY BANCORP, INC.**

**Report of Independent Registered Public Accounting Firm**

**KPMG LLP**

Independent Registered Public Accounting Firm

Two Financial Center

60 South Street

Boston, Massachusetts 02111-2759

The Board of Directors and Stockholders

Century Bancorp, Inc.:

We have audited the accompanying consolidated balance sheets of Century Bancorp, Inc. and its subsidiary as of December 31, 2013 and 2012 and the related consolidated statements of income, comprehensive income, changes in stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2013. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Century Bancorp, Inc. and its subsidiary as of December 31, 2013 and 2012 and the results of their operations and their cash flows for each of the years in the three-year period ended December 31, 2013, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), Century Bancorp, Inc.'s internal control over financial reporting as of December 31, 2013, based on criteria established in *Internal Control - Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) and our report dated February 20, 2014, expressed an unqualified opinion on the effectiveness of the Company's internal control over financial reporting.

Boston, Massachusetts

February 20, 2014

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**CENTURY BANCORP, INC.**

**Report of Independent Registered Public Accounting Firm**

KPMG LLP

Independent Registered Public Accounting Firm

Two Financial Center

60 South Street

Boston, Massachusetts 02111-2759

The Board of Directors and Stockholders

Century Bancorp, Inc.:

We have audited Century Bancorp, Inc.'s internal control over financial reporting as of December 31, 2013, based on criteria established in *Internal Control - Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). Century Bancorp, Inc.'s management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audit also included performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, Century Bancorp, Inc. maintained, in all material respects, effective internal control over financial reporting as of December 31, 2013, based on criteria established in *Internal Control - Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of Century Bancorp, Inc. as of December 31, 2013 and 2012 and the related consolidated statements of income, comprehensive income, changes in stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2013, and our report dated February 20, 2014, expressed an unqualified opinion on those consolidated financial statements.

Boston, Massachusetts

February 20, 2014



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**CENTURY BANCORP, INC.**

**Management's Report on Internal Control Over Financial Reporting**

**CENTURY BANCORP, INC.**

400 Mystic Avenue

Medford, Massachusetts 02155

We, together with the other members of Century Bancorp, Inc. and our subsidiary (the Company), are responsible for establishing and maintaining adequate internal control over financial reporting. The Company's internal control system was designed to provide reasonable assurance to the Company's management and board of directors regarding the preparation and fair presentation of published financial statements.

All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

The Company's management assessed the effectiveness of the Company's internal control over financial reporting as of December 31, 2013. In making this assessment, it used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in *Internal Control - Integrated Framework*. Based on our assessment, we believe that, as of December 31, 2013, the Company's internal control over financial reporting is effective based on those criteria.

The Company's independent registered public accounting firm has issued an audit report on the effectiveness of the Company's internal control over financial reporting. Their report appears on page 89.

Barry R. Sloane  
President & CEO

William P. Hornby, CPA  
Chief Financial Officer & Treasurer

February 20, 2014

**Table of Contents****PART III****ITEM 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE**

The directors of the Company and their ages are as follows:

| <b>Name</b>                | <b>Age</b> | <b>Position</b>   |
|----------------------------|------------|---|
| George R. Baldwin          | 70         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Stephen R. Delinsky        | 69         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Marshall I. Goldman, Ph.D. | 83         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Russell B. Higley, Esquire | 74         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Jackie Jenkins-Scott       | 64         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Linda Sloane Kay           | 52         | Director, Century Bancorp, Inc.; Director and Executive Vice President, Century Bank and Trust Company  |
| Fraser Lemley              | 73         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Joseph P. Mercurio         | 65         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Joseph J. Senna, Esquire   | 74         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Barry R. Sloane            | 58         | Director, President and Chief Executive Officer, Century Bancorp, Inc.; Director, President and Chief Executive Officer, Century Bank and Trust Company |
| Marshall M. Sloane         | 87         | Chairman of the Board, Century Bancorp, Inc. and Century Bank and Trust Company   |
| Stephanie Sonnabend        | 60         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| George F. Swansburg        | 71         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |
| Jon Westling               | 71         | Director, Century Bancorp, Inc., and Century Bank and Trust Company   |

*Mr. Baldwin* became a director of the Company in 1996. He has been a director of Century Bank and Trust Company since 1995. Mr. Baldwin is President and CEO of G. Baldwin & Co., a financial service firm. He was formerly CEO, Owner and Director of Kaler Carney Liffler, a multi-state regional insurance agency; and subsequently he became Chairman of the New England area of Arthur J. Gallagher & Co., America's third largest insurance broker. Mr. Baldwin's extensive three-decade background in banking and insurance is relevant to Century's insurance and financial customers and qualifies him to continue to serve as a director of the Company.

*Mr. Delinsky* became a director of the Company and of Century Bank in 2013. He is an attorney with the law firm of Clark, Hunt, Ahearn & Embry. Prior to that, Mr. Delinsky was an attorney at the law firm of Eckert Seamans Cherin & Mellott, LLC. Mr. Delinsky's experience as an attorney, and expertise in civil and criminal trial experience in state and federal courts, has qualified him to serve as director of the Company.

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*Dr. Goldman* has been a director of the Company since its organization in 1972. He was also a founding director of Century Bank and Trust Company in 1969. He is a Professor Emeritus of Economics at Wellesley College and Senior Scholar of the Davis Center for Russian Studies at Harvard University. Dr. Goldman is also a Trustee of Northeast Investors Trust. Dr. Goldman's experience as a professor and expertise in economics has qualified him to serve as director of the Company. Also, his tenure and experience as a director of the Company has qualified him to continue to serve.

*Mr. Higley* became a director of the Company in 1996. He has been a director of Century Bank and Trust Company since 1986. Mr. Higley is an attorney in private practice. Mr. Higley's experience as an attorney and expertise in the real estate industry, which is relevant to real estate customers of the Company, has qualified him to serve as director of the Company. Also, his tenure and experience as a director of the Company has qualified him to continue to serve.

*Ms. Jenkins-Scott* became a director of the Company and of Century Bank and Trust Company in 2006. Ms. Jenkins-Scott is President of Boston's Wheelock College. Ms. Jenkins-Scott's experience as President of a college and expertise in the educational field as well as President and CEO of a non-profit entity, which is relevant to certain customer relationships of the Company, has qualified her to serve as director of the Company. Also, her tenure and experience as a director of the Company has qualified her to continue to serve.

*Ms. Kay* became a director of the Company in 2005. Ms. Kay joined Century Bank and Trust Company in 1983 as Assistant Vice President of Marketing and currently serves as Executive Vice President. Ms. Kay's experience in business development, customer relationships and tenure at Century Bank and Trust Company has qualified her to serve as director of the Company.

*Mr. Lemley* became a director of the Company in 1996. He has been a director of Century Bank and Trust Company since 1988. Mr. Lemley is Chairman of the Board and CEO of Sentry Auto Group. Mr. Lemley's experience as CEO of a company and expertise in the automotive industry, which is relevant to certain other customers in the automotive industry of the Company, has qualified him to serve as director of the Company. Also, his tenure and experience as a director of the Company has qualified him to continue to serve.

*Mr. Mercurio* became a director of the Company in 1990 and a director of Century Bank and Trust Company in 1995 and voluntarily resigned in 2004. He was then re-elected in 2010. In December, 2010, Mr. Mercurio retired as Executive Vice President of Boston University having completed 38 years of service. He currently serves as Vice President for Administration & Finance at Quincy College. Mr. Mercurio's experience in the educational field, which is relevant to certain customer relationships of the Company, has qualified him to serve as director of the Company. Also, his tenure and experience as a director of the Company has qualified him to continue to serve.

