UNIVEST CORP OF PENNSYLVANIA
Form 10-Q
August 07, 2015
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## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
Form 10-Q
Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the quarterly period ended June 30, 2015.
or
Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the transition period from
to
Commission File Number: 0-7617

## UNIVEST CORPORATION OF PENNSYLVANIA <br> (Exact name of registrant as specified in its charter)

Pennsylvania
(State or other jurisdiction of incorporation or organization)
14 North Main Street, Souderton, Pennsylvania 18964
(Address of principal executive offices)(Zip Code)
Registrant's telephone number, including area code: (215) 721-2400
Not applicable
(Former name, former address and former fiscal year, if changed since last report)
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 x No * Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No *
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.
$\begin{array}{ll}\text { Large accelerated filer" } & \text { Accelerated filer } \\ \text { Smaler reporting company }\end{array}$
Non-accelerated filer * (Do not check if a smaller reporting company)
Smaller reporting company ${ }^{*}$
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange
Act). Yes * No x
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.
Common Stock, $\$ 5$ par value
19,495,268
(Title of Class)
(Number of shares outstanding at July 31, 2015)

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## PART I. FINANCIAL INFORMATION

## Item 1. Financial Statements <br> UNIVEST CORPORATION OF PENNSYLVANIA <br> CONSOLIDATED BALANCE SHEETS

(Dollars in thousands, except share data)

## ASSETS

Cash and due from banks
(UNAUDITED)
At June 30, 2015
At December 31, 2014

Interest-earning deposits with other banks
Investment securities held-to-maturity (fair value $\$ 43,431$ and $\$ 54,765$ at
June 30, 2015 and December 31, 2014, respectively)
Investment securities available-for-sale
Loans held for sale
Loans and leases held for investment
Less: Reserve for loan and lease losses
Net loans and leases held for investment
Premises and equipment, net
Goodwill
\$32,302
\$31,995
2,863
6,570
43,135 54,347
331,576 314,283
8,831 3,302
2,107,857 1,626,625
(19,602 ) (20,662
2,088,255 1,605,963
40,433 37,009
Other intangibles, net of accumulated amortization and fair value
adjustments of $\$ 13,640$ and $\$ 11,776$ at June 30, 2015 and December 31,
2014, respectively
Bank owned life insurance
112,518
67,717

Accrued interest receivable and other assets
Total assets
LIABILITIES
Noninterest-bearing deposits
\$519,026
\$449,339
Interest-bearing deposits:
Demand deposits
Savings deposits
705,462 640,095
Time deposits
Total deposits
Customer repurchase agreements
582,856
455,681
519,314
$\begin{array}{r}519,314 \\ \hline\end{array}$

Federal funds purchased
,263,025
1,861,341

Subordinated notes
Accrued interest payable and other liabilities
Total liabilities
22,026
41,974
39,150
49,304
-

SHAREHOLDERS' EQUITY
Common stock, \$5 par value: 48,000,000 shares authorized at June 30, 2015
and December 31, 2014; 22,054,270 and 18,266,404 shares issued at
June 30, 2015 and December 31, 2014, respectively; 19,559,941 and
16,221,607 shares outstanding at June 30, 2015 and December 31, 2014, respectively
$\begin{array}{lll}\text { Additional paid-in capital } & \text { 120,605 } & 62,980\end{array}$
Retained earnings 181,851
Accumulated other comprehensive loss, net of tax benefit (15,170
) $(14,462$
Treasury stock, at cost; 2,494,329 and 2,044,797 shares at June 30, 2015 and
December 31, 2014, respectively
91,332
50,887 47,452
2,424,392 1,950,767
Total shareholders' equity
356,186
284,554
Total liabilities and shareholders' equity
\$2,780,578
\$2,235,321

Note: See accompanying notes to the unaudited consolidated financial statements.
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## UNIVEST CORPORATION OF PENNSYLVANIA

 CONSOLIDATED STATEMENTS OF INCOME(Unaudited)

|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands, except per share data) | 2015 | 2014 | 2015 | 2014 |
| Interest income |  |  |  |  |
| Interest and fees on loans and leases: |  |  |  |  |
| Taxable | \$21,939 | \$ 15,435 | \$43,193 | \$30,995 |
| Exempt from federal income taxes | 1,579 | 1,369 | 3,163 | 2,744 |
| Total interest and fees on loans and leases | 23,518 | 16,804 | 46,356 | 33,739 |
| Interest and dividends on investment securities: |  |  |  |  |
| Taxable | 1,104 | 1,011 | 2,138 | 2,062 |
| Exempt from federal income taxes | 880 | 893 | 1,739 | 1,839 |
| Interest on federal funds sold | - | - | 2 | - |
| Other interest income | 11 | 17 | 16 | 31 |
| Total interest income | 25,513 | 18,725 | 50,251 | 37,671 |
| Interest expense |  |  |  |  |
| Interest on deposits | 1,445 | 969 | 2,862 | 1,961 |
| Interest on short-term borrowings | 13 | 12 | 23 | 18 |
| Interest on long-term borrowings | 675 | - | 682 | - |
| Total interest expense | 2,133 | 981 | 3,567 | 1,979 |
| Net interest income | 23,380 | 17,744 | 46,684 | 35,692 |
| Provision for loan and lease losses | 1,141 | 1,251 | 2,215 | 2,726 |
| Net interest income after provision for loan and lease losses | 22,239 | 16,493 | 44,469 | 32,966 |
| Noninterest income |  |  |  |  |
| Trust fee income | 2,154 | 1,931 | 3,974 | 3,830 |
| Service charges on deposit accounts | 1,039 | 1,047 | 2,102 | 2,061 |
| Investment advisory commission and fee income | 2,740 | 3,009 | 5,503 | 6,058 |
| Insurance commission and fee income | 3,434 | 2,434 | 7,580 | 5,766 |
| Other service fee income | 1,833 | 1,897 | 3,431 | 3,704 |
| Bank owned life insurance income | 211 | 443 | 564 | 821 |
| Net gain on sales of investment securities | 181 | 415 | 272 | 557 |
| Net gain on mortgage banking activities | 1,367 | 519 | 2,625 | 868 |
| Other income | 392 | 229 | 731 | 400 |
| Total noninterest income | 13,351 | 11,924 | 26,782 | 24,065 |
| Noninterest expense |  |  |  |  |
| Salaries and benefits | 11,957 | 10,242 | 25,271 | 20,913 |
| Commissions | 2,155 | 1,795 | 3,969 | 3,385 |
| Net occupancy | 2,035 | 1,687 | 4,393 | 3,441 |
| Equipment | 1,708 | 1,410 | 3,397 | 2,744 |
| Professional fees | 1,066 | 846 | 1,873 | 1,655 |
| Marketing and advertising | 551 | 581 | 911 | 942 |
| Deposit insurance premiums | 422 | 397 | 834 | 776 |
| Intangible expenses | 893 | 650 | 1,679 | 1,410 |
| Acquisition-related costs | 41 | 516 | 507 | 559 |
| Integration costs | 110 | - | 1,484 | - |
| Restructuring charges | 1,642 | - | 1,642 | - |

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| Other expense | 4,252 | 3,666 | 8,283 | 6,848 |
| :--- | :--- | :--- | :--- | :--- |
| Total noninterest expense | 26,832 | 21,790 | 54,243 | 42,673 |
| Income before income taxes | 8,758 | 6,627 | 17,008 | 14,358 |
| Income taxes | 2,292 | 1,547 | 4,426 | 3,552 |
| Net income | $\$ 6,466$ | $\$ 5,080$ | $\$ 12,582$ | $\$ 10,806$ |
| Net income per share: |  |  |  |  |
| Basic | $\$ 0.33$ | $\$ 0.31$ | $\$ 0.64$ | $\$ 0.67$ |
| Diluted | 0.33 | 0.31 | 0.63 | 0.66 |
| Dividends declared | 0.20 | 0.20 | 0.40 | 0.40 |

Note: See accompanying notes to the unaudited consolidated financial statements.

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## UNIVEST CORPORATION OF PENNSYLVANIA

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)
(Dollars in thousands)

Income
Other comprehensive income:
Net unrealized (losses) gains on available-for-sale investment securities:
Net unrealized holding (losses) gains arising during the period
Less: reclassification adjustment for net gains on sales realized in net income
Total net unrealized (losses) gains on available-for-sale investment securities
Net change in fair value of interest rate swaps used in cash flow hedges
Defined benefit pension plans:
Amortization of net actuarial loss included in net periodic pension costs
Accretion of prior service cost included in net periodic pension costs
Total defined benefit pension plans
Other comprehensive (loss) income
Total comprehensive income
(Dollars in thousands)

Income
Other comprehensive income:
Net unrealized (losses) gains on available-for-sale investment securities:
Net unrealized holding (losses) gains arising during the period
Less: reclassification adjustment for net gains on sales realized in net income
Total net unrealized (losses) gains on available-for-sale investment securities
Net change in fair value of interest rate swaps used in cash flow hedges
Defined benefit pension plans:
Amortization of net actuarial loss included in net periodic pension costs

Three Months Ended June 30,
20152014

| Before | Tax | Net of | Before | Tax | Net of |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Tax | Expense | Tax | Tax | Expense | Tax |
| Amount | (Benefit) | Amount | Amount | (Benefit) | Amount |
| $\$ 8,758$ | $\$ 2,292$ | $\$ 6,466$ | $\$ 6,627$ | $\$ 1,547$ | $\$ 5,080$ |


| (3,555 | ) | (1,244 | ) | (2,311 | ) | 2,708 |  | 948 |  | 1,760 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (181 |  | (63 | ) | (118 | ) | (415 | ) | (145 | ) | (270 |
| (3,736 |  | (1,307 |  | (2,429 | ) | 2,293 |  | 803 |  | 1,490 |


| 377 | 132 | 245 | - | - | - |
| :--- | :--- | :--- | :--- | :--- | :--- |

$\left.\begin{array}{llllll}340 & 119 & 221 & 167 & 59 & 108 \\ (70 & ) & (25 & ) & (45 & ) \\ \hline & & (69 & ) & (25 & (44\end{array}\right)$

| Before | Tax | Net of | Before | Tax | Net of |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Tax | Expense | Tax | Tax | Expense | Tax |
| Amount | (Benefit) | Amount | Amount | (Benefit) | Amount |
| $\$ 17,008$ | $\$ 4,426$ | $\$ 12,582$ | $\$ 14,358$ | $\$ 3,552$ | $\$ 10,806$ |

$\left.\begin{array}{l}(1,397)(489)(908 \quad) 5,458 \quad 1,911 \quad 3,547 \\ (272)(95\end{array}\right)(177 \quad)(557 \quad)(195 \quad(362)$
$(1,669)(584)(1,085) 4,901 \quad 1,716 \quad 3,185$
$\left.\begin{array}{llllll}40 & 14 & 26 & - & - & - \\ 681 & 239 & 442 & 331 & 116 & 215 \\ (140 & )(49 & )(91 & )(144 & )(51 & )(93\end{array}\right)$

Accretion of prior service cost included in net periodic pension costs
Total defined benefit pension plans
Other comprehensive (loss) income


Note: See accompanying notes to the unaudited consolidated financial statements.

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## UNIVEST CORPORATION OF PENNSYLVANIA

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY
(Unaudited)


Six Months Ended June 30, 2015
Balance at December 31, 2014
Net income
Other comprehensive income
net of income tax
Cash dividends declared
(\$0.40 per share)
Stock issued under dividend reinvestment and employee $\begin{array}{llllllll}\text { stock purchase plans and } & 63,502 & - & 30 & (1) & \text { - } & \text { - } 221 & 1,250\end{array}$ other employee benefit programs

| Issuance of common stock, acquisition | 3,787,866 | 18,939 | 57,727 | - | - | - | 76,666 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Exercise of stock options | 14,666 | - | (27 | ) - | - | 268 | 241 |
| Repurchase of cancelled restricted stock awards | (17,684 ) | ) - | 277 | - | - | (277 | - |
| Stock-based compensation | - | - | 813 | - | - | - | 813 |
| Purchases of treasury stock | (575,771 | - | - | - | - | (11,310 | (11,310 |
| Restricted stock awards granted | 65,755 | - | (1,195 | - | - | 1,195 | - |
| Balance at June 30, 2015 | 19,559,941 | \$110,271 | \$120,605 | \$186,530 | \$ (15,170 ) | \$(46,050 ) | \$356,186 |
| (Dollars in thousands, except share and per share data) | Common <br> Shares <br> Outstanding | Common Stock | Additional <br> Paid-in <br> Capital | Retained Earnings | Accumulated Other Comprehensive (Loss) Income | Treasury Stock | Total |

Six Months Ended June 30, 2014

| Balance at December 31, 2013 | 16,287,812 | \$91,332 | \$62,417 | \$172,602 | \$ (9,955 | ) | \$(35,890) | \$280,506 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income |  | - | - | 10,806 | - |  | - | 10,806 |
| Other comprehensive income, net of income tax benefit | - | - | - | - | 3,307 |  | - | 3,307 |
| Cash dividends declared ( $\$ 0.40$ per share) | - | - | - | (6,497 | ) - |  | - | (6,497 |
| Stock issued under dividend reinvestment and employee stock purchase plans and othe employee benefit programs | 69,628 | - | 27 | - | - |  | 1,360 | 1,387 |
| Exercise of stock options | 1,500 | - | (3 | - | - |  | 27 | 24 |
| Repurchase of cancelled restricted stock awards | (13,625 | - | 235 | - | - |  | (235 | - |
| Stock-based compensation | - | - | 514 | - | - |  | - | 514 |


| Net tax deficiency on <br> stock-based compensation | - | - | $(2$ | $)$ | - | - | $(2)$ |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Purchases of treasury stock | $(171,124$ | $)$ | - | - | - | - | $(3,258$ | $)$ |
| Restricted stock awards <br> granted | 74,304 | - | $(1,349$ | $)$ | - | - | 1,349 | - |
| Balance at June 30, 2014 | $16,248,495$ | $\$ 91,332$ | $\$ 61,839$ | $\$ 176,911$ | $\$(6,648$ | $)$ | $\$(36,647)$ | $\$ 286,787$ |

Note: See accompanying notes to the unaudited consolidated financial statements.

