TF FINANCIAL CORP
Form 10-Q
August 12, 2011

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 10-Q

X
QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934
For the period ended June 30, 2011

- or -

0
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: 0-24168
TF FINANCIAL CORPORATION
(Exact Name of Registrant as Specified in Its Charter)

Pennsylvania
(State or Other Jurisdiction of Incorporation
or Organization)

74-2705050
(I.R.S. Employer Identification No.)

18940
(Zip Code)

Registrant's telephone number, including area code: (215) 579-4000
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 o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T ( $\$ 232.405$ of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). YES xNO o

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

Large accelerated filer o Accelerated filer o

Non-accelerated filer o
Smaller reporting company x
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 Exchange Act). YES o NO x

Indicate the number of shares outstanding of each of the issuer's classes of common stock as of the latest practicable date: August 12, 2011

## Class

$\$ .10$ par value common stock

Outstanding
$2,824,034$ shares

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Exhibits
31.1 Certification of CEO pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
$31.2 \quad$ Certification of CFO pursuant of Section 302 of the Sarbanes-Oxley Act of 2002
32. Certification pursuant of Section 906 of the Sarbanes-Oxley Act of 2002

The following Exhibits are being furnished as part of this report:
101.INS XBRL Instance Document
101.SCH XBRL Taxonomy Extension Schema Document
101.CAL XBRL Taxonomy Extension Calculation Linkbase Document
101.LAB XBRL Taxonomy Extension Label Linkbase Document
101.PRE XBRL Taxonomy Extension Presentation Linkbase Document

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> TF Financial Corporation and Subsidiaries

## ITEM 1. CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED BALANCE SHEETS

(Unaudited)

|  | $\begin{gathered} \text { June } 30, \\ 2011 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2010 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (in thousands) |  |  |  |
| ASSETS |  |  |  |  |
| Cash and cash equivalents | \$ | 8,786 | \$ | 7,437 |
| Investment securities |  | 127,587 |  | 127,490 |
| Loans receivable, net |  | 499,263 |  | 501,528 |
| Loans receivable held for sale |  | - |  | 130 |
| Federal Home Loan Bank stock-at cost |  | 8,484 |  | 9,401 |
| Accrued interest receivable |  | 2,775 |  | 2,738 |
| Premises and equipment, net |  | 6,797 |  | 6,797 |
| Goodwill |  | 4,324 |  | 4,324 |
| Bank-owned life insurance |  | 18,189 |  | 17,868 |
| Other assets |  | 15,356 |  | 14,044 |
| TOTAL ASSETS | \$ | 691,561 | \$ | 691,757 |
|  |  |  |  |  |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Liabilities |  |  |  |  |
| Deposits | \$ | 552,104 | \$ | 550,135 |
| Borrowings from the Federal Home Loan Bank |  | 55,345 |  | 61,987 |
| Advances from borrowers for taxes and insurance |  | 2,425 |  | 2,166 |
| Accrued interest payable |  | 2,232 |  | 1,784 |
| Other liabilities |  | 4,035 |  | 2,269 |
| Total liabilities |  | 616,141 |  | 618,341 |
|  |  |  |  |  |
| Stockholders' equity |  |  |  |  |
| Preferred stock, no par value; 2,000,000 shares authorized at June 30, 2011 and December 31, 2010, none issued |  | - |  |  |
| Common stock, $\$ 0.10$ par value; $10,000,000$ shares authorized, $5,290,000$ shares issued and, 2,822,449 shares outstanding at June 30, 2011 and |  |  |  |  |
| December 31, 2010, net of shares in treasury of 2,467,551. |  | 529 |  | 529 |
| Additional paid-in capital |  | 54,057 |  | 53,964 |
| Unearned ESOP shares |  | $(1,156)$ |  | $(1,217)$ |
| Treasury stock-at cost |  | $(51,220)$ |  | $(51,220)$ |
| Retained earnings |  | 71,801 |  | 70,749 |
| Accumulated other comprehensive income |  | 1,409 |  | 611 |
| Total stockholders' equity |  | 75,420 |  | 73,416 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$ | 691,561 | \$ | 691,757 |