*Mr. Senna* became a director of the Company in 1986. He has been a director of Century Bank and Trust Company since 1979. Mr. Senna is an attorney and managing partner of C&S Capital Properties, LLC, a real estate management and development firm. Mr. Senna's experience as an attorney and expertise in the real estate industry, which is relevant to real estate related customers in addition to his years of service as Chairman of the Audit Committee, has qualified him to serve as director of the Company. Also, his tenure and experience as a director of the Company has qualified him to continue to serve.

*Mr. Barry R. Sloane* has been a director of the Company and Century Bank and Trust Company since 1997. Mr. Sloane is President and CEO of Century Bancorp and President and CEO of Century Bank and Trust Company. Mr. Sloane is also a trustee of the Savings Bank Employee Retirement System (SBERA). Mr. Sloane's experience at the Company as well as his experience at other financial services companies and expertise in the financial services industry has qualified him to serve as director of the Company.

*Mr. Marshall M. Sloane* is the founder of the Company and is currently the Chairman of the Board. He founded Century Bank and Trust Company in 1969 and is currently the Chairman of the Board. Mr. Sloane's extensive banking experience qualifies him to serve as Chairman of the Board.

*Ms. Sonnabend* became a director of the Company in 1997. She has been a director of Century Bank and Trust Company since 1997. Ms. Sonnabend is former President of Sonesta Collection, as well as former CEO, President and director of Sonesta International Hotels Corporation. Ms. Sonnabend's experience as CEO of a

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major hotel company and expertise in the real estate and travel and leisure industry, which is relevant to travel and leisure related customers of the Company, has qualified her to serve as a director of the Company. Also, her tenure and experience as a director of the Company has qualified her to continue to serve.

*Mr. Swansburg* became a director of the Company in 1986. He has been a director of Century Bank and Trust Company since 1992. From 1992 to 1998 he was President and Chief Operating Officer of Century Bank and Trust Company. He is now retired from Century Bank and Trust Company. Mr. Swansburg's experience as President and Chief Operating Officer of Century Bank and Trust Company and expertise in the banking industry has qualified him to serve as a director of the Company. Also, his tenure and experience as a director of the Company has qualified him to continue to serve.

*Mr. Westling* became a director of the Company in 1996. He has been a director of Century Bank and Trust Company since 1995. Mr. Westling is President Emeritus and Professor of History and Humanities of Boston University. Mr. Westling's experience as president of a University and expertise in the educational field, which is relevant to certain customer relationships of the Company, has qualified him to serve as director of the Company. Also, his tenure and experience as a director of the Company has qualified him to continue to serve.

All of the Company's directors are elected annually and hold office until their successors are duly elected and qualified. A majority of the members of the Company's Board of Directors have been determined by the Company's Board of Directors to be independent within the meaning of current FINRA listing standards. There are no family relationships between any of the directors or executive officers, except that Barry R. Sloane is the son of Marshall M. Sloane and Linda Sloane Kay is the daughter of Marshall M. Sloane.

Executive officers are elected annually by the Board prior to the Annual Meeting of Shareholders to serve for a one year term and until their successors are elected and qualified. The following table sets forth the name and age of each executive officer of the Company and the principal positions and offices he/she holds with the Company.

|                     |  |
|---------------------|--|
| Marshall M. Sloane  | Chairman of the Board of the Company and Century Bank and Trust Company. Mr. Sloane is 87 years old.   |
| Barry R. Sloane     | Director, President and CEO; Director, President and CEO, Century Bank and Trust Company. Mr. Sloane is 58 years old.  |
| William P. Hornby   | Chief Financial Officer and Treasurer; Chief Financial Officer and Treasurer, Century Bank and Trust Company. Mr. Hornby is 47 years old. He joined the Company in 2007. Formerly he was Senior Vice President at Capital Crossing Bank. |
| Paul A. Evangelista | Executive Vice President, Century Bank and Trust Company with responsibility for retail, operations and marketing. Mr. Evangelista is 50 years old. He joined the Company in 1999.   |
| Brian J. Feeney     | Executive Vice President, Century Bank and Trust Company, Head of Institutional Services Group. Mr. Feeney is 53 years old. He joined the Company in 1989.   |
| Linda Sloane Kay    | Executive Vice President, Century Bank and Trust Company with responsibility for business development. Ms. Kay is 52 years old. She joined the Company in 1983.  |
| David B. Woonton    | Executive Vice President, Century Bank and Trust Company with responsibility for lending. Mr. Woonton is 58 years old. He joined the Company in 1999.  |

**The Audit Committee**

The Audit Committee meets with KPMG LLP, the Company's independent registered public accounting firm, in connection with the annual audit and quarterly reviews of the Company's financial statements. The Audit Committee is composed of four directors, Joseph J. Senna, Chair, Stephen R. Delinsky, Stephanie Sonnabend, and Jon Westling, each of whom the Board of Directors has determined is independent under current FINRA

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listing standards. The Board of Directors has determined that Mr. Senna qualifies as an audit committee financial expert, as that term is defined in Item 407(d)(5) of Regulation S-K promulgated by the SEC. The Audit Committee reviews the findings and recommendations of the FRB, FDIC, and Massachusetts Bank Commissioner's staff in connection with their examinations and the internal audit reports and procedures for the Company and its subsidiaries. The Audit Committee met five times during 2013.

### **Audit Committee Report**

The Audit Committee of the Company's Board of Directors is responsible for providing independent, objective oversight of the Company's accounting functions and internal controls. The Audit Committee reviews: the financial information provided to shareholders and others; the systems of internal controls regarding finance, accounting, legal/regulatory compliance, and ethics; and the audit and financial reporting processes. The Audit Committee operates under a written charter first adopted and approved by the Board of Directors in 2000. The Audit Committee has reviewed and reassessed its Charter. A copy of the Audit Committee Charter was last published in the Form 10-K for the period ending December 31, 2012.

Management is responsible for the Company's internal controls and financial reporting process. The independent registered public accounting firm is responsible for performing an independent audit of the Company's consolidated financial statements in accordance with the standards of the Public Company Accounting Oversight Board (United States) and to issue their reports thereon. The Audit Committee's responsibility is to monitor and oversee these processes.

The Audit Committee has reviewed and discussed the audited financial statements with management and the independent registered public accounting firm. The Audit Committee has also discussed with KPMG LLP, the independent registered public accounting firm for the Company, the matters required to be discussed by the Public Company Accounting Oversight Board (PCAOB) Auditing Standard No. 16, *Communication with Audit Committees*, and PCAOB AU 380, *Communication with Audit Committees*.

The Audit Committee has also received the written disclosures and the letter from KPMG LLP, the independent registered public accounting firm as required by the PCAOB. The Audit Committee has discussed with KPMG LLP the firm's independence, including a review of audit and non-audit fees and services, and concluded that KPMG LLP is independent.

Based on the review and discussions referred to in the paragraph above, the Audit Committee recommended to the Board of Directors that the audited consolidated financial statements be included in the Company's Annual Report on Form 10-K for the last fiscal year for filing with the Securities and Exchange Commission.