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## UNIVEST CORPORATION OF PENNSYLVANIA

CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)
(Dollars in thousands)
Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net cash provided by operating activities:
Provision for loan and lease losses
Depreciation of premises and equipment
Net gain on sales of investment securities
Net gain on mortgage banking activities
Net gain on dispositions of fixed assets
Bank owned life insurance income
Stock-based compensation
Intangible expenses
Other adjustments to reconcile net income to cash provided by operating activities
Originations of loans held for sale
Proceeds from the sale of loans held for sale
Contributions to pension and other postretirement benefit plans
(Increase) decrease in accrued interest receivable and other assets
Increase (decrease) in accrued interest payable and other liabilities
Net cash provided by operating activities
Cash flows from investing activities:
Net cash paid due to acquisitions
Net capital expenditures
Proceeds from maturities and calls of securities held-to-maturity
Proceeds from maturities and calls of securities available-for-sale
Proceeds from sales of securities available-for-sale
Purchases of investment securities available-for-sale
Net increase in loans and leases
Net decrease in interest-earning deposits
Net decrease in federal funds sold
Net cash (used in) provided by investing activities
Cash flows from financing activities:
Net increase (decrease) in deposits
Net increase in short-term borrowings
Proceeds from issuance of subordinated notes
Payment of contingent consideration on acquisitions
Purchases of treasury stock
Stock issued under dividend reinvestment and employee stock purchase plans and other employee benefit programs
Proceeds from exercise of stock options
Cash dividends paid
Net cash provided by (used in) financing activities
Net increase in cash and due from banks
Cash and due from banks at beginning of year
Cash and due from banks at end of period
Six Months Ended June 30, 20152014
\$12,582 \$10,806
2,215 2,726
1,937 1,502
(272 ) (557 )
(2,625 ) (868 )
(143 ) (40 )
(564 ) (821 )
$813 \quad 514$
1,679 1,410
2,685 1,013
(104,072 ) (43,642 )
104,782 45,656
(2,145 ) (112 )
(3,027 ) 2,081
$770 \quad(1,762$
14,615 17,906

| $(2,967$ | $)$ | $(5,379$ |
| :--- | :--- | :--- |
| $(2,254$ | $)$ | $(1,365$ |
| 11,000 | 9,000 | $)$ |
| 41,169 | 45,258 |  |
| 37,546 | 30,286 |  |
| $(85,107$ | $)$ | $(36,206$ |
| $(106,375$ | $)$ | $(57,562$ |
| 8,626 | 27,920 | $)$ |
| 17,442 | - |  |
| $(80,920$ | $)$ | 11,952 |

Supplemental disclosures of cash flow information:

| Cash paid for interest | $\$ 3,152$ | $\$ 2,195$ |
| :--- | :--- | :--- |
| Cash paid for income taxes, net of refunds | 49 | 3,019 |
| Non cash transactions: | $\$ 4,000$ | $\$ 8,926$ |
| Transfer of loans to loans held for sale | 425,311 | - |
| Assets acquired through acquisitions | 389,782 | - |
| Liabilities assumed through acquisitions | 1,525 | 5,470 |
| Contingent consideration recorded as goodwill |  |  |

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## UNIVEST CORPORATION OF PENNSYLVANIA AND SUBSIDIARIES

Notes to the Unaudited Consolidated Financial Statements
Note 1. Summary of Significant Accounting Policies
Principles of Consolidation and Basis of Presentation
The accompanying unaudited consolidated financial statements include the accounts of Univest Corporation of Pennsylvania (the Corporation or Univest) and its wholly owned subsidiaries; the Corporation's primary subsidiary is Univest Bank and Trust Co. (the Bank). All significant intercompany balances and transactions have been eliminated in consolidation. The unaudited interim consolidated financial statements included herein have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission (the SEC). Certain information and footnote disclosures normally included in financial statements prepared in accordance with U.S. generally accepted accounting principles (U.S. GAAP) have been condensed or omitted pursuant to such rules and regulations for interim financial information. The accompanying unaudited consolidated financial statements reflect all adjustments which are of a normal recurring nature and are, in the opinion of management, necessary for a fair presentation of the financial statements for the interim periods presented. Certain prior period amounts have been reclassified to conform to the current-year presentation. Operating results for the six-month period ended June 30, 2015 are not necessarily indicative of the results that may be expected for the year ended December 31, 2015. It is suggested that these unaudited consolidated financial statements be read in conjunction with the audited financial statements and the notes thereto included in the registrant's Annual Report on Form 10-K for the year ended December 31, 2014, which was filed with the SEC on March 9, 2015.

## Use of Estimates

The preparation of the unaudited consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant changes include fair value measurement of investment securities available-for-sale and assessment for impairment of certain investment securities, reserve for loan and lease losses, valuation of goodwill and other intangible assets, mortgage servicing rights, deferred tax assets and liabilities, benefit plans and stock-based compensation expense.
Recent Accounting Pronouncements
In April 2015, the Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU) simplifying the presentation of debt issuance costs. The ASU requires that debt issuance costs related to a recognized debt liability shall be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts. The costs will continue to be amortized to interest expense using the effective interest method. The ASU is effective for financial statements of public business issued for fiscal years beginning after December 15, 2015, or January 1, 2016 for the Corporation. The adoption of ASU will not impact the Corporation's balance sheet presentation as the Corporation currently follows this presentation consistent with the guidance in FASB Concepts Statement No. 6.
In May 2014, the FASB issued an ASU regarding revenue from contracts with customers which clarifies the principles for recognizing revenue and develops a common standard for U.S. GAAP and International Financial Reporting Standards. The ASU establishes a core principle that would require an entity to identify the contract(s) with a customer, identify the performance obligations in the contract, determine the transaction price, allocate the transaction price to the performance obligations in the contract and recognize revenue when (or as) the entity satisfies a performance obligation. The ASU provides for improved disclosure requirements that require entities to disclose sufficient information that enables users of financial statements to understand the nature, amount, timing and uncertainty of revenue and cash flows arising from contracts with customers. This guidance is effective for fiscal years and interim periods within those years beginning after December 15, 2016, or January 1, 2017 for the Corporation. The Corporation is in the process of evaluating the impact of the adoption of this guidance on the Corporation's financial statements; however, it is anticipated the impact will be only related to timing. On July 9, 2015, the FASB voted to approve a one-year deferral of the effective date of this guidance and expects to issue the final ASU formally amending the effective date by the end of the third quarter of 2015.

In January 2014, the FASB issued an ASU regarding reclassification of residential real estate collateralized consumer mortgage loans upon foreclosure. The ASU clarifies that when an in-substance repossession or foreclosure occurs, and a creditor is considered to have received physical possession of residential real estate property collateralizing a consumer mortgage loan, upon either (1) the creditor obtaining legal title to the residential real estate property upon completion of a foreclosure or (2) the borrower conveying all interest in the residential real estate property to the creditor to satisfy that loan through completion of a deed in lieu of foreclosure or through a similar legal agreement. Additionally, the amendments require interim and annual disclosure of both

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(1) the amount of foreclosed residential real estate property held by the creditor and (2) the recorded investment in consumer mortgage loans collateralized by residential real estate property that are in the process of foreclosure according to local requirements of the applicable jurisdiction. The ASU was issued to eliminate diversity in practice on this topic. The amendment is effective for fiscal years and interim periods within those years beginning after December 15, 2014, or January 1, 2015 for the Corporation. The adoption of this guidance did not have a material impact on the Corporation's financial statements but resulted in expanded disclosures effective March 31, 2015, which are included in Note 4, "Loans and Leases."

## Note 2. Acquisition

Valley Green Bank
On January 1, 2015, the Corporation completed the acquisition of Valley Green Bank. The merger of Valley Green Bank with and into the Bank was effected pursuant to the terms and conditions of the Agreement and Plan of Merger (Merger Agreement) dated June 17, 2014. Headquartered in the Mt. Airy neighborhood of Philadelphia, Pennsylvania, Valley Green operated three full-service banking offices and two administrative offices for loan production in the greater Philadelphia marketplace. With the assumption of Valley Green Bank's three branches and two administrative offices for loan production in the Philadelphia marketplace, the Corporation entered a new small business and consumer market and expanded its existing lending network within southeastern Pennsylvania.
The acquisition was an all-stock transaction with an aggregate value of approximately $\$ 77$ million. Pursuant to the Merger Agreement, each share of Valley Green Bank common stock was cancelled and converted into the right to receive 1.3541 shares of Univest common stock, $\$ 5$ par value, with any fractional share entitled to payment in cash. As a result, the Corporation delivered $3,787,866$ shares of the Corporation's common stock to the former shareholders of Valley Green Bank. Valley Green Bank outstanding stock options of 122,377 were exchanged for cash and related payroll taxes of $\$ 2.2$ million. Approximately $\$ 3$ thousand in cash was paid for fractional shares.
The transaction is being accounted for using the acquisition method of accounting, which requires the Corporation to allocate the total consideration transferred to the assets acquired and liabilities assumed, based on their respective fair values at the merger date, with remaining excess consideration recorded as goodwill. The fair value of total assets acquired as a result of the merger totaled $\$ 425$ million, which included $\$ 381$ million in loans and $\$ 386$ million in deposits at January 1, 2015. The fair value estimates are subject to adjustment if additional information becomes available during the measurement period in accordance with Accounting Standards Codification (ASC) Topic 805. Such adjustments, may change the amount of the purchase price allocation to goodwill while changes to other assets and liabilities may impact the statement of income due to adjustments in the yield and/or amortization/accretion of the adjusted assets and liabilities. The results of Valley Green Bank's operations have been included in the Corporation consolidated financial statements prospectively from the date of the merger.

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The following table summarized the consideration paid for Valley Green Bank and the fair value of assets acquired and liabilities assumed at the acquisition date:
(Dollars in thousands, except share data)
Purchase price consideration in common stock:
Valley Green common shares outstanding
2,797,454
Exchange ratio
1.3541

Univest shares issued
3,787,866
Univest closing stock price at December 31, 2014
\$20.24

| Purchase price assigned to Valley Green common shares exchanged for | $\$ 76,667$ |
| :--- | :--- |
| Univest stock | 3 |
| Purchase price assigned to cash in lieu of fractional shares | 2,236 |
| Purchase price assigned to Valley Green options settled for cash | $\$ 78,906$ |

Fair value of assets acquired:
Cash and due from banks
\$4,919
Federal funds sold
17,442
Investment securities available-for-sale
12,766
Loans held for investment
381,106
Premises and equipment, net
2,973
Core deposit intangible *
1,520
Accrued interest receivable and other assets 4,585
Total identifiable assets
425,311
Fair value of liabilities assumed:
Deposits - noninterest bearing
\$49,102
Deposits - interest bearing 336,810
Change in control accrued payments
2,070
Accrued interest payable and other liabilities $\quad 1,800$
Total liabilities
389,782
Identifiable net assets 35,529
Goodwill resulting from merger *

*     - Goodwill is not expected to be deductible for federal income tax purposes. The goodwill and core deposit intangible are allocated to
the Banking business segment.
The following is a description of the valuation methodologies used to estimate the fair values of major categories of assets acquired and liabilities assumed. In many cases, determining the fair value of the acquired assets and assumed liabilities required the Corporation to estimate cash flows expected to result from those assets and liabilities and to discount those cash flows at appropriate rates of interest, which required the utilization of significant estimates and judgment in accounting for the acquisition.
Cash and due from banks and federal funds sold: The estimated fair values of cash and due from banks and federal fund sold approximated their stated value.
Investment securities available-for-sale: The estimated fair values of the investment securities available for sale, comprised of U.S. government and agencies, were determined using Level 2 inputs in the fair value hierarchy. The fair values were determined using independent pricing services and market-participating brokers. The Corporation's independent pricing service utilized evaluated pricing models that vary by asset class and incorporate available trade, bid and other market information for structured securities, cash flow and, when available, loan performance data. Because many fixed income securities do not trade on a daily basis, the pricing service's evaluated pricing applications apply information as applicable through processes, such as benchmarking of like securities, sector groupings, and


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matrix pricing, to prepare evaluations. Management reviewed the data and assumptions used in pricing the securities. Loans held for investment: The most significant fair value determination related to the valuation of acquired loans. The acquisition resulted in loans acquired with and without evidence of credit quality deterioration. There was no carryover related allowance for loan and lease losses.