The accompanying notes are an integral part of these statements

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TF Financial Corporation and Subsidiaries

## CONSOLIDATED STATEMENTS OF INCOME <br> (Unaudited)

|  | For the three months ended June 30, |  |  |  | For the six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 6,695 | \$ | 7,150 | \$ | 13,279 | \$ | 14,452 |
| Investment securities |  |  |  |  |  |  |  |  |
| Fully taxable |  | 874 |  | 1,065 |  | 1,770 |  | 2,140 |
| Exempt from federal taxes |  | 362 |  | 306 |  | 717 |  | 603 |
| Interest-bearing deposits and other |  | 1 |  | 1 |  | 1 |  | 2 |
| TOTAL INTEREST INCOME |  | 7,932 |  | 8,522 |  | 15,767 |  | 17,197 |
| Interest expense |  |  |  |  |  |  |  |  |
| Deposits |  | 1,438 |  | 1,841 |  | 2,898 |  | 3,836 |
| Borrowings |  | 505 |  | 793 |  | 1,064 |  | 1,641 |
| TOTAL INTEREST EXPENSE |  | 1,943 |  | 2,634 |  | 3,962 |  | 5,477 |
| NET INTEREST INCOME |  | 5,989 |  | 5,888 |  | 11,805 |  | 11,720 |
| Provision for loan losses |  | 1,450 |  | 600 |  | 2,350 |  | 1,561 |
| NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES |  | 4,539 |  | 5,288 |  | 9,455 |  | 10,159 |
| Non-interest income |  |  |  |  |  |  |  |  |
| Service fees, charges and other operating income |  | 479 |  | 363 |  | 944 |  | 892 |
| Bank-owned life insurance |  | 164 |  | 167 |  | 321 |  | 339 |
| Gain on sale of investments |  | 210 |  | 7 |  | 210 |  | 7 |
| Gain on sale of loans |  | 50 |  | 52 |  | 167 |  | 112 |
| Loss (gain) on sale of foreclosed real estate |  | (11) |  | 8 |  |  |  | (137) |
| TOTAL NON-INTEREST INCOME |  | 892 |  | 597 |  | 1,642 |  | 1,213 |
|  |  |  |  |  |  |  |  |  |
| Non-interest expense |  |  |  |  |  |  |  |  |
| Employee compensation and benefits |  | 2,622 |  | 2,667 |  | 5,368 |  | 5,367 |
| Occupancy and equipment |  | 736 |  | 723 |  | 1,554 |  | 1,482 |
| Professional fees |  | 324 |  | 256 |  | 802 |  | 484 |
| Marketing and advertising |  | 102 |  | 120 |  | 169 |  | 240 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FDIC insurance premiums |  | 151 |  | 259 |  | 384 |  | 453 |
| Other operating |  | 675 |  | 566 |  | 1,309 |  | 1,157 |
| TOTAL NON-INTEREST EXPENSE |  | 4,610 |  | 4,591 |  | 9,586 |  | 9,183 |
| INCOME BEFORE INCOME TAXES |  | 821 |  | 1,294 |  | 1,511 |  | 2,189 |
| Income taxes |  | 122 |  | 327 |  | 194 |  | 505 |
| NET INCOME | \$ | 699 | \$ | 967 |  | 1,317 | \$ | 1,684 |
| Earnings per share-basic | \$ | 0.26 | \$ | 0.36 | \$ | 0.49 | \$ | 0.63 |
| Earnings per share-diluted | \$ | 0.26 | \$ | 0.36 | \$ | 0.49 | \$ | 0.63 |
| Dividends paid per share | \$ | 0.05 | \$ | 0.19 | \$ | 0.10 | \$ | 0.38 |

The accompanying notes are an integral part of these statements

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## TF Financial Corporation and Subsidiaries