/s/ Joseph J. Senna, Chair

/s/ Stephen R. Delinsky

/s/ Stephanie Sonnabend

/s/ Jon Westling

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### **Nominating Committee**

The Company's Nominating Committee has four director members, Stephen R. Delinsky, Marshall I. Goldman, Fraser Lemley and Jon Westling, each of whom the Board of Directors has determined to be independent under the NASDAQ current listing standards. The Nominating Committee operates pursuant to a written policy. The nominating committee implements the process by identifying a potential candidate and evaluating whether the candidate is eligible and qualified for service. The Committee has developed criteria for the selection of new directors to the Board, including but not limited to, diversity, age, skills, experience, time availability (including the number of other boards a director candidate sits on), NASDAQ listing standards, applicable federal and state laws and regulations, Board and Company needs and such other criteria as the Committee shall determine to be relevant. The committee's effectiveness is assessed by reviewing existing Board of Directors attendance and performance; experience, skills and contributions that the existing Director brings to the Board; and independence, prior to nominating an existing director for reelection.

### **Board Leadership Structure**

The Company has implemented a careful succession plan by separating the CEO and Chairman's position. The positions were separated to retain Marshall M. Sloane, who is a valuable asset given his history with the Company and his experience, as Chairman. Barry R. Sloane is the CEO. Marshall M. Sloane continues as Chairman of the Board.

### **Oversight of Risk**

The Board oversees risk through various Board Committees which report directly to the Board. Also, various committees comprised of Company management report to the Board.

The principal Board Committees responsible for overseeing the various elements of risk are the Audit Committee, the Asset Liability Committee and the Executive Committee. The Audit Committee is responsible for monitoring all elements of risk, primarily through its oversight of the internal audit program. The Asset Liability Committee monitors interest rate risk principally through management's models and simulations. The Executive Committee monitors credit risk through its review of large originators, classified assets, and the calculation of the allowance for loan losses and concentrations of credits.

The principal committees comprised of management are Management Committee, Corporate Risk Management Committee, Loan Approval Committee and Asset Liability Pricing Committee. Management Committee is comprised of senior management and is responsible for overseeing all elements of risk. The Corporate Risk Management Committee meets quarterly to address specific elements of risk. Loan Approval Committee is responsible for overseeing credit risk. The Asset Liability Committee oversees interest rate risk. The committees comprised of management report to the Board of Directors, as needed, through senior management's attendance and reporting at Board of Directors meetings.

### **Code of Ethics**

The Company has adopted a Code of Ethics that applies to its principal executive officer, principal financial officer, principal accounting officer or persons performing similar functions. A copy of the Company's Code of Ethics may be obtained upon written request to Investor Relations, Century Bancorp, Inc., 400 Mystic Avenue, Medford, Massachusetts 02155.

### **Section 16(a) Beneficial Ownership Reporting Compliance**

Based solely on a review of the copies of Forms 3, 4 and 5 and amendments thereto, if any, and any written representations furnished to the Company, none of the Company's officers, Directors or beneficial owners of more than 10% of the Company's Class A Common Stock failed to file on a timely basis reports required by Section 16 of the Securities Exchange Act of 1934 during the fiscal year ended December 31, 2013, or in prior fiscal years.

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**ITEM 11. EXECUTIVE COMPENSATION**

The following is a discussion and analysis of our executive compensation policies and practices with respect to compensation reported for fiscal year 2013.

**Introduction**

The following discussion and analysis includes separate sections on:

The Composition and Responsibilities of the Compensation Committee

The Company's Executive Compensation Conclusion

Compensation Discussion and Analysis

Philosophy and Objectives of the Company

Compensation Process

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Report of the Compensation Committee

**Composition and Responsibilities of the Compensation Committee**

The Compensation Committee is a committee of the Board of Directors composed of Fraser Lemley as Chairman, Joseph Mercurio and Jon Westling, each of whom the Board has determined is independent as defined by the FINRA current listing standards.

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The Compensation Committee oversees compensation programs applicable to employees at all levels of the Company and makes decisions regarding executive compensation that is intended to align total compensation with business objectives and enable the Company to attract, retain and reward individuals who are contributing to the Company's success.

The Compensation Committee reviews the Company's cash incentive, stock incentive, retirement, and benefit plans and makes its recommendations to the Board with respect to these areas.

All decisions with respect to executive and director compensation are approved by the Compensation Committee and recommended to the full Board for ratification.

### **The Company's Executive Compensation Conclusion**

Based upon review, the Compensation Committee and the Board of Directors found the Company's Chief Executive Officer's, the Chief Financial Officer's and the other Named Executive Officers' total compensation to be reasonable. In addition to the other factors noted, the Committee and the Board considered that the Company maintains only one change of control provision and did not award stock incentive awards for fiscal year 2013. It should be noted that when the Committee and the Board considers any component of executive compensation, the mix and aggregate amounts of all components are taken into consideration.



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### **Compensation Discussion and Analysis (CD&A)**

#### **Philosophy and Objectives of Company**

The Company's executive compensation philosophy is based on the following principles:

Compensation programs should be designed to attract and retain executives, to motivate them to achieve and to reward them appropriately for their performance.

Compensation should be competitive and equitable in light of the executive's responsibilities, experience, and performance.

Provide annual compensation that takes into account the Company's performance with respect to its financial and strategic objectives, the performance of functions and business areas under the executive's management and the results of established goals;

Align the financial interests of the executive with those of shareholders by providing both short-term and long-term incentives;

Offer a total compensation program for each executive based on (i) the level of responsibility of the executive's position, (ii) the experience and skills necessary relative to the other senior management positions, (iii) comparison of compensation to similarly positioned executives of peer financial institutions; and

Evaluate the overall compensation of our executives in light of general economic and specific company, industry and competitive considerations.

#### **Compensation Process**

The Company maintains governance practices to ensure that it can reach its compensation-related decisions in an informed and appropriate manner.

Base salaries, which are the Company's major element of compensation, are reviewed for executive officers and employees at the regularly scheduled fall meeting of the Compensation Committee. At this meeting the Committee also reviews and adopts, as appropriate, proposals for the discretionary officer cash incentive plan for the new fiscal year, stock option grants, additions, amendments, modifications or terminations of retirement and benefit programs.

The Compensation Committee's process incorporates the following:

The Committee operates under a written charter which is periodically reviewed. The Committee amended its charter in 2013 to conform to NASDAQ compensation committee rule amendments.

The Committee meets with representatives of management to review and discuss prepared materials and issues.

The Committee considers recommendations from the Chief Executive Officer with respect to the compensation of the Company's Named Executive Officers.

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Our independent compensation consultant attends Committee meetings as requested.

The Committee meets and deliberates privately without management present. Our consultant participates in these sessions as requested.

The Committee may consult with the non-management and independent directors regarding decisions affecting Executive compensation.

The Committee reports the Committee's major actions to the entire Board at the Board of Directors meeting in December or the following January.

The Committee recommends for approval to the Board of Directors the fees for our Board and Board Committees.

The Board of Directors then considers the report of the Compensation Committee and accepts or amends and approves or ratifies all matters presented for consideration.

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To the extent permitted by applicable law, the Committee or the Board may delegate to management certain of its duties and responsibilities, including with respect to the adoption, amendment, modification or termination of benefit plans and with respect to the awards of stock options under certain stock plans.

### **Compensation Consultant**

When making determinations regarding the compensation paid to our executives the Compensation Committee and the Board of Directors rely, in part, on the expertise of our independent compensation consultant, Thomas Warren & Associates, to conduct an assessment of our executive compensation. In addition to conferring with certain executives, the consultant works with internal company support staff to obtain compensation and market data. Thomas Warren & Associates identifies a group of peer companies in consideration of such factors as asset size, geography, type of financial services offered and the complexity and scope of operations and makes use of executive compensation comparisons, published surveys and peer analyses.

The Compensation Committee and the Board of Directors took Thomas Warren & Associates' recommendations into consideration when setting base salaries for fiscal 2013.