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The acquired loan portfolio was valued based on current guidance which defines fair value as the price that would be received to sell an asset or transfer a liability in an orderly transaction between market participants at the measurement date. Level 3 inputs were utilized to value the portfolio and included the use of present value techniques employing cash flow estimates and incorporated assumptions that marketplace participants would use in estimating fair values. In instances where reliable market information was not available, the Corporation used assumptions in an effort to determine reasonable fair value. Specifically, management utilized three separate fair value analyses which a market participant would employ in estimating the total fair value adjustment. The three separate fair valuation methodologies used were: 1) interest rate loan fair value analysis; 2) general credit fair value analysis; and 3) specific credit fair value analysis.
For loans acquired without evidence of credit quality deterioration, the Corporation prepared the interest rate loan fair value analysis. Loans were grouped by characteristics such as loan type, term, collateral and rate. Market rates for similar loans were obtained from various external data sources and reviewed by management for reasonableness. The average of these rates was used as the fair value interest rate a market participant would utilize. A present value approach was utilized to calculate the interest rate fair value adjustment. Additionally a general credit fair value adjustment was calculated using a two part general credit fair value analysis: 1) expected lifetime losses; and 2) estimated fair value adjustment for qualitative factors. The expected lifetime losses were calculated using an average of historical losses of the Bank, Valley Green Bank and peer banks. The adjustment related to qualitative factors was impacted by general economic conditions and the risk related to a lack of specific familiarity with Valley Green Bank's underwriting process. Valley Green's loan portfolio without evidence of credit quality deterioration was recorded at a current fair value of $\$ 381.1$ million. A fair value premium of $\$ 4.4$ million was recognized to reflect the fair values of loans. A fair value discount of $\$ 5.9$ million was recognized to reflect the general credit risk of the loan portfolio. The adjustment will be substantially recognized as interest income over approximately 10 years on a level yield amortization method based upon the expected life of the loans.
For loans acquired with evidence of credit quality deterioration the Corporation prepared a specific credit fair value adjustment. Management reviewed the acquired loan portfolio for loans meeting the definition of an impaired loan with deteriorated credit quality. Loans meeting this definition were reviewed by comparing the contractual cash flows to expected collectible cash flows. The aggregate expected cash flows less the acquisition date fair value results in an accretable yield amount. The accretable yield amount will be recognized over the life of the loans on a level yield basis as an adjustment to yield. Any disposals of loans, including sales of loans, payments in full or foreclosures result in the derecognition of the loan at its carrying value with differences in actual results reflected in interest income. At the acquisition date, the Corporation recorded $\$ 1.9$ million of acquired impaired loans subject to a nonaccretable discount difference of $\$ 5.2$ million. The aggregate expected cash flows less the acquisition date fair value results in an accretable yield amount of $\$ 352$ thousand, which will be recognized over the life of the loans on a level yield basis as an adjustment to yield.
The following is a summary of the acquired impaired loans at January 1, 2015 resulting from the acquisition with Valley Green:
(Dollars in thousands)
Contractually required principal and interest payments
\$7,429
Contractual cash flows not expected to be collected (nonaccretable difference)
(5,166
)
Cash flows expected to be collected
2,263
Interest component of expected cash flows (accretable difference)
(352
Fair value of loans acquired with a deterioration of credit quality \$1,911
Bank premises - leased: The Corporation assumed five facility lease contracts and no owned properties. The fair value of the lease contracts represents the present value of the pre-tax differential between the expected contractual payments and current market rate lease payments to the first lease termination date discounted by an assumed required rate of return.
Core deposit intangible: Core deposit intangible represents the value assigned to demand, interest checking, money market and savings accounts acquired as part of the acquisition. The core deposit intangible fair value represents the
future economic benefit, including the present value of future tax benefits, of the potential cost savings from acquiring core deposits as part of an acquisition compared to the cost of alternative funding sources and was valued utilizing Level 3 inputs. The core deposit intangible of $\$ 1.5$ million will be amortized using the sum of the years digits method over an estimated life of 10 years.
Deposits: The fair values of demand and saving deposits, with no stated maturities, approximated the carrying value as these accounts are payable on demand. The fair values of time deposits with fixed maturities were estimated by discounting the final maturity using current market interest rate for similar instruments. A fair value premium of $\$ 686$ thousand was recognized and will be recognized as a reduction to interest expense using a level yield amortization method over the life of the time deposit. The fair value of time deposits were determined using Level 2 inputs in the fair value hierarchy.

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Deferred tax assets and liabilities: Deferred tax assets and liabilities were established for purchase accounting fair value adjustments as the future amortization/accretion of these adjustments represent temporary differences between book income and taxable income.
Direct costs related to the acquisition were expensed as incurred. For the three and six months ended June 30, 2015, the Corporation incurred $\$ 151$ thousand and $\$ 2.0$ million of Valley Green Bank integration and acquisition-related costs, which have been separately stated in the Corporation's consolidated statements of income.
Supplemental Pro Forma Financial Information (unaudited)
The following unaudited pro forma combined consolidated financial information for the three and six months ended June 30, 2015 and 2014 combine the historical consolidated results of the Corporation and Valley Green Bank and give effect to the merger as if the merger occurred on January 1, 2015 and January 1, 2014, respectively. The pro forma information has been prepared to include the estimated adjustments necessary to record the assets and liabilities of Valley Green Bank at their respective fair values and are subject to adjustment if additional information becomes available. Such adjustments, may change the amount of the purchase price allocation to goodwill while changes to other assets and liabilities may impact the statement of income due to adjustments in the yield and/or amortization/accretion of the adjusted assets and liabilities. Furthermore, the unaudited proforma information does not reflect management's estimate of any revenue-enhancing opportunities or anticipated cost savings
The pro forma data is not necessarily indicative of the operating results that the Corporation would have achieved had it completed the merger as of the beginning of the period presented and should not be considered as representative of future operations. The unaudited pro forma data presented below is based on, and should be read together with, the historical financial information of the Corporation included in this Form $10-\mathrm{Q}$ for the indicated periods and the historical information of Valley Green Bank included in the Corporation's Current Report on Form 8-K filed with the SEC on January 7, 2015.
(Dollars in thousands, except share data)
Net interest income
Noninterest income
Noninterest expense
Net income

Pro Forma
For the Three Months
Ended June 30,

| 2015 | 2014 | 2015 | 2014 |
| :--- | :--- | :--- | :--- |
| $\$ 23,380$ | $\$ 22,733$ | $\$ 46,684$ | $\$ 45,645$ |
| 13,351 | 12,068 | 26,782 | 24,365 |
| 26,832 | 24,164 | 54,243 | 47,561 |
| 6,466 | 6,485 | 12,582 | 13,903 |
|  |  |  |  |
| 0.33 | 0.32 | 0.64 | 0.69 |
| 0.33 | 0.32 | 0.63 | 0.69 |

Pro Forma
For the Six Months Ended June 30,
0.63

* The three months and six months ended June 30, 2015 included integration and acquisition-related costs associated with Valley Green Bank of $\$ 151$ thousand ( $\$ 98$ thousand, net of tax) and $\$ 2.0$ million ( $\$ 1.3$ million, net of tax), respectively or $\$ 0$ and $\$ 0.07$ diluted earnings per share on a tax affected basis, respectively. The three and six months ended June 30, 2015 also included restructuring charges of $\$ 1.6$ million related to the consolidation of six financial centers in the third quarter of 2015 under the Bank's optimization plan or $\$ 0.05$ diluted earnings per share on a tax affected basis.


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Note 3. Investment Securities
The following table shows the amortized cost and the estimated fair value of the held-to-maturity securities and available-for-sale securities at June 30, 2015 and December 31, 2014, by contractual maturity within each type:
(Dollars in thousands)
At June 30, 2015
Amortized Cost

Gross Gross
Unrealized Unrealized Fair Value Gains Losses

At December 31, 2014
$\begin{array}{lll} & \text { Gross } & \text { Gross } \\ \text { Amortized } & \text { Unrealized Unrealized Fair Value } \\ \text { Cost } & \text { Gains } & \text { Losses }\end{array}$
Securities
Held-to-Maturity
Corporate bonds:
Within 1 year
After 1 year to 5 years
Total
Securities
Available-for-Sale
U.S. treasuries:
$\begin{array}{llllllllll}\text { After } 1 \text { year to } 5 \text { years } & \$ 4,975 & \$- & \$(79 & ) & \$ 4,896 & \$ 4,972 & \$- & \$(127 & ) \\ & 4,975 & - & (79 & ) & 4,896 & 4,972 & - & (127 & ) \\ 4,845\end{array}$
U.S. government corporations and agencies:

| After 1 year to 5 years | 115,037 | 216 | (157 | , | 115,096 | 122,328 | 48 | (532 | ) | 121,844 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| After 5 years to 10 years | 4,881 | 46 | - |  | 4,927 | - | - | - |  |  |
|  | 119,918 | 262 | (157 | ) | 120,023 | 122,328 | 48 | (532 |  | 121,844 |

State and political
subdivisions:

| Within 1 year | - | - | - |  | - | 600 | 2 | - | 602 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| After 1 year to 5 years | 13,233 | 62 | $(41$ | $)$ | 13,254 | 12,326 | 17 | $(59$ | $)$ |
| After 5 years to 10 years | 54,220 | 1,375 | $(210$ | $)$ | 55,385 | 49,554 | 1,616 | $(77$ | 51,093 |
| Over 10 years | 39,984 | 1,264 | $(242$ | $)$ | 41,006 | 37,004 | 1,792 | $(1)$ | 38,795 |
|  | 107,437 | 2,701 | $(493$ | $)$ | 109,645 | 99,484 | 3,427 | $(137$ | 102,774 |

Residential
mortgage-backed
securities:

| After 1 year to 5 years | 9,820 | 41 | $(4$ | $)$ | 9,857 | 5,066 | 17 | - |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| After 5 years to 10 years | - | - | - | - | 4,856 | - | $(32$ | 5,083 |
| Over 10 years | 3,619 | 57 | - | 3,676 | 3,661 | 75 | - | 3,736 |
|  | 13,439 | 98 | $(4$ | $)$ | 13,533 | 13,583 | 92 | $(32$ |
| $)$ |  |  |  |  |  |  |  |  |

Collateralized mortgage
obligations:

| Over 10 years | 3,501 | - | (91 | ) | 3,410 | 3,810 | - | (85 | ) | 3,725 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3,501 | - | (91 | ) | 3,410 | 3,810 | - | (85 | ) | 3,725 |
| Corporate bonds: |  |  |  |  |  |  |  |  |  |  |
| Within 1 year | 5,000 | - | - |  | 5,000 | 4,998 | 22 | - |  | 5,020 |
| After 1 year to 5 years | 19,845 | 55 | (114 | ) | 19,786 | 29,505 | 88 | (244 | ) | 29,349 |
| After 5 years to 10 years | 10,157 | - | (296 | ) | 9,861 | 20,442 | - | (371 | ) | 20,071 |
| Over 10 years | 40,000 | - | (1,446 | ) | 38,554 | - | - | - |  | - |
|  | 75,002 | 55 | (1,856 |  | 73,201 | 54,945 | 110 | (615 |  | 54,440 |

Money market mutual funds:

| No stated maturity | 5,668 | - | - | 5,668 | 11,675 | - | - | 11,675 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 5,668 | - | - | 5,668 | 11,675 | - | - | 11,675 |
| Equity securities: |  |  |  |  |  |  |  |  |
| No stated maturity | 673 | 530 | (3 | ) 1,200 | 854 | 483 | - | 1,337 |
|  | 673 | 530 | (3 | ) 1,200 | 854 | 483 | - | 1,337 |
| Total | \$330,613 | \$3,646 | \$ 2,683 | ) \$331,576 | \$311,651 | \$4,160 | \$ 1,528 | \$314,283 |

Expected maturities may differ from contractual maturities because debt issuers may have the right to call or prepay obligations without call or prepayment penalties. Unrealized losses in investment securities at June 30, 2015 and December 31, 2014 do not represent other-than-temporary impairments.

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Securities with a carrying value of $\$ 226.4$ million and $\$ 230.9$ million at June 30, 2015 and December 31, 2014, respectively, were pledged to secure public deposits and for other purposes as required by law.
The following table presents information related to sales of securities available-for-sale during the six months ended June 30, 2015 and 2014:
(Dollars in thousands)
Securities available-for-sale:
Proceeds from sales \$37,546
\$30,286
Gross realized gains on sales
294
557
Gross realized losses on sales
Tax expense related to net realized gains on sales
Six Months Ended June 30,

Management evaluates debt securities, which are comprised of U.S. government, government sponsored agencies, municipalities, corporate bonds and other issuers, for other-than-temporary impairment by considering the current economic conditions, the length of time and the extent to which the fair value has been less than cost, market interest rates and the bond rating of each security. All of the debt securities are rated as investment grade and management believes that it will not incur any losses. The unrealized losses on the Corporation's investments in debt securities are temporary in nature since they are primarily related to market interest rates and are not related to the underlying credit quality of the issuers. The Corporation does not have the intent to sell the debt securities and believes it is more likely than not, that it will not have to sell the securities before recovery of their cost basis. The Corporation did not recognize any other-than-temporary impairment charges on debt securities for the six months ended June 30, 2015 and 2014.