## CONSOLIDATED STATEMENTS OF CASH FLOWS <br> (Unaudited)

For the six months ended June 30,
2011 (in thousands) 2010

## OPERATING ACTIVITIES

| Net income |
| :--- | :--- | :--- | :--- | $\mathbf{\$} \quad 1,317 \quad \$ \quad 1,684$

Adjustments to reconcile net income to net cash provided by operating activities
Amortization and impairment adjustment of mortgage loan servicing rights ..... 200
Premiums and discounts on investment securities, net ..... 39
Premiums and discounts on mortgage-backed securities, net ..... 19
Deferred loan origination costs, net ..... 135
Provision for loan losses ..... 2,350 ..... 1,561
Depreciation of premises and equipment ..... 436 ..... 421
Increase in value of bank-owned life insurance ..... (339)
Stock based compensation ..... 154 ..... 151
Proceeds from sale of loans originated for sale ..... 8,632 ..... 11,518
Origination of loans held for sale ..... $(8,409)$ ..... $(11,314)$
(Gain) loss on sale of:
Investments ..... (210) ..... (7)
Loans held for
sale(167)(112)
Foreclosed real estate ..... 137
(Increase) decrease in:Accrued interest
receivable ..... (37)(116)
Other assets ..... 473 ..... 495
Increase (decrease) in:
Accrued interest
payable ..... 448 ..... (240)
liabilities ..... 1,377 ..... $(1,326)$
NET CASH PROVIDED BY OPERATING ACTIVITIES ..... 6,331 ..... 2,906
INVESTING ACTIVITIES
Loan originations ..... $(50,143)$ ..... $(33,311)$
Loan principal payments ..... ,642 ..... 40,900
Proceeds from sale of foreclosed real estate ..... 361 ..... 220
Principal repayments on mortgage-backed securities available for sale ..... 14,327 ..... 13,610
Proceeds from sale of investment securities available for sale ..... $(4,112)$ ..... $(8,507)$
$(13,995)$

| Purchase of premises and equipment | $(436)$ | $(1,240)$ |
| :--- | :---: | :---: |
| Redemption of Federal Home Loan Bank stock | 917 | - |
| Proceeds from sale of mortgage backed securities available for sale | $(303)$ | $(1,464)$ |

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|  | For the six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  |  | 2010 |
|  | (in thousands) |  |  |  |
| FINANCING ACTIVITIES |  |  |  |  |
| Net increase in customer deposits |  | 1,969 |  | 6,674 |
| Proceeds of long-term Federal Home Loan Bank borrowings |  | 6,573 |  | 12,884 |
| Repayment of long-term Federal Home Loan Bank borrowings |  | $(13,215)$ |  | $(13,196)$ |
| Net increase in advances from borrowers for taxes and insurance |  | 259 |  | 182 |
| Exercise of stock options |  | - |  | 177 |
| Tax benefit arising from stock compensation |  | - |  | 17 |
| Common stock dividends paid |  | (265) |  | $(1,016)$ |
| NET CASH (USED) PROVIDED BY FINANCING ACTIVITIES |  | $(4,679)$ |  | 5,722 |
|  |  |  |  |  |
| NET INCREASE IN CASH AND CASH EQUIVALENTS |  | 1,349 |  | 7,164 |
|  |  |  |  |  |
| Cash and cash equivalents at beginning of period |  | 7,437 |  | 12,801 |
|  |  |  |  |  |
| Cash and cash equivalents at end of period | \$ | 8,786 | \$ | 19,965 |
|  |  |  |  |  |
| Supplemental disclosure of cash flow information |  |  |  |  |
| Cash paid for: |  |  |  |  |
| Interest on deposits and borrowings | \$ | 3,514 | \$ | 5,717 |
| Income taxes | \$ | 300 | \$ | 382 |
| Non-cash transactions: |  |  |  |  |
| Capitalization of mortgage servicing rights | \$ | 74 | \$ | 92 |
| Transfers from loans to foreclosed real estate | \$ | 2,392 | \$ | 1,088 |
| Securities available for sale purchased not settled | \$ | 1,234 | \$ | - |