### **Compensation Components**

With respect to Executive compensation, the Company reviews the mix of base salary, cash and stock based incentive plans and benefits for our individual executives, however, there is no specific formula for allocating between cash and non-cash compensation. The competitiveness of total compensation potential for our executives is reviewed against industry practices and the Company's peers as identified by our independent compensation consultant. The major elements of the Company's executive compensation package (i.e., base salary, cash and stock based incentive plans) are similar to those found in many companies.

#### **Base Salary Compensation:**

When evaluating executive base salary compensation, the Company takes into consideration such factors as:

The attainment of business and strategic goals and the financial performance of the Company;

The importance, complexity, and level of responsibility of the executive's position within the organizational structure;

The performance of the executive's business area's goals and the accomplishment of objectives for the previous year;

The difficulty of achieving desired results;

The value of the executive's unique skills, abilities and general management capabilities to support the long-term performance of the Company;

The executive's contribution as a member of the Executive Management Team.

While the Company reviews numerous quantitative and qualitative factors noted above when determining executive base salary compensation, the performance of the Company's stock is not generally considered a factor in this determination as the price of the Company's common stock is subject to various factors beyond the Company's control. The Company believes that the price of the stock in the long-term will reflect the Company's operating performance and how well our executives manage the Company.

Ultimately, the Compensation Committee and the Board of Directors have the authority to use discretion when making executive compensation determinations after review of all the information that they deem relevant.

**Cash Incentive Plan:**

The Company has a discretionary cash incentive plan that is designed to reward our executives and officers for the achievement of annual financial performance goals of the Company as well as business line, department and individual performance. The plan supports the philosophy that management be measured for their performance as a team in the attainment of these goals.

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Awards are based upon the attainment of established objectives including profitability, expense control, sales volumes and overall job performance. Awards are generally not granted unless the Company achieves certain financial targets.

Upon recommendation of the Compensation Committee, the Board of Directors determines the aggregate amount, if any, to be awarded. In recognition of the Company's solid performance, discretionary awards were granted for fiscal 2013. Awards for the Chief Executive Officer and the other Named Executive Officers were reviewed and approved by the Board of Directors and are noted on the Summary Compensation Table.

### **Stock Option Plans:**

During 2000 and 2004, common stockholders of the Company approved stock option plans (the Option Plans) to encourage ownership of Class A common stock of the Company by directors, officers and employees of the Company and its Affiliates and to provide additional incentives for them to promote the success of the Company's business through awards of or relating to shares of the Company's Class A common stock. Under the Option Plans, all officers and key employees of the Company are eligible to receive non-qualified and incentive stock options to purchase shares of Class A common stock. The Option Plans are administered by the Compensation Committee of the Board of Directors, whose members are ineligible to participate in the Option Plans. Based on management's recommendations, the Committee submits its recommendations to the Board of Directors as to persons to whom options are to be granted, the number of shares granted to each, the option price (which may not be less than 85% of the stocks trading value for non-qualified stock options, or the fair market value for incentive stock options, of the shares on the date of grant) and the time period over which the options are exercisable (not more than ten years from the date of the grant).

The Compensation Committee has complete discretion to make or select the manner of making all necessary determinations with respect to each option to be granted by the committee under the Option Plans including the director, employee, or officer to receive an Option. However, in determining the long-term incentive component (stock incentive plan) of executive compensation, the Committee does consider the Company's performance and relative shareholder return, the value of similar incentives awards at peer companies and the awards given in past years. The Committee may take into account the nature of the services provided by the respective officers, employees, and directors, their present and potential contributions to the success of the Company, and any other factors that the Compensation Committee, in its discretion, determines are relevant.

Option grants were not awarded in 2013.

### **Post-Employment Compensation**

#### **Defined Benefit Pension Plan:**

The Company had a qualified Defined Benefit Pension Plan which had been offered to all employees reaching a minimum age and service requirement. In 2006 the Bank became a member of the Savings Bank Employee Retirement Association (SBERA) within which it maintains the qualified Defined Benefit Pension Plan. SBERA offers a common and collective trust as the underlying investment structure for pension plans participating in SBERA. The Trustee of SBERA, through SBERA's Investment Committee, selects investment managers for the common and collective trust portfolio. A professional advisory firm is retained by the Investment Committee to provide allocation analysis, performance measurement and to assist with manager searches. The overall investment objective is to diversify equity investments across a spectrum of investment types. (e.g. small cap, large cap, international, etc) and styles (e.g. growth, value, etc.). The Company has closed the plan to employees hired after March 31, 2006.

Benefits under the plan are based upon an employee's years of service and career average compensation. The 2013 increase in the actuarial present value of each Named Executive Officer's accumulated benefit under the plan is set forth in the Summary Compensation Table which appears on page 101 and the actuarial present value of each Named Executive Officer is set forth in the Pension Benefits Table which appears on page 103.

#### **401(k) Plan:**

Our executives are eligible to participate in the Company's 401(k) contributory defined contribution plan. The Company contributes a matching contribution equal to 33.33% on the first 6% of the participant's

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compensation that has been contributed to the plan. The Chief Executive Officer and five of the Named Executive Officers participated in the 401(k) plan during fiscal 2013 and received matching contributions up to a maximum of \$5,100.

In fiscal 2007, the Company transferred administration of its 401(k) plan to SBERA who also operates the Company's Defined Benefit Pension Plan as noted above.

### **Supplemental Executive Insurance/Retirement Income Plan:**

The Company has a Supplemental Executive Insurance/Retirement Plan (the Supplemental Plan) which is limited to select officers and employees of the Company.

Executive officers of the Company or its subsidiaries who have at least one year of service may participate in the Supplemental Plan. The Supplemental Plan is voluntary and participants are required to contribute to its cost. Under the Supplemental Plan, each participant will receive a retirement benefit based on compensation and length of service. Individual life insurance policies, which are owned by the Company, are purchased covering the lives of each participant.

Benefits under the Supplemental Plan are based upon an employee's years of service and highest three year average compensation. The 2013 increase in the actuarial present value of each Named Executive Officer's accumulated benefit under the Supplemental Plan is set forth in the Summary Compensation Table which appears below and the actuarial present value of each Named Executive Officer is set forth in the Supplemental Executive Insurance/Retirement Benefits Table which appears on page 105.

Previously, the Company has entered into an agreement with Mr. Marshall Sloane to freeze his Supplemental Executive/Insurance Retirement Income Plan benefit. In consideration of this frozen benefit, the Company has acquired a life insurance policy providing a death benefit of \$25,000,000 upon the death of the survivor of Mr. Sloane or Mrs. Sloane. Mr. Sloane has elected 50% joint and survivor annuity. Under this plan he received \$523,639 in 2013.

### **Chief Executive Officer Compensation**

The Company granted Chief Executive Officer, Barry R. Sloane, a 5% salary increase in 2013. In recognition of the Company's solid financial performance in 2013, the Company also granted a \$151,375 cash bonus payable to Mr. Barry R. Sloane. Total compensation granted to the Chief Executive Officer for 2013 is described in the Summary Compensation Table in the statement.

### **Executive Officer Compensation**

Consistent with the decisions regarding CEO base compensation, the Company determined that the base salary compensation for each of the following Named Executive Officers, Messrs. Paul Evangelista, William Hornby, and David Woonton was increased by 5% in 2013. To compensate Mr. Brian Feeney and Ms. Linda Kay equitably for their contributions as members of the Executive Management team, both individuals were awarded 16.02% increases to their base salaries. In light of the Company's financial performance in 2013, cash bonuses were awarded to all of the above Named Executive Officers as noted in the Summary Compensation Table.

The Company based its determinations on its subjective analysis of each individual's performance and contribution to the corporation's goals and objectives and considered the quantitative and qualitative factors referenced above.