At June 30, 2015 and December 31, 2014, there were no investments in any single non-federal issuer representing more than $10 \%$ of shareholders' equity.

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The following table shows the fair value of securities that were in an unrealized loss position at June 30, 2015 and December 31, 2014 by the length of time those securities were in a continuous loss position:


Note 4. Loans and Leases
Summary of Major Loan and Lease Categories
(Dollars in thousands)
Commercial, financial and agricultural
Real estate-commercial
Real estate-construction
Real estate-residential secured for business purpose
Real estate-residential secured for personal purpose

At June 30, 2015

| Originated | Acquired |
| :--- | :--- |
| $\$ 484,776$ | $\$ 27,184$ |
| 685,024 | 134,911 |
| 91,956 | 41,693 |
| 51,923 | 135,971 |
| 172,721 | 4,234 |

At December 31,
Total Total \$511,960 \$457,827
819,935 628,478
133,649
187,894
176,955

2014

166,850

| Real estate-home equity secured for personal | 116,491 | 11,961 | 128,452 | 108,250 |
| :--- | :--- | :--- | :--- | :--- |
| purpose | 28,070 | 345 | 28,415 | 29,941 |
| Loans to individuals | 120,597 | - | 120,597 | 118,460 |
| Lease financings | $\$ 1,751,558$ | $\$ 356,299$ | $\$ 2,107,857$ | $\$ 1,626,625$ |
| Total loans and leases held for investment, net <br> of deferred income |  |  | $\$(13,561$ | $)$ |
| Unearned lease income, included in the above <br> table | $\$(13,561$ | $)$ | 3,285 | 3,218 |
| Net deferred costs, included in the above table 3,285 - <br> Overdraft deposits included in the above table 75 - | 75 | 50 |  |  |

Overdraft deposits are re-classified as loans and are included in the total loans and leases on the balance sheet.

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The carrying amount of acquired loans at June 30, 2015 totaled $\$ 356.3$ million, including $\$ 1.9$ million of loans acquired with deteriorated credit quality, or acquired credit impaired loans from the Valley Green Bank acquisition. Acquired credit impaired loans are accounted for in accordance with ASC Topic 310-30. See Note 2, "Acquisition" for additional information.
The outstanding principal balance and carrying amount for acquired credit impaired loans at June 30, 2015 were as follows:
(Dollars in thousands)
At June 30, 2015
Outstanding principal balance
\$6,235
Carrying amount
1,876
Allowance for loan losses
The following table presents the changes in accretable yield on acquired credit impaired loans:
(Dollars in thousands)
Six Months Ended June 30, 2015
Beginning of period
Acquisition of credit impaired loans
\$-
Accretable yield amortized to interest
End of period
(82 \$270

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Age Analysis of Past Due Loans and Leases
The following presents, by class of loans and leases, an aging of past due loans and leases, loans and leases which are current and the recorded investment in loans and leases 90 days or more past due which are accruing interest at June 30, 2015 and December 31, 2014 :

| (Dollars in thousands) |  |  |  | Total <br> Past Due | Current | Acquired <br> Credit <br> Impaired | Total Loans and Leases Held for Investment | Recorded |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30-59 <br> Days <br> Past Due | 60-89 <br> Days <br> Past Due | 90 Days <br> or more <br> Past Due |  |  |  |  | Investment 90 <br> Days <br> or more <br> Past Due <br> and <br> Accruing <br> Interest |
| At June 30, 2015 |  |  |  |  |  |  |  |  |
| Commercial, financial and agricultural | \$ 1,434 | \$274 | \$3,647 | \$5,355 | \$506,301 | \$304 | \$511,960 | \$- |
| Real estate-commercial real estate and construction: |  |  |  |  |  |  |  |  |
| Commercial real estate | 9,553 | 1,409 | 1,551 | 12,513 | 806,401 | 1,021 | 819,935 | - |
| Construction | 520 | 500 | 363 | 1,383 | 132,266 | - | 133,649 | - |
| Real estate-residential and home equity: |  |  |  |  |  |  |  |  |
| Residential secured for business purpose | 819 | 943 | 845 | 2,607 | 184,796 | 491 | 187,894 | - |
| Residential secured for personal purpose | 239 | 649 | 252 | 1,140 | 175,815 | - | 176,955 | - |
| Home equity secured for personal purpose | 174 | - | 60 | 234 | 128,158 | 60 | 128,452 | - |
| Loans to individuals | 460 | 83 | 149 | 692 | 27,723 | - | 28,415 | 149 |
| Lease financings | 1,342 | 679 | 663 | 2,684 | 117,913 | - | 120,597 | 138 |
| Total | \$14,541 | \$4,537 | \$7,530 | \$26,608 | \$2,079,373 | \$1,876 | \$2,107,857 | \$ 287 |
| At December 31, 2014 |  |  |  |  |  |  |  |  |
| Commercial, financial and agricultural | \$145 | \$747 | \$2,567 | \$3,459 | \$454,368 | \$- | \$457,827 | \$- |
| Real estate-commercial real estate and construction: |  |  |  |  |  |  |  |  |
| Commercial real estate |  | 913 | 1,163 | 2,437 | 626,041 | - | 628,478 | - |
| Construction | - | 405 | 5,525 | 5,930 | 73,957 | - | 79,887 | - |
| Real estate-residential and home equity: |  |  |  |  |  |  |  |  |
| Residential secured for business purpose | 167 | 56 | 713 | 936 | 35,996 | - | 36,932 | - |
| Residential secured for personal purpose | 409 | 604 | 60 | 1,073 | 165,777 | - | 166,850 | - |
| Home equity secured for personal purpose | 348 | - | 215 | 563 | 107,687 | - | 108,250 | 31 |
| Loans to individuals | 365 | 65 | 365 | 795 | 29,146 | - | 29,941 | 365 |
| Lease financings | 1,610 | 406 | 435 | 2,451 | 116,009 | - | 118,460 | 55 |

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| Total | $\$ 3,405$ | $\$ 3,196$ | $\$ 11,043$ | $\$ 17,644$ | $\$ 1,608,981$ | $\$-$ | $\$ 1,626,625$ | $\$ 451$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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Non-Performing Loans and Leases
The following presents, by class of loans and leases, non-performing loans and leases at June 30, 2015 and December 31, 2014:


* Includes nonaccrual troubled debt restructured loans and lease modifications of $\$ 2.8$ million and $\$ 3.1$ million at June 30, 2015 and December 31, 2014, respectively.
** Includes two real estate construction loans for one borrower of \$4.0 million at June 30, 2015.
Credit Quality Indicators
The following tables present by class, the recorded investment in loans and leases held for investment by credit quality indicator at June 30, 2015 and December 31, 2014.
The Corporation employs a ten (10) grade risk rating system related to the credit quality of commercial loans and residential real estate loans secured for a business purpose of which the first six categories are pass categories (credits not adversely rated). The following is a description of the internal risk ratings and the likelihood of loss related to each risk rating. Loans with risk ratings of one through five are reviewed based on the relationship dollar amount with the borrower: loans with a relationship total of $\$ 2.5$ million or greater are reviewed quarterly; loans with a relationship
balance of less than $\$ 2.5$ million but greater than $\$ 500$ thousand are reviewed annually based on the borrower's fiscal year; loans with a relationship balance of less than $\$ 500$ thousand are reviewed only if the loan becomes 60 days or more past due. Loans with risk ratings of six are also reviewed based on the relationship dollar amount with the borrower: loans with a relationship balance of $\$ 2.0$ million or greater are reviewed quarterly; loans with a relationship balance of less than $\$ 2.0$ million but greater than $\$ 500$ thousand are reviewed annually; loans with a relationship balance of less than $\$ 500$ thousand are reviewed only if the loan becomes 60 days or more past due. Loans with risk ratings of seven are reviewed at least quarterly, and as often as monthly, at management's discretion. Loans with risk ratings of eight through ten are reviewed monthly.
1.Cash Secured-No credit risk

2. Fully Secured-Negligible credit risk
3. Strong-Minimal credit risk
4. Satisfactory-Nominal credit risk
5. Acceptable-Moderate credit risk
6.Pre-Watch-Marginal, but stable credit risk
7.Special Mention-Potential weakness

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8. Substandard—Well-defined weakness
9.Doubtful-Collection in-full improbable
10.Loss-Considered uncollectible

Commercial Credit Exposure Credit Risk by Internally Assigned Grades
The following table presents classifications for originated loans:

## (Dollars in thousands)

At June 30, 2015
Grade:

| 1. Cash secured/ 2. Fully secured | $\$ 4,243$ | $\$-$ | $\$ 2,895$ | $\$-$ | $\$ 7,138$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 3. Strong | 14,413 | 7,686 | 3,837 | - | 25,936 |
| 4. Satisfactory | 22,873 | 22,513 | 8,872 | 331 | 54,589 |
| 5. Acceptable | 318,059 | 454,140 | 63,399 | 40,658 | 876,256 |
| 6. Pre-watch | 78,898 | 156,795 | 12,090 | 4,011 | 251,794 |
| 7. Special Mention | 8,885 | 11,378 | - | 1,658 | 21,921 |
| 8. Substandard | 37,405 | 32,512 | 863 | 5,265 | 76,045 |
| 9. Doubtful | - | - | - | - | - |
| 1.Loss | - | - | - | - | - |
| Total | $\$ 484,776$ | $\$ 685,024$ | $\$ 91,956$ | $\$ 51,923$ | $\$ 1,313,679$ |

At December 31, 2014
Grade:

| 1. Cash secured/ 2. Fully secured | $\$ 4,248$ | $\$-$ | $\$ 1,262$ | $\$-$ | $\$ 5,510$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 3. Strong | 14,013 | 8,504 | 3,897 | - | 26,414 |
| 4. Satisfactory | 23,931 | 30,587 | 8,731 | 339 | 63,588 |
| 5. Acceptable | 301,425 | 402,719 | 55,111 | 24,535 | 783,790 |
| 6. Pre-watch | 65,993 | 123,129 | 4,956 | 5,384 | 199,462 |
| 7. Special Mention | 7,166 | 17,505 | - | 1,304 | 25,975 |
| 8. Substandard | 41,051 | 46,034 | 5,930 | 5,370 | 98,385 |
| 9. Doubtful | - | - | - | - | - |
| 10.Loss | - | - | - | - | - |
| Total | $\$ 457,827$ | $\$ 628,478$ | $\$ 79,887$ | $\$ 36,932$ | $\$ 1,203,124$ |

The following table presents classifications for acquired loans:
(Dollars in thousands)
At June 30, 2015
Grade:

| 1. Cash secured/ 2. Fully secured | $\$ 1,015$ | $\$-$ | $\$-$ | $\$-$ | $\$ 1,015$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 3. Strong | - | - | - | - | - |
| 4. Satisfactory | 1,217 | 3,079 | 1,058 | 2,619 | 7,973 |
| 5. Acceptable | 23,911 | 128,155 | 40,635 | 131,011 | 323,712 |
| 6. Pre-watch | 592 | 1,728 | - | 1,391 | 3,711 |
| 7. Special Mention | - | - | - | 253 | 253 |
| 8. Substandard | 449 | 1,949 | - | 697 | 3,095 |
| 9. Doubtful | - | - | - | - | - |
| 10.Loss | - | - | - | - | - |
| Total | $\$ 27,184$ | $\$ 134,911$ | $\$ 41,693$ | $\$ 135,971$ | $\$ 339,759$ |

The Corporation did not have any acquired loans at December 31, 2014.