The accompanying notes are an integral part of these statements

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## TF FINANCIAL CORPORATION AND SUBSIDIARIES NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 1 - PRINCIPLES OF CONSOLIDATION

The consolidated financial statements as of June 30, 2011 (unaudited) and December 31, 2010 and for the six month periods ended June 30, 2011 and 2010 (unaudited) include the accounts of TF Financial Corporation (the "Company") and its wholly owned subsidiaries Third Federal Bank (the "Bank"), TF Investments Corporation and Penns Trail Development Corporation. The accompanying consolidated balance sheet at December 31, 2010, has been derived from the audited consolidated balance sheet but does not include all of the information and notes required by accounting principles generally accepted in the United States of America ("US GAAP") for complete financial statements. The Company's business is conducted principally through the Bank. All significant intercompany accounts and transactions have been eliminated in consolidation.

## NOTE 2 - BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements were prepared in accordance with the instructions for Form 10-Q and, therefore, do not include all of the disclosures or footnotes required by US GAAP. In the opinion of management, all adjustments, consisting of normal recurring accruals, necessary for fair presentation of the consolidated financial statements have been included. The results of operations for the period ended June 30, 2011 are not necessarily indicative of the results which may be expected for the entire fiscal year or any other period. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2010.

## NOTE 3 - CONTINGENCIES

The Company, from time to time, is a party to routine litigation that arises in the normal course of business. In the opinion of management, the resolution of this litigation, if any, would not have a material adverse effect on the Company's consolidated financial position or results of operations.

## NOTE 4 - OTHER COMPREHENSIVE INCOME

Comprehensive income is the change in equity of a business enterprise during a period from transactions and other events and circumstances from non-owner sources. Total comprehensive income was $\$ 1.2$ million for the three months ended June 30, 2011 and 2010. The components of other comprehensive income are as follows for the three months ended:



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Total comprehensive income was $\$ 2.1$ million for the six months ended June 30, 2011 and 2010. The components of other comprehensive income are as follows for the six months ended:

| Unrealized gains on securities | Before tax amount |  | Tax <br> (expense) <br> (in thousands) |  | Net of tax amount |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| Unrealized holding gains arising during period | \$ | 1,360 | \$ | (462) | \$ | 898 |
| Reclassification adjustment for gains realized in net income |  | (210) |  | 71 |  | (139) |
| Pension plan benefit adjustment related to prior service costs and actuarial losses |  | 58 |  | (19) |  | 39 |
| Other comprehensive income, net | \$ | 1,208 | \$ | (410) | \$ | 798 |


|  | June 30, 2010 <br> Tax | Nefore tax <br> amount | Net <br> amount <br> (expense) <br> (in thousands) |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Unrealized gains on securities <br> Unrealized holding gains arising during period | $\$$ | 594 | $\$$ | $(205)$ | $\$$ |

## NOTE 5—EARNINGS PER SHARE

The following tables illustrate the reconciliation of the numerators and denominators of the basic and diluted earnings per share computations (dollars in thousands, except share and per share data):



There were 66,507 options to purchase shares of common stock at a price range of $\$ 24.12$ to $\$ 32.51$ per share which were outstanding during the three and six months ended June 30, 2011 that were not included in the computation of diluted earnings per share because the options' exercise prices were greater than the average market price of the common shares.

|  | Three months ended June 30, 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Income (numerator) |  | Weighted average shares (denominator) | Per share Amount |  |
| Basic earnings per share |  |  |  |  |  |
| Income available to common stockholders | \$ | 967 | 2,680,364 | \$ | 0.36 |
| Effect of dilutive securities |  |  |  |  |  |
| Stock options and grants |  |  |  |  |  |
|  |  |  |  |  |  |
| Diluted earnings per share |  |  |  |  |  |
| Income available to common stockholders plus effect of dilutive securities | \$ | 967 | 2,680,364 | \$ | 0.36 |