### **Executive Benefits**

We limit additional executive benefits that we make available to our executive officers. Where such benefits are provided, they are intended to support other business purposes including facilitating business development efforts.

### **Consulting Services Agreement**

The Company renewed its consulting agreement with Marshall M. Sloane to provide the Company advice on strategic planning and operational management, assist with business development efforts and clients,



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participate in public relations and community outreach efforts and provides other services as may be requested by the Board of Directors. The Company agreed to pay Mr. Sloane an annual contract fee of \$346,633 per year during 2013 with provisions to reimburse Mr. Sloane for all related business expenses and the expense of obtaining health insurance comparable to that which the Company provided while he was Chief Executive Officer. In recognition of the Company's financial performance, the Company also awarded Mr. Sloane a special Director's bonus for 2013 as noted on the Summary Compensation Table.

**Employment Agreement**

The Company has entered into an employment agreement with Mr. David Woonton. The agreement grants two years of service payable upon a change of control of the Company.

**Compensation Committee Report**

The Compensation Committee has reviewed and discussed the foregoing Report of the Compensation Committee, including the CD&A, with management. In reliance on the reviews and discussions referred to above, the Compensation Committee recommended to the Board, and the Board has approved, that the CD&A be included in the Company's Annual Report on Form 10-K for the year ended December 31, 2013 for filing with the SEC.

/s/ Fraser Lemley, Chairman

/s/ Joseph Mercurio

/s/ Jon Westling



**Table of Contents****Compensation Paid to Executive Officers**

The following table sets forth information for the three year period ended December 31, 2013 concerning the compensation for services in all capacities to Century Bancorp, Inc. and its subsidiaries of our principal executive officers and our principal financial officer as well as our other four most highly compensated executive officers (or executive officers of our subsidiaries). We refer to these individuals throughout this 10-K statement as the Named Executive Officers .

**Summary Compensation Table**

| Name and Principal Position  | Year | Salary<br>(\$) | Bonus<br>(\$) | Stock Awards<br>(\$) | Option Awards<br>(\$) | Change<br>in Pension<br>Value and<br>Nonqualified<br>Deferred | All Other<br>Compensation<br>(\$)(1) | Total<br>(\$) |
|--|------|----------------|---------------|----------------------|-----------------------|---|--------------------------------------|---------------|
|  |      |                |               |                      |                       | Earnings-<br>December 31, (\$)                                |                                      |               |
| <b>Marshall M. Sloane (2)</b>  | 2013 |                |               |                      |                       |   | 881,420                              | 881,420       |
| <i>Chairman of the Board,<br/>Century Bancorp, Inc. and<br/>Century Bank and Trust Company</i>                     | 2012 |                |               |                      |                       | 131,548   | 770,259                              | 901,807       |
|  | 2011 |                |               |                      |                       |   | 689,205                              | 689,205       |
| <b>Barry R. Sloane</b>   | 2013 | 557,634        | 151,375       |                      |                       | 518,600   | 59,352                               | 1,286,961     |
| <i>President and CEO, Century<br/>Bancorp, Inc. and Century Bank<br/>and Trust Company</i>                         | 2012 | 531,080        | 144,150       |                      |                       | 925,960   | 40,677                               | 1,641,867     |
|  | 2011 | 505,810        | 126,477       |                      |                       | 740,650   | 35,966                               | 1,408,903     |
| <b>David B. Woonton</b>  | 2013 | 330,750        | 72,000        |                      |                       | 219,785   | 24,264                               | 646,799       |
| <i>Executive Vice President,<br/>Century Bank and Trust Company</i>  | 2012 | 315,000        | 68,400        |                      |                       | 630,561   | 14,942                               | 1,028,903     |
|  | 2011 | 300,012        | 60,000        |                      |                       | 495,546   | 12,403                               | 867,961       |
| <b>Paul A. Evangelista</b>   | 2013 | 330,750        | 72,000        |                      |                       | 40,947  | 19,107                               | 462,804       |
| <i>Executive Vice President,<br/>Century Bank and Trust Company</i>  | 2012 | 315,000        | 68,400        |                      |                       | 522,433   | 12,097                               | 917,930       |
|  | 2011 | 300,012        | 60,000        |                      |                       | 400,656   | 10,304                               | 770,972       |
| <b>Brian J. Feeney</b>   | 2013 | 288,716        | 63,000        |                      |                       | 84,596  | 14,113                               | 450,425       |
| <i>Executive Vice President,<br/>Century Bank and Trust Company</i>  | 2012 | 248,850        | 59,708        |                      |                       | 236,536   | 14,201                               | 559,295       |
|  | 2011 | 237,009        | 47,400        |                      |                       | 153,587   | 6,608                                | 444,604       |
| <b>William P. Hornby</b>   | 2013 | 288,716        | 63,000        |                      |                       | 46,983  | 23,259                               | 421,958       |
| <i>Chief Financial Officer and<br/>Treasurer, Century Bancorp, Inc.<br/>and Century Bank and<br/>Trust Company</i> | 2012 | 274,969        | 59,708        |                      |                       | 111,857   | 6,667                                | 453,201       |
|  | 2011 | 261,885        | 52,375        |                      |                       | 76,778  | 7,048                                | 398,086       |
| <b>Linda Sloane Kay</b>  | 2013 | 288,716        | 63,000        |                      |                       | 95,269  | 27,291                               | 474,276       |
| <i>Executive Vice President<br/>Century Bank and Trust Company</i>   | 2012 | 248,851        | 59,708        |                      |                       | 200,875   | 9,453                                | 518,887       |
|  | 2011 | 237,010        | 47,400        |                      |                       | 115,732   | 8,689                                | 408,831       |

- (1) The amount listed in all other compensation includes amounts attributable to term insurance premiums paid for the Supplemental Executive Insurance/Retirement Plan, matching contribution for the 401(k) plan, excess group life insurance premiums and long-term disability premiums and, as applicable, country club membership dues and taxable expense reimbursements.
- (2) This amount, for 2013, includes \$346,633 for consulting services, \$307,004 amounts attributable to term insurance premiums for the Supplemental Executive Insurance/Retirement Plan, \$37,700 for Director fees, \$151,375 for bonus, as well as country club membership dues, health insurance premiums and Medicare reimbursements.

**Table of Contents****Outstanding Equity Awards at Fiscal Year-End**

The following table sets forth information concerning outstanding equity awards held by each Named Executive Officer as of December 31, 2013. No stock awards are unvested.

**OUTSTANDING EQUITY AWARDS AT FISCAL YEAR-END TABLE**

| Name   | Number<br>of<br>Securities<br>Underlying<br>Unexercised<br>Options<br>(#)<br>Exercisable | Number<br>of<br>Securities<br>Underlying<br>Unexercised<br>Options<br>(#)<br>Unexercisable | Option Awards  | Option<br>Exercise<br>Price (\$) | Option<br>Expiration<br>Date |
|--|--|--|--|----------------------------------|------------------------------|
|  |  |  | Equity Incentive<br>Plan<br>Awards:<br>Number<br>of Securities<br>Underlying<br>Unexercised<br>Options (#) |                                  |                              |
| <b>Marshall M. Sloane</b><br><i>Chairman of the Board</i>  |  |  |  |                                  |                              |
| <b>Barry R. Sloane</b><br><i>President and CEO</i>   | 7,000  |  |  | 31.83                            | 09/17/14                     |
| <b>David B. Woonton</b><br><i>Executive Vice President<br/>Century Bank and Trust Company</i>    | 2,500  |  |  | 31.83                            | 09/17/14                     |
| <b>Paul A. Evangelista</b><br><i>Executive Vice President<br/>Century Bank and Trust Company</i> | 2,475  |  |  | 31.83                            | 09/17/14                     |
| <b>Brian J. Feeney</b><br><i>Executive Vice President<br/>Century Bank and Trust Company</i>     | 600  |  |  | 31.83                            | 09/17/14                     |
| <b>William P. Hornby</b><br><i>Chief Financial Officer and Treasurer</i>                         |  |  |  |                                  |                              |
| <b>Linda Sloane Kay</b><br><i>Executive Vice President<br/>Century Bank and Trust Company</i>    | 350  |  |  | 31.83                            | 09/17/14                     |

**Table of Contents****Pension Benefits**

The following table sets forth information concerning plans that provide for payments or other benefits at, following, or in connection with, retirement for each Named Executive Officer.