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Credit Exposure—Real Estate—Residential Secured for Personal Purpose, Real Estate—Home Equity Secured for Personal Purpose, Loans to individuals, Lease Financing Credit Risk Profile by Payment Activity The Corporation monitors the credit risk profile by payment activity for the following classifications of loans and leases: residential real estate loans secured for a personal purpose, home equity loans secured for a personal purpose, loans to individuals and lease financings. Nonperforming loans and leases are loans past due 90 days or more, loans and leases on nonaccrual of interest and troubled debt restructured loans and lease modifications. Performing loans and leases are reviewed only if the loan becomes 60 days or more past due. Nonperforming loans and leases are reviewed monthly. Performing loans and leases have a nominal to moderate risk of loss. Nonperforming loans and leases are loans or leases with a well-defined weakness and where collection in-full is unlikely.
The following table presents classifications for originated loans:
(Dollars in thousands)

At June 30, 2015

| Performing | $\$ 171,932$ | $\$ 116,331$ | $\$ 27,921$ | $\$ 119,917$ | $\$ 436,101$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Nonperforming | 789 | 160 | 149 | 680 | 1,778 |
| Total | $\$ 172,721$ | $\$ 116,491$ | $\$ 28,070$ | $\$ 120,597$ | $\$ 437,879$ |
| At December 31, 2014 <br> Performing | $\$ 166,338$ | $\$ 108,035$ | $\$ 29,576$ | $\$ 118,025$ | $\$ 421,974$ |
| Nonperforming | 512 | 215 | 365 | 435 | 1,527 |
| Total | $\$ 166,850$ | $\$ 108,250$ | $\$ 29,941$ | $\$ 118,460$ | $\$ 423,501$ |

The following table presents classifications for acquired loans:


The Corporation did not have any acquired loans at December 31, 2014.
Risks associated with lending activities include, among other things, the impact of changes in interest rates and economic conditions, which may adversely impact the ability of borrowers to repay outstanding loans, and impact the value of the associated collateral.
Commercial, financial and agricultural loans, commercial real estate loans, construction loans and residential real estate loans with a business purpose are generally perceived as having more risk of default than residential real estate loans with a personal purpose and consumer loans. These types of loans involve larger loan balances to a single borrower or groups of related borrowers. Commercial real estate loans may be affected to a greater extent than residential loans by adverse conditions in real estate markets or the economy because commercial real estate borrowers' ability to repay their loans depends on successful development of their properties and factors affecting residential real estate borrowers.
Commercial, financial and agricultural business loans are typically based on the borrowers' ability to repay the loans from the cash flow of their businesses. These loans may involve greater risk because the availability of funds to repay each loan depends substantially on the success of the business. In addition, the collateral securing the loans often depreciates over time, is difficult to appraise and liquidate and fluctuates in value based on the success of the business. Risk of loss on a construction loan depends largely upon whether our initial estimate of the property's value at completion of construction equals or exceeds the cost of the property construction (including interest). During the
construction phase, a number of factors can result in delays and cost overruns. If estimates of value are inaccurate or if actual construction costs exceed estimates, the value of the property securing the loan may be insufficient to ensure full repayment when completed through a permanent loan or by seizure of collateral. Included in real estate-construction is track development financing. Risk factors related to track

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development financing include the demand for residential housing and the real estate valuation market. When projects move slower than anticipated, the properties may have significantly lower values than when the original underwriting was completed, resulting in lower collateral values to support the loan. Extended time frames also cause the interest carrying cost for a project to be higher than the builder projected, negatively impacting the builder's profit and cash flow and, therefore, their ability to make principal and interest payments.
Commercial real estate loans and residential real estate loans with a business purpose secured by owner-occupied properties are dependent upon the successful operation of the borrower's business. If the operating company suffers difficulties in terms of sales volume and/or profitability, the borrower's ability to repay the loan may be impaired. Loans secured by properties where repayment is dependent upon payment of rent by third party tenants or the sale of the property may be impacted by loss of tenants, lower lease rates needed to attract new tenants or the inability to sell a completed project in a timely fashion and at a profit.
Commercial, financial and agricultural loans, commercial real estate loans, construction loans and residential real estate loans secured for a business purpose are more susceptible to a risk of loss during a downturn in the business cycle. The Corporation has strict underwriting, review, and monitoring procedures in place, however, these procedures cannot eliminate all of the risks related to these loans.
The Corporation focuses on both assessing the borrower's capacity and willingness to repay and on obtaining sufficient collateral. Commercial, financial and agricultural loans are generally secured by the borrower's assets and by personal guarantees. Commercial real estate and residential real estate loans secured for a business purpose are originated primarily within the Southeastern Pennsylvania market area at conservative loan-to-value ratios and often with a guarantee of the borrowers. Management closely monitors the composition and quality of the total commercial loan portfolio to ensure that any credit concentrations by borrower or industry are closely monitored.
The Corporation originates fixed-rate and adjustable-rate real estate-residential mortgage loans that are secured by the underlying 1 - to 4 -family residential properties for personal purposes. Credit risk exposure in this area of lending is minimized by the evaluation of the credit worthiness of the borrower, including debt-to-equity ratios, credit scores and adherence to underwriting policies that emphasize conservative loan-to-value ratios of generally no more than $80 \%$. Residential mortgage loans granted in excess of the $80 \%$ loan-to-value ratio criterion are generally insured by private mortgage insurance.
In the real estate-home equity loan portfolio secured for a personal purpose, credit exposure is minimized by the evaluation of the creditworthiness of the borrower, including debt-to-equity ratios, credit scores and adherence to the Corporation's underwriting policies. Combined loan-to-value ratios are generally limited to $80 \%$, but increased to $85 \%$ for the Corporation's strongest profile borrower. Other credit considerations and compensating factors may support higher combined loan-to-value ratios.
Credit risk for direct consumer loans is controlled by strict adherence to underwriting standards that consider debt-to-income levels and the creditworthiness of the borrower and, if secured, collateral values. These loans are included within the portfolio of loans to individuals.
The primary risks that are involved with lease financing receivables are credit underwriting and borrower industry concentrations. The Corporation has strict underwriting, review, and monitoring procedures in place to mitigate this risk. Risk also lies in the residual value of the underlying equipment. Residual values are subject to judgments as to the value of the underlying equipment that can be affected by changes in economic and market conditions and the financial viability of the residual guarantors and insurers. To the extent not guaranteed or assumed by a third party, or otherwise insured against, the Corporation bears the risk of ownership of the leased assets. This includes the risk that the actual value of the leased assets at the end of the lease term will be less than the residual value. The Corporation greatly reduces this risk primarily by using $\$ 1.00$ buyout leases, in which the entire cost of the leased equipment is included in the contractual payments, leaving no residual payment at the end of the lease term.

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Reserve for Loan and Lease Losses and Recorded Investment in Loans and Leases
The following presents, by portfolio segment, for originated loans, a summary of the activity in the reserve for loan and lease losses, the balance in the reserve for loan and lease losses disaggregated on the basis of impairment method and the recorded investment in loans and leases disaggregated on the basis of impairment method for the three and six months ended June 30, 2015 and 2014:
(Dollars in thousands)


Three Months
Ended June 30, 2015
Reserve for loan and lease losses:

| Beginning <br> balance | $\$ 6,712$ | $\$ 9,648$ | $\$ 668$ | $\$ 1,128$ | $\$ 365$ | $\$ 1,013$ | $\$ 1,400$ | $\$ 20,934$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Charge-offs* | $(1,038$ | $)(1,348$ | $)(24$ | $)$ | $(107$ | $)(64$ | $)$ | $(189$ |
| Recoveries | 115 | 91 | 7 | - | 41 | 43 | N/A | $(2,770)$ |
| N/A | 297 |  |  |  |  |  |  |  |

Provision

| (recovery of | 1,058 | $(590$ | ) $(35$ | ) 167 | 47 | 258 | 236 | 1,141 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | provision)

Ending balance
Three Months
Ended June 30,
2014
Reserve for loan and lease losses:
Beginning balance
Charge-offs (250) (1,251 ) (98 ) (10 ) (267 ) (143 ) N/A (2,019 )

| Recoveries | 63 | - | 45 | 26 | 81 | 80 | N/A | 295 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Provision

provision)
Ending balance $\begin{array}{lllllll}\$ 9,714 & \$ 9,263 & \$ 1,025 & \$ 1,248 & \$ 405 & \$ 1,101 & \$ 1,338\end{array} \$ 24,094$
Six Months
Ended June 30, 2015
Reserve for loan and lease losses:

| Beginning <br> balance | $\$ 6,920$ | $\$ 8,943$ | $\$ 763$ | $\$ 1,124$ | $\$ 360$ | $\$ 985$ | $\$ 1,567$ | $\$ 20,662$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Charge-offs* | $(1,338$ | $)(1,696$ | $)(24$ | $)(138$ | $)(248$ | $)(419$ | $)$ | N/A |
| Recoveries | 225 | 156 | 13 | 1 | 89 | 104 | N/A | 588 |
| Provision <br> (recovery of | 1,040 | 398 | $(136$ | $)$ | 201 | 188 | 455 | 69 |

provision)
Ending balance $\begin{array}{llllllll}\$ 6,847 & \$ 7,801 & \$ 616 & \$ 1,188 & \$ 389 & \$ 1,125 & \$ 1,636 & \$ 19,602\end{array}$
Six Months
Ended June 30, 2014
Reserve for loan
and lease losses:
$\left.\begin{array}{lllllllll}\begin{array}{llll}\text { Beginning } \\ \text { balance }\end{array} & \$ 9,789 & \$ 8,780 & \$ 1,062 & \$ 1,284 & \$ 694 & \$ 1,285 & \$ 1,600 & \$ 24,494 \\ \begin{array}{l}\text { Charge-offs }\end{array} & (1,689 & ) & (1,308 & )(114 & ) & (90 & ) & (490 \\ \begin{array}{l}\text { Recoveries }\end{array} & 109 & 370 & 48 & 27 & 159 & 142 & \text { N/A } & 855\end{array}\right)$

N/A - Not applicable

* Includes charge-offs of $\$ 1.3$ million on two real estate construction loans for one borrower which were subsequently transferred to loans held for sale at June 2015.


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At June 30, 2015
Reserve for loan and
lease losses:
Ending balance: individually evaluated \$ $444 \quad \$-\quad \$ \quad \$ \quad \$-\quad \$-\quad \$-\quad$ N/A $\$ 444$
for impairment
Ending balance:
collectively evaluated 6,403
for impairment
Total ending balance $\begin{array}{llllllll}\$ 6,847 & \$ 7,801 & \$ 616 & \$ 1,188 & \$ 389 & \$ 1,125 & \$ 1,636 & \$ 19,602\end{array}$
Loans and leases held
for investment:
Ending balance:
individually evaluated \$ 15,409 $\$ 18,956 \quad \$ 3,633 \quad \$ 949 \quad \$-\quad \$-\quad \$ 38,947$
for impairment
Ending balance:
$\begin{array}{lllllll}\text { collectively evaluated } 469,367 & 758,024 & 48,290 & 288,263 & 28,070 & 120,597 & 1,712,611\end{array}$
for impairment
Total ending balance $\begin{array}{llllll}\$ 484,776 & \$ 776,980 & \$ 51,923 & \$ 289,212 & \$ 28,070 & \$ 120,597\end{array}$
\$1,751,558
At June 30, 2014
Reserve for loan and
lease losses:
Ending balance:
individually evaluated $\$ 680 \quad \$ 8 \quad \$ 456 \quad \$-\quad \$-\quad \$-\quad$ N/A $\quad \$ 1,144$
for impairment
Ending balance:
$\begin{array}{llllllll}\text { collectively evaluated } 9,034 & 9,255 & 569 & 1,248 & 405 & 1,101 & 1,338 & 22,950\end{array}$
for impairment
Total ending balance $\begin{array}{lllllll}\$ 9,714 & \$ 9,263 & \$ 1,025 & \$ 1,248 & \$ 405 & \$ 1,101 & \$ 1,338\end{array} \$ 24,094$
Loans and leases held
for investment:
Ending balance:
individually evaluated $\$ 14,800 \quad \$ 34,259 \quad \$ 2,477 \quad \$ 887 \quad \$ 1 \quad \$-\quad \$ 52,424$
for impairment
Ending balance:
$\begin{array}{lllllll}\text { collectively evaluated } 433,193 & 668,536 & 32,807 & 260,345 & 31,563 & 108,126 & 1,534,570\end{array}$
for impairment
Total ending balance $\begin{array}{lllllll}\$ 447,993 & \$ 702,795 & \$ 35,284 & \$ 261,232 & \$ 31,564 & \$ 108,126 & \$ 1,586,994\end{array}$
N/A - Not applicable
Subsequent to the acquisition date, the methods utilized to estimate the required allowance for loan losses for acquired non-impaired loans is similar to originated loans, however, the Corporation records a provision for loan loss only when the required allowance exceeds the remaining fair value adjustment. The present value of any decreases in
expected cash flows after the acquisition date of purchased impaired loans will generally result in an impairment charge recorded as a provision for loan loss, resulting in an increase to the allowance. At June 30, 2015, there was no allowance for loan losses related to acquired loans.