**PENSION BENEFITS TABLE**

| <b>Name</b>   | <b>Plan Name</b>                | <b>Number of Years<br/>Credited<br/>Service<br/>(#)</b> | <b>Present<br/>Value of<br/>Accumulated<br/>Benefit<br/>12/31/2013<br/>\$(1)</b> | <b>Payments<br/>During Last<br/>Fiscal Year<br/>12/31/2013<br/>(\$)</b> |
|---|---------------------------------|---|--|---|
| <b>Marshall M. Sloane</b><br><i>Chairman of the Board</i>   | Defined Benefit<br>Pension Plan | 33  | 564,813  | 94,261  |
| <b>Barry R. Sloane</b><br><i>President and CEO</i>  | Defined Benefit<br>Pension Plan | 10  | 149,961  |   |
| <b>David B. Woonton</b><br><i>Executive Vice President,<br/>Century Bank and Trust Company</i>    | Defined Benefit<br>Pension Plan | 14  | 397,685  |   |
| <b>Paul A. Evangelista</b><br><i>Executive Vice President,<br/>Century Bank and Trust Company</i> | Defined Benefit<br>Pension Plan | 14  | 276,257  |   |
| <b>Brian J. Feeney</b><br><i>Executive Vice President,<br/>Century Bank and Trust Company</i>     | Defined Benefit<br>Pension Plan | 24  | 317,287  |   |
| <b>William P. Hornby (2)</b><br><i>Chief Financial Officer and Treasurer</i>                      | Defined Benefit<br>Pension Plan |   |  |   |
| <b>Linda Sloane Kay</b><br><i>Executive Vice President<br/>Century Bank and Trust Company</i>     | Defined Benefit<br>Pension Plan | 13  | 140,356  |   |

- (1) The present value of accumulated benefits was calculated with the assumption that retirement occurs at age 65. The benefit is calculated using an interest rate of 5.00% and the Mortality Table used is the 2013 Mortality Table.
- (2) Not a member of the Defined Benefit Pension Plan.

**Table of Contents****SUPPLEMENTAL EXECUTIVE INSURANCE/RETIREMENT BENEFITS**

| <b>Name</b>   | <b>Plan Name</b>                                 | <b>Number of Years Credited Service (#)</b> | <b>Present Value of Accumulated Benefit-12/31/2013 (\$)(1)</b> | <b>Payments During Last Fiscal Year-12/31/2013 (\$)</b> |
|---|--|---|--|---|
| <b>Marshall M. Sloane</b> (2)<br><i>Chairman of the Board</i>                                     | Supplemental Executive Insurance/Retirement Plan | 33  | 2,970,813  | 523,639   |
| <b>Barry R. Sloane</b> (2)<br><i>President and CEO</i>  | Supplemental Executive Insurance/Retirement Plan | 12  | 3,491,409  |   |
| <b>David B. Woonton</b> (2)<br><i>Executive Vice President, Century Bank and Trust Company</i>    | Supplemental Executive Insurance/Retirement Plan | 14  | 2,262,834  |   |
| <b>Paul A. Evangelista</b> (2)<br><i>Executive Vice President, Century Bank and Trust Company</i> | Supplemental Executive Insurance/Retirement Plan | 14  | 1,463,518  |   |
| <b>Brian J. Feeney</b> (2)<br><i>Executive Vice President, Century Bank and Trust Company</i>     | Supplemental Executive Insurance/Retirement Plan | 6   | 446,578  |   |
| <b>William P. Hornby</b> (2)<br><i>Chief Financial Officer and Treasurer</i>                      | Supplemental Executive Insurance/Retirement Plan | 5   | 285,247  |   |
| <b>Linda Sloane Kay</b> (2)<br><i>Executive Vice President, Century Bank and Trust Company</i>    | Supplemental Executive Insurance/Retirement Plan | 5   | 367,172  |   |

- (1) The present value of accumulated benefits was calculated with the assumption that retirement occurs at age 65. The benefit is calculated using an interest rate of 5.00% and the Mortality Table used is the 2013 Mortality Table.
- (2) As of January 1, 2013, Messrs. Marshall M. Sloane, Barry R. Sloane, Paul A. Evangelista, David B. Woonton, Brian J. Feeney, Linda Sloane Kay and William P. Hornby were 100%, 70.0%, 92.5%, 92.5%, 32.5%, 25.0% and 25.0% vested, respectively, under the Supplemental Executive Insurance/Retirement Plan.

**Table of Contents****Director Compensation**

Directors not employed by the Company receive a \$15,000 retainer per year, \$300 per Company Board meeting attended, \$800 per Bank Board meeting attended and \$700 per committee meeting attended. Joseph Senna receives \$1,500 per Audit Committee meeting as Chairman of the Audit Committee.

**DIRECTOR COMPENSATION TABLE 2013**

| <b>Name</b>            | <b>Fees Earned or<br/>Paid in<br/>Cash (\$)</b> | <b>All Other<br/>Compensation (\$)</b> | <b>Total (\$)</b> |
|------------------------|---|--|-------------------|
| George R. Baldwin      | 33,700  |  | 33,700            |
| Stephen R. Delinsky    | 14,900  |  | 14,900            |
| Marshall I. Goldman    | 26,600  |  | 26,600            |
| Russell B. Higley      | 32,100  |  | 32,100            |
| Jackie Jenkins-Scott   | 33,200  |  | 33,200            |
| Linda Sloane Kay       |   |  |                   |
| Fraser Lemley          | 38,400  |  | 38,400            |
| James P. McDonough     | 14,400  |  | 14,400            |
| Joseph P. Mercurio     | 35,800  |  | 35,800            |
| Joseph J. Senna        | 41,000  |  | 41,000            |
| Barry R. Sloane        |   |  |                   |
| Marshall M. Sloane(1)  |   |  |                   |
| Stephanie Sonnabend    | 31,900  |  | 31,900            |
| George F. Swansburg(2) | 39,800  | 14,500                                 | 54,300            |
| Jon Westling           | 29,900  |  | 29,900            |

(1) Amounts paid are listed in the Summary Compensation Table.

(2) The amount listed in all other compensation is for serving as Administrator of Century Bancorp Capital Trust II.