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Impaired Loans
The following presents, by class of loans, the recorded investment and unpaid principal balance of impaired loans , the amounts of the impaired loans for which there is not an allowance for credit losses and the amounts for which there is an allowance for credit losses at June 30, 2015 and December 31, 2014. The impaired loans exclude loans acquired with deteriorated credit quality.
(Dollars in thousands)
At June 30, 2015

Impaired loans with no related
allowance recorded:
Loans held for sale
Loans held for investment:
Commercial, financial and agricultural \$12,542
Real estate-commercial real estate
Real estate-construction
Real estate-residential secured for business purpose
Real estate-residential secured for personal purpose
Real estate-home equity secured for personal purpose
Total impaired loans with no allowance $\$ 40,080 \quad \$ 43,538$ recorded
Impaired loans with an allowance recorded:

| Commercial, financial and agricultural $\$ 2,867$ | $\$ 2,870$ | $\$ 444$ | $\$ 3,933$ | $\$ 3,935$ | $\$ 920$ |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Real estate—commercial real estate | - | - | - | 216 | 216 | 78 |
| Total impaired loans with an allowance <br> Recorded |  |  |  |  |  |  |

recorded

At June 30, 2015
(Dollars in thousands)
Total impaired loans:

| Loans held for sale | $\$ 4,000$ | $\$ 5,229$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Loans held for investment: $\$ 15,409$ $\$ 16,388$ $\$ 444$ <br> Commercial, financial and agricultural $\$ 18,093$ 19,189 - $\$ 16,561$ | $\$ 16,985$ | $\$ 920$ |  |  |  |  |
| Real estate—commercial real estate | 18,03 | 952 | - | 29,995 | 31,026 | 78 |
| Real estate—construction | 863 | -931 | 6,474 | - |  |  |
| Real estate—residential secured for <br> business purpose | 3,633 | 3,657 | - | 3,008 | 3,044 | - |
| Real estate—residential secured for <br> personal purpose | 789 | 833 | - | 512 | 547 | - |
| Real estate—home equity secured for <br> personal purpose | 160 | 160 | - | 184 | 184 | - |
| Total impaired loans | $\$ 42,947$ | $\$ 46,408$ | $\$ 444$ | $\$ 56,191$ | $\$ 58,260$ | $\$ 998$ |

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Impaired loans includes nonaccrual loans and leases, accruing troubled debt restructured loans and lease modifications and other accruing impaired loans for which it is probable that not all principal and interest payments due will be collectible in accordance with the contractual terms. These loans are individually measured to determine the amount of potential impairment. The loans are reviewed for impairment based on the fair value of the collateral for collateral dependent loans and for certain loans based on discounted cash flows using the loans' initial effective interest rates. Impaired loans included other accruing impaired loans of $\$ 19.7$ million and $\$ 33.8$ million at June 30, 2015 and December 31, 2014, respectively. Specific reserves on other accruing impaired loans were $\$ 331$ thousand and $\$ 476$ thousand at June 30, 2015 and December 31, 2014, respectively.

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The following presents by class of loans, the average recorded investment in impaired loans and an analysis of interest on impaired loans. A loan may remain on accrual status if it is in the process of collection and is either guaranteed or well secured. Therefore, interest income on accruing impaired loans is recognized using the accrual method.

Three Months Ended June 30, $2015 \quad$ Three Months Ended June 30, 2014

| (Dollars in thousands) | Average Recorded Investment | Interest <br> Income Recognized* | Additional Interest Income |  |  | Additional Interest Income That Would |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  |  |  | That Would |  |  |  |
|  |  |  | Have Been |  |  | Have Been |
|  |  |  | Recognized | Recorded | Income | Recognized |
|  |  |  | Under | Investment | Recognized* | Under |
|  |  |  | Original |  |  | Original |
|  |  |  | Terms |  |  | Terms |
| Loans held for sale | \$83 | \$- | \$ 1 | \$- | \$- | \$- |
| Loans held for investment: |  |  |  |  |  |  |
| Commercial, financial and agricultural | 15,669 | 116 | 99 | 13,296 | 124 | 51 |
| Real estate-commercial real estate | 26,093 | 306 | 82 | 23,666 | 253 | 72 |
| Real estate-construction | 5,621 | - | 76 | 12,357 | 41 | 123 |
| Real estate-residential secured |  |  |  |  | 17 | 15 |
| Real estate-residential secured for personal purpose | $\mathrm{ed}_{996}$ | - | 11 | 762 | - | 18 |
| Real estate-home equity secured for personal purpose | 175 | - | 3 | 90 | - | 1 |
| Loans to individuals | - | - | - | 2 | - | - |
| Total | \$51,822 | \$461 | \$ 310 | \$52,747 | \$435 | \$ 280 |

Includes interest income recognized on a cash basis for nonaccrual loans of $\$ 18$ thousand and $\$ 0$ thousand for the * three months ended June 30, 2015 and 2014, respectively and interest income recognized on the accrual method for accruing impaired loans of $\$ 443$ thousand and $\$ 435$ thousand for the three months ended June 30, 2015 and 2014, respectively.


| Real estate—residential secured <br> for personal purpose | - 74 | - | 24 | 888 | - | 32 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Real estate—home equity <br> secured for personal purpose | 179 | - | 6 | 84 | - | 2 |
| Loans to individuals | - | - | - | 6 | - | - |
| Total | $\$ 53,319$ | $\$ 952$ | $\$ 589$ | $\$ 54,340$ | $\$ 902$ | $\$ 598$ |

Includes interest income recognized on a cash basis for nonaccrual loans of $\$ 22$ thousand and $\$ 23$ thousand for the * six months ended June 30, 2015 and 2014, respectively and interest income recognized on the accrual method for accruing impaired loans of $\$ 930$ thousand and $\$ 879$ thousand for the six months ended June 30, 2015 and 2014, respectively.

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Troubled Debt Restructured Loans
The following presents, by class of loans, information regarding accruing and nonaccrual loans that were restructured:

| Three Months Ended June 30, 2015 | Three Months Ended June 30, 2014 |
| :---: | :---: |
| Pre- | Post- |

(Dollars in thousands)

Accruing Troubled
Debt Restructured
Loans:
Commercial, $\begin{array}{llllllll}\text { financial and } & 2 & \$ 947 & \$ 947 & \$- & - & \$- & \$-\end{array}$ agricultural
Real
estate-commercial 405405
real estate
Total
Nonaccrual
Troubled Debt
Restructured
Loans:

Total
(Dollars in thousands)

Six Months Ended June 30, 2015
Pre- Post-
Number Restructuring Restructuring
of Outstanding Outstanding
Loans Recorded Recorded Investment Investment
\$ -
Six Months Ended June 30, 2014
Pre- Post-
$\begin{array}{lllll}\text { Related } & \text { Number } & \text { Restructuring Restructuring } \\ \text { of } & \text { Outstanding } & \text { Outstanding } & \text { Related } \\ \text { Allowance } & \text { Loans } & \text { Recorded } & \text { Recorded } & \text { Allowance } \\ & & \text { Investment } & \text { Investment }\end{array}$
Accruing Troubled
Debt Restructured
Loans:
Commercial,
financial and agricultural
Real
estate-commerciall 405405
real estate
Real
estate-residential
secured for
business purpose
Total
Nonaccrual
Troubled Debt
Restructured
Loans:
$\begin{array}{llllllll}\text { Commercial, } & 1 & \$ 122 & \$ 122 & \$ 42 & \text { - } & \$- & \$-\end{array}$

Number Restructuring Restructuring
of Outstanding Outstanding
Loans Recorded Recorded
Investment Investment
A

Pre- Post-
Related Allowance of

Number Restructuring Restructuring

## of Outstanding Outstanding

Related Allowance Investment Investment
 Three Months Ended June 30, 2015 Three Months Ended June 30, 2014

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agricultural
Real

| estate-commercial— <br> real estate | - | - | - | 1 | 50 | 50 | - |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Real <br> estate-residential <br> secured for | - | - | - | - | 2 | 688 | 688 |
| business purpose <br> Total | 1 | $\$ 122$ | $\$ 122$ | $\$ 42$ | 3 | $\$ 738$ | $\$ 738$ |

The Corporation grants concessions primarily related to extensions of interest-only payment periods and an occasional payment modification. These modifications typically are for a short-term basis up to one year. Our goal when restructuring a credit is to establish a reasonable period of time to provide cash flow relief to customers experiencing cash flow difficulties. Accruing troubled debt restructured loans are primarily comprised of loans on which interest is being accrued under the restructured terms, and the loans are current or less than ninety days past due.

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The following presents, by class of loans, information regarding the types of concessions granted on accruing and nonaccrual loans that were restructured during the three and six months ended June 30, 2015 and 2014.
(Dollars in thousands)
Temporary
Payment
Reduction
No.

| Interest Rate | Maturity Date |
| :--- | :--- |
| Reduction | Extension |
| No. | No. |


| Amortization | Total Concessions |
| :--- | :--- |
| Period | Granted |
| Extension |  |
| No. | No. | of Amount of Amount of Amount of Amount of Amount Loans Loans Loans Loans Loans

Three Months Ended June 30, 2015
Accruing Troubled Debt Restructured
Loans:
Commercial, financial and agricultural - $\quad \$ \quad \begin{array}{lllllllll} & \$- & \$ & 1 & \$ 500 & 1 & \$ 447 & 2 & \$ 947\end{array}$
$\begin{array}{llllllllllll}\text { Real estate-commercial real estate } & - & - & - & - & - & - & 1 & 405 & 1 & 405\end{array}$
$\begin{array}{lllllllllll}\text { Total } & - & \$- & - & \$- & 1 & \$ 500 & 2 & \$ 852 & 3 & \$ 1,352\end{array}$
Nonaccrual Troubled Debt
Restructured Loans:
Total $\quad-\quad \$-\quad-\quad \$-\quad-\quad \$-\quad-\quad \$-\quad-\quad \$-$
Three Months Ended June 30, 2014
Accruing Troubled Debt Restructured
Loans:
Total - $\quad$ - $\quad$ - $\quad$ - $\quad$ - $\quad$ -
Nonaccrual Troubled Debt
Restructured Loans:
Total $\quad$ - $\$-\quad-\quad \$-\quad-\quad \$-\quad-\quad \$-\quad-\quad \$-$
Six Months Ended June 30, 2015
Accruing Troubled Debt Restructured
Loans:

Real estate-commercial real estate
Real estate-residential secured for $1 \begin{array}{llllllllllll} & 353 & - & - & - & - & - & - & 1 & 353\end{array}$
$\begin{array}{lllllllllll}\text { business purpose } & 2 & \$ 496 & - & \$- & 1 & \$ 500 & 2 & \$ 852 & 5 & \$ 1,848\end{array}$
Nonaccrual Troubled Debt
Restructured Loans:
Commercial, financial and agricultural $1 \quad \$ 122 \quad-\quad \$-\quad-\quad \$-\quad-\quad \$-\quad 1 \quad \$ 122$
$\begin{array}{llllllllll}\text { Total } & 1 & \$ 122 & - & \$- & - & \$- & - & \$- & 1\end{array} \$ 122$
Six Months Ended June 30, 2014
Accruing Troubled Debt Restructured
Loans:
Total $\quad-\quad \$-\quad-\quad \$-\quad-\quad \$-\quad-\quad \$-\quad-\quad \$-$
Nonaccrual Troubled Debt
Restructured Loans:
Real estate-commercial real estate $-\quad \$-1 \quad \$ 50 \quad-\quad \$-\quad-\quad \$-110$
$\begin{array}{llllllllllll}\text { Real estate-residential secured for } & - & - & 1 & 55 & 1 & 633 & - & - & 2 & 688\end{array}$

| business purpose | - | - | 1 | 5 | 1 | 633 | - | - | 2 | 688 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total | - | $\$-$ | 2 | $\$ 105$ | 1 | $\$ 633$ | - | $\$-$ | 3 | $\$ 738$ |

The following presents, by class of loans, information regarding accruing and nonaccrual troubled debt restructured loans, for which there were payment defaults within twelve months of the restructuring date:

Three Months Ended June 30,
Six Months Ended June 30,
2015201420152014
(Dollars in thousands)
Accruing Troubled Debt Restructured Loans:
Total - $\quad$ - $\quad$ - $\quad \$-\quad-\quad \$-\quad$ -

Nonaccrual Troubled Debt
Restructured Loans:

| Commercial, financial and | - | $\$-$ | - | $\$-$ | 2 | $\$ 200$ | - | $\$-$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| agricultural | - | $\$-$ | - | $\$-$ | 2 | $\$ 200$ | - | $\$-$ |

As a result of payment defaults during the first quarter of 2015, commercial accruing troubled debt restructured loans totaling $\$ 200$ thousand were placed on nonaccrual of interest status and subsequently charged-off.

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The following presents, by class of loans, information regarding consumer mortgages collateralized by residential real estate property that are in the process of foreclosure at June 30, 2015 and December 31, 2014:
(Dollars in thousands)
At June 30, 2015 At December 31, 2014
Real estate-residential secured for personal purpose
Real estate-home equity secured for personal purpose
Total
The Corporation held no foreclosed consumer residential real estate property at June 30, 2015 and December 31, 2014.