**Table of Contents****ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS**

The following table sets forth certain information as to the number and percentage of shares of Class A and Class B Common Stock beneficially owned as of December 31, 2013, (i) by each person known by the Company to own beneficially more than 5% of the Company's outstanding shares of Class A or Class B Common Stock, (ii) by each of the Company's directors and executive officers; and (iii) by all directors and executive officers as a group. As of December 31, 2013, there were 3,580,404 shares of Class A Common Stock and 1,976,180 shares of Class B Common Stock outstanding.

| Name and Address of Beneficial Owner  | Class A<br>Owned | % A<br>Owned | Class B<br>Owned | % B<br>Owned |
|---|------------------|--------------|------------------|--------------|
| James J. Filler and Carol Filler (12)<br>2964 Shook Hill Parkway, Birmingham, AL 35223            | 291,727          | 8.15%        |                  |              |
| Wellington Management Company, LLP (5)<br>280 Congress Street, Boston, MA 02210                   | 288,147          | 8.05%        |                  |              |
| Sandler O'Neill Asset Management, LLC (8)<br>150 East 52nd Street, 30th Floor, New York, NY 10022 | 257,700          | 7.20%        |                  |              |
| Jacobs Asset Management, LLC (6)<br>11 East 26th Street, Suite 1900, New York, NY 10010           | 210,516          | 5.88%        |                  |              |
| Marshall M. Sloane(a)<br>400 Mystic Avenue, Medford, MA 02155                                     | 31,432(1)        | 0.88%        | 1,721,841(2)     | 87.13%       |
| George R. Baldwin(a)  | 5,819            | 0.16%        |                  |              |
| Stephen R. Delinsky(a)  | 2,940(7)         | 0.08%        |                  |              |
| Paul A. Evangelista(b)  | 6,898(9)         | 0.19%        |                  |              |
| Brian J. Feeney(b)  | 1,794(10)        | 0.05%        |                  |              |
| Marshall I. Goldman(a)  | 6,785(3)         | 0.19%        | 30,000(4)        | 1.52%        |
| Russell B. Higley, Esquire(a)   | 4,602            | 0.13%        |                  |              |
| William P. Hornby(b)  | 500              | 0.01%        |                  |              |
| Jackie Jenkins-Scott(a)   | 40               | 0.00%        |                  |              |
| Linda Sloane Kay(a)(b)  | 10,195(3)        | 0.28%        | 60,000           | 3.04%        |
| Fraser Lemley(a)  | 20,521           | 0.57%        |                  |              |
| Joseph P. Mercurio(a)   | 100              | 0.00%        |                  |              |
| Joseph J. Senna(a)  | 25,001           | 0.70%        |                  |              |
| Barry R. Sloane(a)(b)   | 4,330(4)         | 0.12%        |                  |              |
| Stephanie Sonnabend(a)  | 5,132            | 0.14%        |                  |              |
| George F. Swansburg(a)  | 32,251           | 0.90%        |                  |              |
| Jon Westling(a)   | 7,572            | 0.21%        |                  |              |
| David B. Woonton(b)   | 800(11)          | 0.02%        |                  |              |
| All directors and officers as a group (18 in number)  | 166,712          | 4.66%        | 1,811,841        | 91.68%       |

(a) Denotes director of the Company.

(b) Denotes officer of the Company or one of its subsidiaries.

(1) Includes 2,500 shares owned by Mr. Sloane's spouse and also includes 16,675 shares held in trust for Mr. Sloane's grandchildren.

(2) Includes 1,500 shares owned by Mr. Sloane's spouse, 1,694,580 shares held by Sloane Family Enterprises LP, and does not include 94,239 shares owned by Mr. Sloane's children. Mr. Sloane disclaims beneficial ownership of such 94,239 shares and 1,694,580 shares held by Sloane Family Enterprises LP.



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- (3) Includes 9,710 shares owned by Ms. Kay's spouse. Does not include unexercised stock options of 350 shares.
- (4) Includes 40 shares owned by Mr. Barry Sloane's children and 72 shares owned by Mr. Barry Sloane's spouse. Does not include unexercised stock options of 7,000 shares. Includes 3,111 shares pledged.
- (5) The Company has relied upon the information set forth in the Form 13F filed with the SEC by the Wellington Management Company, LLP on February 14, 2014.
- (6) The Company has relied upon the information set forth in the Form 13F filed with the SEC by Sy Jacobs, c/o Jacobs Asset Management, L.L.C. on February 14, 2014.
- (7) Includes 246 shares owned by Mr. Delinsky's children.
- (8) The Company has relied upon the information set forth in the Form 13F filed with the SEC by the Sandler O'Neill Asset Management, LLC on February 10, 2014.
- (9) Does not include unexercised stock options of 2,475 shares.
- (10) Does not include unexercised stock options of 600 shares.
- (11) Does not include unexercised stock options of 2,500 shares.
- (12) The Company has relied upon the information set forth in the Form 13G with the SEC by James J. Filler and Carol Filler on September 11, 2013.

**ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE**

Certain Directors and Officers of the Company and Bank and members of their immediate family are at present, as in the past, customers of the Bank and have transactions with the Bank in the ordinary course of business. In addition, certain of the Directors are at present, as in the past, also Directors, Officers or Stockholders of corporations or members of partnerships that are customers of the Bank and have transactions with the Bank in the ordinary course of business. Such transactions with Directors and Officers of the Company and the Bank and their families and with such corporations and partnerships were made in the ordinary course of business, were made on substantially the same terms, including interest rates and collateral on loans, as those prevailing at the time for comparable transactions with other persons, and did not involve more than the normal risk of collectibility or present other features unfavorable to the Bank. The Directors annually approve amounts to be paid to related parties for services rendered. The Company reviews related party transactions monthly.

NASDAQ Stock Market (NASDAQ) rules, and our governance principles, require that at least a majority of our Board be composed of independent directors. All of our directors other than Marshall M. Sloane, Barry R. Sloane, Linda Sloane Kay, George F. Swansburg and Russell B. Higley, Esq. are independent within the meaning of both the NASDAQ rules and our own corporate governance principles. Nine of our fourteen directors, therefore, are currently independent directors.

**ITEM 14. PRINCIPAL ACCOUNTING FEES AND SERVICES**



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The Audit Committee separately pre-approves each of the following services, in compliance with the requirements of the Sarbanes-Oxley Act and SEC regulations, before they are rendered by the auditor: financial statement audit, attestation, preparation of tax returns and audit of 401(k) and pension plans. The Audit Committee's pre-approval procedures, in compliance with the requirements of the Sarbanes-Oxley Act and SEC regulations, allow the Company's auditors to perform certain services without specific permission from the Audit Committee, as long as these services comply with the following requirements: (a) the services consist of special projects relating to strategic tax savings initiatives, corporate tax structure engagements or merger and acquisition consulting; (b) aggregate special project services cannot exceed \$50,000 during the calendar year; and (c) the Audit Committee must be informed about each service at its next scheduled meeting. All other services provided by the Company's auditor must be separately pre-approved before they are rendered.

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| Description of Fees   | Fiscal 2013<br>Amount | Fiscal 2012<br>Amount |
|-----------------------|-----------------------|-----------------------|
| Audit fees(1)         | \$ 383,000            | \$ 375,500            |
| Audit-related fees(2) |                       |                       |
| Tax fees(3)           | 46,750                | 46,305                |
| Other fees            |                       |                       |
|                       | \$ 429,750            | \$ 421,805            |

(1) includes fees for annual audit, renewal of quarterly financial statement, internal control attestations.

(2) includes fees for the audit of 401K and pension plans.

(3) includes fees for tax compliance and tax consulting.

**PART IV****ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES**

(a)(1) *Financial Statements.*

The following financial statements of the company and its subsidiaries are presented in Item 8:

Report of Independent Registered Public Accounting Firm

Consolidated Balance Sheets December 31, 2013 and 2012

Consolidated Statements of Income Years Ended December 31, 2013, 2012 and 2011

Consolidated Statements of Changes in Stockholders Equity -Years ended December 31, 2013, 2012 and 2011

Consolidated Statements of Cash Flows-Years Ended December 31, 2013, 2012, and 2011

Notes to Consolidated Financial Statements

(2) *Financial Statement Schedules*

All schedules are omitted because either the required information is shown in the financial statements or notes incorporated by reference, or they are not applicable, or the data is not significant.