Note 5. Goodwill and Other Intangible Assets
The Corporation has core deposit and customer-related intangibles and mortgage servicing rights, which are not deemed to have an indefinite life and therefore will continue to be amortized over their useful life using the present value of projected cash flows. The Corporation also has goodwill which is deemed to be an indefinite intangible asset and is not amortized.
Changes in the carrying amount of the Corporation's goodwill by business segment for the six months ended June 30, 2015 were as follows:

| (Dollars in thousands) | Banking | Wealth <br> Management | Insurance | Consolidated |
| :--- | :--- | :--- | :--- | :--- |
| Balance at December 31, 2014 | $\$ 35,058$ | $\$ 15,434$ | $\$ 17,225$ | $\$ 67,717$ |
| Addition to goodwill from <br> acquisitions | 43,377 | - | 1,424 | 44,801 |
| Balance at June 30, 2015 | $\$ 78,435$ | $\$ 15,434$ | $\$ 18,649$ | $\$ 112,518$ |

The following table reflects the components of intangible assets at the dates indicated:

| (Dollars in thousands) | At June 30, 2015 |  |  | At December 31, 2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross Carrying Amount | Accumulated Amortization and Fair Value Adjustments | Net Carrying Amount | Gross Carrying Amount | Accumulated Amortization and Fair Value Adjustments | Net Carry Amount |
| Amortized intangible assets: |  |  |  |  |  |  |
| Core deposit intangibles | \$1,520 | \$138 | \$1,382 | \$- | \$- | \$- |
| Customer related intangibles | 14,227 | 7,758 | 6,469 | 13,397 | 6,726 | 6,671 |
| Mortgage servicing rights | 11,440 | 5,744 | 5,696 | 10,559 | 5,050 | 5,509 |
| Total amortized intangible assets | \$27,187 | \$13,640 | \$13,547 | \$23,956 | \$11,776 | \$12,180 |

The estimated aggregate amortization expense for core deposit and customer related intangibles for the remainder of 2015 and the succeeding fiscal years is as follows:
Year (Dollars in thousands)
Remainder of 2015
2016
2017
Amount
\$1,108

2018
1,872

2019
1,544
1,170
Thereafter
846
The Corporation has originated mortgage servicing rights which are included in other intangible assets on the consolidated balance sheets. Mortgage servicing rights are amortized in proportion to, and over the period of, estimated net servicing income on a basis similar to the interest method and an accelerated amortization method for loan payoffs. Mortgage servicing rights are subject to impairment testing on a quarterly basis. The aggregate fair value
of these rights was $\$ 7.8$ million and $\$ 6.9$ million at June 30, 2015 and December 31, 2014, respectively. The fair value of mortgage servicing rights was determined using a discount rate of $10.0 \%$ at June 30, 2015, and December 31, 2014.

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Changes in the mortgage servicing rights balance are summarized as follows:

| Three |  | Months | Ended June 30, |
| :--- | :--- | :--- | :--- |
| 2015 | 2014 | Six Months Ended June 30, |  |
| $\$ 5,523$ | $\$ 5,406$ | 2015 | 2014 |
| 499 | 236 | 85,509 | $\$ 5,519$ |
| $(326$ | $)$ | $(264$ | $)$ |
| - | - | - | 359 |
| $\$ 5,696$ | $\$ 5,378$ | $\$ 5,696$ | 7 |
| $\$ 832,318$ | $\$ 761,413$ | $\$ 832,318$ | $\$ 5,378$ |

(Dollars in thousands)
Beginning of period
Servicing rights capitalized
Amortization of servicing rights
Changes in valuation allowance
End of period
Mortgage loans serviced for others
\$832,318 \$761,413
\$832,318
\$761,413
Activity in the valuation allowance for mortgage servicing rights was as follows:
Three Months Ended June 30, Six Months Ended June 30,

| (Dollars in thousands) | 2015 | 2014 | 2015 | 2014 |
| :--- | :--- | :--- | :--- | :--- |
| Valuation allowance, beginning of period | $\$-$ | $\$(243$ | $)$ | $\$-$ |
| Additions | - | - | - | $\$(250$ |
| Reductions | - | - | - | 7 |
| Direct write-downs | - | - | - | - |
| Valuation allowance, end of period | $\$-$ | $\$(243$ | $)$ | $\$-$ |

The estimated amortization expense of mortgage servicing rights for the remainder of 2015 and the succeeding fiscal years is as follows:

| Year | (Dollars in thousands) |
| :--- | :--- |
| Remainder of 2015 | $\$ 430$ |
| 2016 | 804 |
| 2017 | 695 |
| 2018 | 597 |
| 2019 | 511 |
| Thereafter | 2,659 |

Note 6. Income Taxes
At June 30, 2015 and December 31, 2014, the Corporation had no material unrecognized tax benefits, accrued interest or penalties. Penalties are recorded in noninterest expense in the year they are assessed and are treated as a non-deductible expense for tax purposes. Interest is recorded in noninterest expense in the year it is assessed and is treated as a deductible expense for tax purposes. At June 30, 2015, the Corporation's tax years 2011 through 2014 remain subject to federal examination as well as examination by state taxing jurisdictions.
Note 7. Retirement Plans and Other Postretirement Benefits
Substantially all employees who were hired before December 8, 2009 are covered by a noncontributory retirement plan. Employees hired on or after December 8, 2009 are not eligible to participate in the noncontributory retirement plan. The Corporation also provides supplemental executive retirement benefits, a portion of which is in excess of limits imposed on qualified plans by federal tax law. These plans are non-qualified benefit plans. Information on these plans are aggregated and reported under "Retirement Plans" within this footnote.
The Corporation also provides certain postretirement healthcare and life insurance benefits for retired employees. Information on these benefits is reported under "Other Postretirement Benefits" within this footnote.
The Corporation sponsors a Supplemental Non-Qualified Pension Plan which was established in 1981 prior to the existence of a $401(\mathrm{k})$ deferred salary savings plan, employee stock purchase plan and long-term incentive plans and therefore is not offered to new participants; all current participants are now retired.

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Components of net periodic benefit cost (income) were as follows:

|  | Three Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 | 2015 | 2014 |
| (Dollars in thousands) | Retirement Plans |  | Other Post Retirement Benefits |  |
| Service cost | \$193 | \$137 | \$14 | \$18 |
| Interest cost | 488 | 475 | 27 | 31 |
| Expected return on plan assets | (756 | ) (745 | ) - | - |
| Amortization of net actuarial loss | 326 | 165 | 14 | 2 |
| Accretion of prior service cost | (70 | ) (71 | ) - | 2 |
| Net periodic benefit cost (income) | \$181 | \$(39 | ) $\$ 55$ | \$53 |
|  | Six Months Ended June 30, |  |  |  |
|  | 2015 | 2014 | 2015 | 2014 |
| (Dollars in thousands) | Retirement Plans |  | Other Post Retirement Benefits |  |
| Service cost | \$386 | \$273 | \$29 | \$37 |
| Interest cost | 976 | 950 | 55 | 67 |
| Expected return on plan assets | (1,512 | ) $(1,490$ | ) - | - |
| Amortization of net actuarial loss | 654 | 326 | 27 | 5 |
| Accretion of prior service cost | (140 | ) (141 | ) - | (3 |
| Net periodic benefit cost (income) | \$364 | \$ 82 | ) \$111 | \$106 |

The Corporation contributed $\$ 2.0$ million to its qualified retirement plan during the three and six months ended June 30, 2015. The Corporation previously disclosed in its financial statements for the year ended December 31, 2014, that it expected to make contributions of $\$ 166$ thousand to its non-qualified retirement plans and $\$ 113$ thousand to its other postretirement benefit plans in 2015. During the six months ended June 30, 2015, the Corporation contributed $\$ 98$ thousand to its non-qualified retirement plans and $\$ 47$ thousand to its other postretirement plans. During the six months ended June 30, 2015, $\$ 1.2$ million has been paid to participants from the retirement plans and $\$ 47$ thousand has been paid to participants from the other postretirement plans.
Note 8. Subordinated Debt
On March 30, 2015, the Corporation completed the issuance of $\$ 50$ million in aggregate principal amount of fixed-to-floating rate subordinated notes (the "Notes") due 2025 in a private placement transaction to institutional accredited investors.
The net proceeds of the offering, which approximated $\$ 49$ million, increased regulatory capital and will be used for general corporate purposes and to support both organic growth as well as acquisitions, should such opportunities arise. The debt issuance costs are included as a direct deduction from the debt liability and the costs are amortized to interest expense using the effective interest method.
The Notes bear interest at an annual fixed rate of $5.10 \%$ from the date of issuance until March 30, 2020, or any early redemption date, with the first interest payment on the Notes occurring on September 30, 2015 and semi-annually thereafter each March 30 and September 30 until March 30, 2020. Thereafter, the Notes will bear interest at an annual rate equal to the three-month LIBOR rate plus $3.544 \%$ until March 30,2025 , or any early redemption date, payable quarterly on each March 30, June 30, September 30 and December 30. Beginning with the interest payment date of March 30, 2020, the Corporation has the option, subject to approval of the Federal Reserve Board, to redeem the Notes in whole or in part at a redemption price equal to $100 \%$ of the principal amount of the redeemed Notes, plus accrued and unpaid interest to the date of the redemption.
In conjunction with the issuance, the Corporation requested that Kroll Bond Rating Agency ("KBRA") assign a senior unsecured debt rating, a subordinated debt rating and a short-term rating to the Corporation and a deposit rating and short-term rating to the Bank. As such, KBRA assigned the Corporation a senior unsecured debt rating of BBB+, a subordinated debt rating of BBB and a short-term rating of K2. In addition, KBRA assigned a deposit rating of A- and a short-term rating of K2 to the Bank. The outlook on all ratings is stable.

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Note 9. Earnings per Share
The following table sets forth the computation of basic and diluted earnings per share:

|  | Three Months Ended <br> June 30, |  | Six Months Ended <br> June 30, |  |
| :--- | :--- | :--- | :--- | :--- |
| (Dollars and shares in thousands, except per share <br> data) | 2015 | 2014 | 2015 | 2014 |
| Numerator for basic and diluted earnings per <br> share-income available to common shareholders | $\$ 6,466$ | $\$ 5,080$ | $\$ 12,582$ | $\$ 10,806$ |
| Denominator for basic earnings per <br> share—weighted-average shares outstanding | 19,675 | 16,243 | 19,812 | 16,250 |
| Effect of dilutive securities-employee stock options and <br> awards | 88 | 99 | 86 |  |
| Denominator for diluted earnings per share—adjusted <br> weighted-average shares outstanding | 19,773 | 16,329 | 19,911 | 16,336 |
| Basic earnings per share | $\$ 0.33$ | $\$ 0.31$ | $\$ 0.64$ | $\$ 0.67$ |
| Diluted earnings per share <br> Average anti-dilutive options and awards excluded <br> from computation of diluted earnings per share | $\$ 0.33$ | $\$ 07$ | 50.31 | $\$ 0.63$ |

Note 10. Accumulated Other Comprehensive (Loss) Income
The following table shows the components of accumulated other comprehensive (loss) income, net of taxes, for the periods presented:
(Dollars in thousands)

Balance, December 31, 2014
Net Change
Balance, June 30, 2015
Balance, December 31, 2013
Net Change
Balance, June 30, 2014

| Net Unrealized | Net Change | Net Change | cumulated |
| :---: | :---: | :---: | :---: |
| Gains (Losses) on | Related to | Related to | Other |
| Available-for-Sale | Derivatives Used | Defined Benefit | Comprehensive |
| Investment | for Cash Flow | Pension Plans | (Loss) Income |
| \$ 1,711 | $\begin{aligned} & \text { Hedges } \\ & \$(157 \end{aligned}$ | \$(16,016 | \$(14,462 |
| (1,085 ) | 26 | 351 | (708 |
| \$ 626 | \$(131 ) | \$(15,665 | ) $\$(15,170$ |
| \$ (1,472 | \$- | \$(8,483 | ) \$(9,955 |
| 3,185 | - | 122 | 3,307 |
| \$ 1,713 | \$- | \$(8,361 | \$(6,648 |

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The following table illustrates the amounts reclassified out of each component of accumulated comprehensive (loss) income for the three and six months ended June 30, 2015 and 2014:

Details about Accumulated Other Comprehensive (Loss) Income Components

Amount Reclassified from Accumulated Other Comprehensive (Loss) Income

Three Months Ended Six Months Ended June 30, $2015 \quad 2014 \quad 2015$
(Dollars in thousands)
Net unrealized holding gains (losses) on available-for-sale investment securities:

| $\$ 181$ | $\$ 415$ | $\$ 272$ | $\$ 557$ | Net gain on sales of <br> investment securities |
| :--- | :--- | :--- | :--- | :--- |
| 181 | 415 | 272 | 557 | Total before tax |
| $(63$ | $)$ | $(145$ | $)$ | $(95$ |
| $\$ 118$ | $\$ 270$ | $\$ 177$ | $(195$ | ) Tax expense |
| \$362 | Net of tax |  |  |  |

Defined benefit pension plans:
Amortization of net loss included $\$(340 \quad$ ) $\$(167 \quad \$(681 \quad) \$(331)$ in net periodic pension costs* Accretion of prior service cost $\begin{array}{lllll}\text { included in net periodic pension } & 70 & 69 & 140 & 144\end{array}$ costs*
$\left.\begin{array}{lllll}(270 & )(98 & )(541 & )(187 & ) \text { Total before tax } \\ 94 & 34 & 190 & 65 & \text { Tax benefit } \\ \$(176 & ) & \$(64 & ) & \$(351\end{array}\right) \$(122, \quad)$ Net of tax
*These accumulated other comprehensive income (loss) components are included in the computation of net periodic pension cost. (See Note 7—Retirement Plans and Other Postretirement Benefits for additional details.)