(3) *Exhibits*

3.1 Certificate of Incorporation of Century Bancorp, Inc., incorporated by reference previously filed with registrant's initial registration statement on Form S-1 dated May 20, 1987 (Registration No. 33-13281).

3.2 Bylaws of Century Bancorp, Inc., Amended October 9, 2007, incorporated by reference previously filed with the September 30, 2007 10-Q.

3.3 Articles of Amendment of Century Bancorp, Inc. Articles of Organization effective January 9, 2009, incorporated by reference previously filed with an 8-K filed on April 29, 2009.

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- 4.1 Form of Common Stock Certificate of the Company, incorporated by reference previously filed with registrant's initial registration statement on Form S-1 dated May 20, 1987 (Registration No. 33-13281).
- 4.2 Century Bancorp, Inc. 401(K) Plan, incorporated by reference previously filed with the registrant's Form S-8 filed on June 25, 1997.
- 4.3 Registration Statement relating to the 8.30% Junior Subordinated Debentures issued by Century Bancorp Capital Trust, incorporated by reference previously filed with the registrant's Form S-2 filed on April 23, 1998.
- 10.1 2000 Stock Option Plan, as amended on December 30, 2005, incorporated by reference previously filed with the registrant's Annual Report on Form 10-K filed on March 16, 2006.
- 10.2 Supplemental Executive Retirement Benefit with Marshall M. Sloane, incorporated by reference previously filed with the registrant's Annual Report on Form 10-K filed on March 26, 2003.

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|          |   |
|----------|---|
| 10.3     | Supplemental Executive Retirement and Insurance Plan, as amended on December 1, 2008, incorporated by reference previously filed with an 8-K filed on January 21, 2009.   |
| 10.4     | 2004 Stock Option Plan, as amended on December 30, 2005, incorporated by reference previously filed with the registrant's Annual Report on Form 10-K filed on March 16, 2006.   |
| 10.5     | Supplemental Executive Retirement and Insurance plan, as amended on July 14, 2009, incorporated by reference previously filed with an 8-K filed on July 16, 2009.   |
| 10.6     | Century Bancorp Capital Trust II Purchase Agreement dated November 30, 2004, between Century Bancorp Capital Trust II and the Company and Sandler O'Neill Partners, L.P., First Tennessee Bank National Association and Keefe, Bruyette and Woods, Inc., incorporated by reference previously filed with the registrant's Annual Report on Form 10-K filed on March 15, 2005. |
| 10.7     | Century Bancorp Capital Trust II Indenture, dated December 2, 2004, between the Company and Wilmington Trust Company, incorporated by reference previously filed with the registrant's Annual Report on Form 10-K filed on March 15, 2005.  |
| 10.8     | Century Bancorp Capital Trust II Amended and Restated Declaration of Trust, dated December 2, 2004, between the Trustees of Century Bancorp Capital Trust II, the Administrator, the Company and Sponsors, incorporated by reference previously filed with the registrant's Annual Report on Form 10-K filed on March 15, 2005.   |
| 10.9     | Century Bancorp, Inc. Guarantee Agreement, dated December 2, 2004, between the Century Bancorp, Inc. and Wilmington Trust Company, incorporated by reference previously filed with the registrant's Annual Report on Form 10-K filed on March 15, 2005.   |
| 10.10    | Consulting Services Agreement among Century Bancorp, Inc., Century Bank and Trust Company and Marshall M. Sloane dated as of April 14, 2006, incorporated by reference previously filed with an 8-K filed on April 17, 2006.  |
| 10.11    | Purchase and Sale Agreement, dated as of August 14, 2007, with C&S Capital Properties, LLC, incorporated by reference previously filed with an 8-K filed on August 17, 2007.  |
| 10.12    | Commercial Lease, dated as of August 14, 2007, with C&S Capital Properties, LLC, incorporated by reference previously filed with an 8-K filed on August 17, 2007.   |
| 10.13    | Severance agreement among Century Bancorp, Inc., Century Bank and Trust Company and Jonathan G. Sloane dated April 30, 2010 incorporated by reference previously filed with an 8-K on May 14, 2010.   |
| 14       | Code of ethics, amended April 13, 2010, incorporated by reference previously filed with an 8-K filed on April 15, 2010.   |
| 21       | Subsidiaries of the Registrant.   |
| 23.1     | Consent of Independent Registered Public Accounting Firm.   |
| 31.1     | Certification of Chief Executive Officer of the Company Pursuant to Securities Exchange Act Rules 13a-14 and 15d-14.  |
| 31.2     | Certification of Chief Financial Officer of the Company Pursuant to Securities Exchange Act Rules 13a-14 and 15d-14.  |
| 32.1 +   | Certification of 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 Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.  |
| 101.INS* | XBRL Instance Document.   |
| 101.SCH* | XBRL Taxonomy Extension Schema.   |
| 101.CAL* | XBRL Taxonomy Extension Calculation Linkbase.   |
| 101.LAB* | XBRL Taxonomy Extension Label Linkbase.   |
| 101.PRE* | XBRL Taxonomy Extension Presentation Linkbase.  |
| 101.DEF* | XBRL Taxonomy Definition Linkbase.  |

+ This exhibit shall not be deemed filed for purposes of Section 18 of the Securities Exchange Act of 1934, or otherwise subject to the liability of that section, and shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933 or the Securities Exchange Act of 1934.

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\* As provided in Rule 406T of Regulation S-T, this information is filed for purposes of Sections 11 and 12 of the Securities Act of 1933 and Section 18 of the Securities Exchange Act of 1934.

(b) *Exhibits required by Item 601 of Regulation S-K.*

See (a)(3) above for exhibits filed herewith.

(c) *Financial Statement required by Regulation S-X.*

Schedules to Consolidated Financial Statements required by Regulation S-X are not required under the related instructions or are inapplicable, and therefore have been omitted.

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**SIGNATURES**

Pursuant to the requirements of Section 13 or 15 (d) 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, on this 11th day of March, 2014.

Century Bancorp, Inc.

By: /s/ Marshall M. Sloane  
Marshall M. Sloane, Chairman

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities indicated and on the date indicated.

/s/ George R. Baldwin  
George R. Baldwin, Director

/s/ Joseph Senna  
Joseph Senna, Director

/s/ Stephen R. Delinsky  
Stephen R. Delinsky, Director

/s/ Stephanie Sonnabend  
Stephanie Sonnabend, Director

/s/ Marshall I. Goldman  
Marshall I. Goldman, Ph.D., Director

/s/ George F. Swansburg  
George F. Swansburg, Director

/s/ Russell B. Higley  
Russell B. Higley, Esquire, Director

/s/ Jon Westling  
Jon Westling, Director

/s/ Jackie Jenkins-Scott  
Jackie Jenkins-Scott, Director

/s/ Marshall M. Sloane  
Marshall M. Sloane, Chairman

/s/ Linda Sloane Kay  
Linda Sloane Kay, Director  
Executive Vice President, Century Bank and  
Trust Company

/s/ Barry R. Sloane  
Barry R. Sloane, Director,  
President and Chief Executive Officer

/s/ Fraser Lemley  
Fraser Lemley, Director

/s/ William P. Hornby  
William P. Hornby, CPA, Chief Financial  
Officer and Treasurer

/s/ Joseph P. Mercurio  
Joseph P. Mercurio, Director

/s/ Anthony C. LaRosa  
Anthony C. LaRosa, CPA, Senior Vice President,  
Century Bank and Trust Company,  
Principal Accounting Officer