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Note 11. Derivative Instruments and Hedging Activities
The Corporation may use interest-rate swap agreements to modify interest rate characteristics from variable to fixed or fixed to variable in order to reduce the impact of interest rate changes on future net interest income. Recorded amounts related to interest-rate swaps are included in other assets or liabilities. The Corporation's credit exposure on interest rate swaps includes fair value and any collateral that is held by a third party. Changes in the fair value of derivative instruments designated as hedges of future cash flows are recognized in accumulated other comprehensive income until the underlying forecasted transactions occur, at which time the deferred gains and losses are recognized in earnings. For a qualifying fair value hedge, the gain or loss on the hedging instrument is recognized in earnings, and the change in fair value of the hedge item, to the extent attributable to the hedged risk, adjusts the carrying amount of the hedge item and is recognized in earnings.
Derivative loan commitments represent agreements for delayed delivery of financial instruments in which the buyer agrees to purchase and the seller agrees to deliver, at a specified future date, a specified instrument at a specified price or yield. The Corporation's derivative loan commitments are commitments to sell loans secured by 1-to 4-family residential properties whose predominant risk characteristic is interest rate risk. The fair values of these derivative loan commitments are based upon the estimated amount the Corporation would receive or pay to terminate the contracts or agreements, taking into account current interest rates and, when appropriate, the current creditworthiness of the counterparties.
On October 24, 2014, the Corporation entered into an amortizing interest rate swap classified as a cash flow hedge with a notional amount of $\$ 20.0$ million to hedge a portion of the debt financing of a pool of 10-year maturity fixed rate loans with balances totaling $\$ 29.1$ million, at time of the hedge, that were originated in 2013. A brokered money market demand account with a balance exceeding the amortizing interest rate swap balance is being used for the cash flow hedge. Under the terms of the swap agreement, the Corporation pays a fixed rate of $2.10 \%$ and receives a floating rate based on the one-month LIBOR with a maturity date of November 1, 2022. The Corporation performed an assessment of the hedge for effectiveness at the inception of the hedge and on a recurring basis to determine that the derivative has been and is expected to continue to be highly effective in offsetting changes in cash flows of the hedged item. The Corporation expects that there will be no ineffectiveness over the life of the interest rate swap, and therefore anticipates no portion of the net loss in accumulated other comprehensive loss will be reclassified into interest expense. To the extent there is ineffectiveness, the Corporation would record the ineffectiveness in interest expense. The Corporation pledges cash or securities to cover a portion of the negative fair value of the interest rate swap, as measured by the counterparty. At June 30, 2015, the notional amount of the cash flow hedge was $\$ 19.6$ million, with a negative fair value of $\$ 202$ thousand. The Corporation has pledged $\$ 250$ thousand to the counterparty as collateral for the negative fair value.
The following table presents the notional amounts and fair values of derivatives not designated as hedging instruments recorded on the consolidated balance sheets at June 30, 2015 and December 31, 2014:

| (Dollars in thousands) | Notional Amount | Balance Sheet Classification | Fair <br> Value | Balance Sheet Classification | Fair <br> Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| At June 30, 2015 |  |  |  |  |  |
| Interest rate locks with customers | \$38,548 | Other Assets | \$925 |  | \$- |
| Forward loan sale commitments | 43,575 | Other Assets | 137 |  | - |
| Total | \$82,123 |  | \$ 1,062 |  | \$- |
| At December 31, 2014 |  |  |  |  |  |
| Interest rate locks with customers | \$27,007 | Other Assets | \$788 |  | \$- |
| Forward loan sale commitments | 30,537 |  | - | Other Liabilities | 112 |
| Total | \$57,544 |  | \$788 |  | \$ 112 |

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The following table presents the notional amounts and fair values of derivatives designated as hedging instruments recorded on the consolidated balance sheets at June 30, 2015 and December 31, 2014: Derivative Assets

Derivative Liabilities
(Dollars in thousands)
At June 30, 2015
Interest rate swap - cash flow

## hedge

Total
At December 31, 2014

| Interest rate swap - cash flow | $\$ 19,945$ | $\$-$ | Other Liabilities | $\$ 241$ |
| :--- | :--- | :--- | :--- | :--- |
| hedge | $\$ 19,945$ | $\$-$ |  | $\$ 241$ |

For the three and six months ended June 30, 2015 and 2014, the amounts included in the consolidated statements of income for derivatives not designated as hedging instruments are shown in the table below:

|  | Statement of Income Classification | Three Months Ended June 30, |  |  | Six Months Ended June 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) |  | 2015 |  | 2014 |  | 2015 | 2014 |
| Interest rate locks with customers | Net gain on mortgage banking activities | \$(312 | ) | \$350 |  | \$137 | \$448 |
| Forward loan sale commitments | Net loss on mortgage banking activities | 305 |  | (200 | ) | 249 | (213 |
| Total |  | \$(7 | ) | \$150 |  | \$386 | \$235 |

For the three and six months ended June 30, 2015 and 2014, the amounts included in the consolidated statements of income for derivatives designated as hedging instruments are shown in the table below:


At June 30, 2015 and December 31, 2014, the amounts included in accumulated other comprehensive (loss) income for derivatives designated as hedging instruments are shown in the table below:
(Dollars in thousands)
Interest rate swap-cash flow hedge Total

Accumulated Other
Comprehensive (Loss) Income
Fair value, net of taxes
$\left.\begin{array}{ll}\text { At June 30, } & \text { At December } \\ 2015 & 31,2014 \\ \$(131 & ) \\ \$(157 & \$(157\end{array}\right)$

Note 12. Fair Value Disclosures
Fair value is the price that would be received to sell an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants at the measurement date. The Corporation determines the fair value of financial instruments based on the fair value hierarchy. The Corporation maximizes the use of observable inputs and minimizes the use of unobservable inputs when measuring fair value. Observable inputs are inputs that market participants would use in pricing the asset or liability developed based on market data obtained from sources independent of the Corporation. Unobservable inputs are inputs that reflect the Corporation's assumptions that the market participants would use in pricing the asset or liability based on the best information available in the
circumstances, including assumptions about risk. Three levels of inputs are used to measure fair value. A financial instrument's level within the fair value hierarchy is based on the lowest level of input significant to the fair value measurement. Transfers between levels are recognized at the end of the reporting period.

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Level 1: Valuations are based on quoted prices in active markets for identical assets or liabilities that the Corporation can access at the measurement date. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these products does not entail a significant degree of judgment.
Level 2: Valuations are based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.
Level 3: Valuations are based on inputs that are unobservable and significant to the overall fair value measurement. Assets and liabilities utilizing Level 3 inputs include: financial instruments whose value is determined using pricing models, discounted cash-flow methodologies, or similar techniques, as well as instruments for which the fair value calculation requires significant management judgment or estimation.
Following is a description of the valuation methodologies used for instruments measured at fair value on a recurring basis, as well as the general classification of such instruments pursuant to the valuation hierarchy.
Investment Securities
Where quoted prices are available in an active market for identical instruments, investment securities are classified within Level 1 of the valuation hierarchy. Level 1 investment securities include U.S. Treasury securities, most equity securities and money market mutual funds. Mutual funds are registered investment companies which are valued at net asset value of shares on a market exchange at the end of each trading day. If quoted market prices are not available, then fair values are estimated by using pricing models, quoted prices of securities with similar characteristics or discounted cash flows. Examples of instruments, which would generally be classified within Level 2 of the valuation hierarchy, include securities issued by U.S. Government sponsored enterprises, mortgage-backed securities, collateralized mortgage obligations, corporate and municipal bonds and certain equity securities. In cases where there is limited activity or less transparency around inputs to the valuation, investment securities are classified within Level 3 of the valuation hierarchy.
Fair values for securities are determined using independent pricing services and market-participating brokers. The Corporation's independent pricing service utilizes evaluated pricing models that vary by asset class and incorporate available trade, bid and other market information for structured securities, cash flow and, when available, loan performance data. Because many fixed income securities do not trade on a daily basis, the pricing service's evaluated pricing applications apply information as applicable through processes, such as benchmarking of like securities, sector groupings, and matrix pricing, to prepare evaluations. If at any time, the pricing service determines that it does have not sufficient verifiable information to value a particular security, the Corporation will utilize valuations from another pricing service. Management has a sufficient understanding of the third party service's valuation models, assumptions and inputs used in determining the fair value of securities to enable management to maintain an appropriate system of internal control.
On a quarterly basis, the Corporation reviews changes, as submitted by the pricing service, in the market value of its security portfolio. Individual changes in valuations are reviewed for consistency with general interest rate movements and any known credit concerns for specific securities. Additionally, on an annual basis, the Corporation has its security portfolio priced by a second pricing service to determine consistency with another market evaluator, except for municipal bonds which are priced by another service provider on a sample basis. If, upon the Corporation's review or in comparing with another service, a material difference between pricing evaluations were to exist, the Corporation may submit an inquiry to the current pricing service regarding the data used to make the valuation of a particular security. If the Corporation determines there is market information that would support a different valuation than from the current pricing service's evaluation, the Corporation can submit a challenge for a change to that security's valuation. There were no material differences in valuations noted at June 30, 2015.
Derivative Financial Instruments
The fair values of derivative financial instruments are based upon the estimated amount the Corporation would receive or pay to terminate the contracts or agreements, taking into account current interest rates and, when appropriate, the current creditworthiness of the counterparties. Derivative financial instruments are classified within Level 2 of the valuation hierarchy.

Contingent Consideration Liability

The Corporation estimates the fair value of the contingent consideration liability by using a discounted cash flow model of future contingent payments based on projected revenue related to the acquired business. The estimated fair value of the contingent consideration liability is reviewed on a quarterly basis and any valuation adjustments resulting from a change in the discount rate or change of estimated future contingent payments based on projected revenue of the acquired business affecting the contingent consideration liability will be recorded through noninterest expense, unless due to changes in the original assumptions utilized at the time the acquisition closes and identified during the measurement period in accordance with ASC Topic 805. Due to the

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significant unobservable input related to the projected revenue, the contingent consideration liability is classified within Level 3 of the valuation hierarchy. An increase in the projected revenue may result in a higher fair value of the contingent consideration liability. Alternatively, a decrease in the projected revenue may result in a lower estimated fair value of the contingent consideration liability.
For the Sterner Insurance Associates acquisition, the potential cash payments that could result from the contingent consideration arrangement range from $\$ 0$ to a maximum of $\$ 5.7$ million over the three-year period ending June 30 , 2017. Due to updates to the original assumptions utilized for determining the contingent consideration liability for the Sterner acquisition completed on July 1, 2014, the Corporation recorded a purchase accounting adjustment, in accordance with ASC Topic 805, in 2015 which resulted in an increase to the contingent consideration liability and an increase to goodwill of $\$ 1.5$ million.
For the Girard Partners acquisition, the remaining potential cash payments that could result from the contingent consideration arrangement range from $\$ 0$ to a maximum of $\$ 13.8$ million cumulative over the four-year period ending December 31, 2018.
For the John T. Fretz Insurance Agency acquisition, the remaining potential future cash payments that could result from the contingent consideration arrangement range from $\$ 0$ to a maximum of $\$ 360$ thousand cumulative over the one-year period ending April 30, 2016.
For the Javers Group acquisition, the Corporation recorded a reduction to the contingent liability during 2013 which resulted in a reduction of other noninterest expense of $\$ 959$ thousand. The adjustment reflected that revenue levels necessary for an earn-out payment in the first year post-acquisition were not met and that revenue growth levels necessary to qualify for subsequent years' earn-out payments to be made are remote. Therefore, as of June 30, 2015, the fair value of this contingent consideration liability is $\$ 0$. The Javers' original contingent consideration arrangement ranged from $\$ 0$ to a maximum of $\$ 1.7$ million cumulative over the three-year period ending June 30, 2015. The following table presents the assets and liabilities measured at fair value on a recurring basis at June 30, 2015 and December 31, 2014, classified using the fair value hierarchy:

|  | At June 30, 2015 |  | Assets/ <br> Liabilities at <br> Fair Value |  |
| :--- | :--- | :--- | :--- | :--- |
| (Dollars in thousands) | Level 1 | Level 2 | Level 3 |  |
| Assets: |  |  |  |  |
| Available-for-sale securities: | $\$ 4,896$ | $\$-$ | $\$-$ | $\$ 4,896$ |
| U.S. treasuries | - | 120,023 | - | 120,023 |
| U.S. government corporations and agencies | - | 109,645 | - | 109,645 |
| State and political subdivisions | - | 13,533 | - | 13,533 |
| Residential mortgage-backed securities | - | 3,410 | - | 3,410 |
| Collateralized mortgage obligations | - | 73,201 | - | 73,201 |
| Corporate bonds | 1,668 | - | - | 5,668 |
| Money market mutual funds | 11,764 | - | - | 1,200 |
| Equity securities | - | 925 | - | 331,576 |
| Total available-for-sale securities | - | 137 | $\$-$ | 925 |
| Interest rate locks with customers | $\$ 11,764$ | $\$ 320,874$ | $\$-$ | $\$ 37$ |
| Forward loan sale commitments | $\$-$ | $\$-$ | $\$ 7,556$ | $\$ 7,556$ |
| Total assets | - | 202 | - | 202 |
| Liabilities: | $\$-$ | $\$ 202$ | $\$ 7,556$ | $\$ 7,758$ |
| Contingent consideration liability |  |  |  |  |

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|  | At December 31, 2014 |  | Assets/ <br> (Dollars in thousands) | Level 1 |
| :--- | :--- | :--- | :--- | :--- |
| Level 2 | Level 3 | Liabilities at <br> Fair Value |  |  |

Assets:
Available-for-sale securities:
U.S. treasuries
$\$ 4,845$