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|  | Six months ended June 30, 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Income (numerator) |  | Weighted average shares (denominator) | Per share Amount |  |
| Basic earnings per share |  |  |  |  |  |
| Income available to common stockholders | \$ | 1,684 | 2,674,851 | \$ | 0.63 |
| Effect of dilutive securities |  |  |  |  |  |
| Stock options and grants |  | - |  |  |  |
|  |  |  |  |  |  |
| Diluted earnings per share |  |  |  |  |  |
| Income available to common stockholders plus effect of dilutive securities | \$ | 1,684 | 2,674,851 | \$ | 0.63 |

There were 258,442 options to purchase shares of common stock at a price range of $\$ 19.67$ to $\$ 32.51$ per share which were outstanding during the three and six months ended June 30, 2010 that were not included in the computation of diluted earnings per share because the options' exercise prices were greater than the average market price of the common shares.

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## NOTE 6-INVESTMENT SECURITIES

The amortized cost, gross unrealized gains and losses, and fair value of the Company's investment securities at June 30, 2011 and December 31, 2010, are summarized as follows:

June 30, 2011


|  | Amortized cost |  | December 31, 2010 |  |  |  | Fair value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Gross unrealized gains (in th |  | Gross unrealized losses ands) |  |  |  |
| Available for sale |  |  |  |  |  |  |  |  |
| U.S. Government and federal agencies | \$ | 6,000 | \$ | 59 | \$ | - | \$ | 6,059 |
| Corporate debt securities |  | 3,340 |  | 223 |  | - |  | 3,563 |
| State and political subdivisions |  | 47,348 |  | 1,120 |  | (260) |  | 48,208 |
| Residential mortgage-backed securities issued by quasi-governmental agencies |  | 50,942 |  | 1,950 |  | (6) |  | 52,886 |
| Residential mortgage-backed securities, privately issued |  | 13,425 |  | 224 |  | (44) |  | 13,605 |
| Total investment securities available for sale |  | 121,055 |  | 3,576 |  | (310) |  | 124,321 |
|  |  |  |  |  |  |  |  |  |
| Held to maturity |  |  |  |  |  |  |  |  |
| Residential mortgage-backed securities issued by quasi-governmental agencies |  | 3,169 |  | 341 |  | - |  | 3,510 |
| Total investment securities | \$ | 124,224 | \$ | 3,917 | \$ | (310) | \$ | 127,831 |

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Gross realized gains were $\$ 210,000$ for the three and six months ended June 30, 2011. These gains resulted from proceeds from the sale of investment and mortgage-backed securities of $\$ 5.1$ million. Gross realized gains were $\$ 7,000$ for the three and six months ended June 30, 2010. These gains resulted from proceeds from the sale of investment equity securities of $\$ 60,000$.

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The amortized cost and fair value of investment and mortgage-backed securities, by contractual maturity, are shown below.

|  | June 30, 2011 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Available for sale |  |  |  | Held to maturity |  |  |  |  |
|  | Amortized cost |  | Fair value |  | Amortized cost |  |  | Fair value |  |
|  |  |  | (in thousands) |  |  |  |  |  |  |
| Investment securities |  |  |  |  |  |  |  |  |  |
| Due in one year or less | \$ | 1,285 | \$ | 1,297 | \$ |  | - | \$ |  |
| Due after one year through five years |  | 11,722 |  | 12,081 |  |  | - |  | - |
| Due after five years through 10 years |  | 27,512 |  | 28,986 |  |  | - |  | - |
| Due after ten years |  | 16,883 |  | 17,703 |  |  | - |  | - |
|  |  | 57,402 |  | 60,067 |  |  | - |  | - |
|  |  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities |  | 62,960 |  | 64,711 |  | 2,809 |  |  | 3,159 |
| Total investment and mortgage-backed securities | \$ | 120,362 | \$ | 124,778 | \$ | 2,809 |  | \$ | 3,159 |

The table below indicates the length of time individual securities have been in a continuous unrealized loss position at June 30, 2011:

|  | Number | Less than 12 months |  |  |  | 12 months or longer |  |  |  | Total |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Description of Securities | of Securities | Fair <br> Value |  | Unrealized Loss |  | Fair <br> Value <br> thousands) |  | Unrealized Loss |  | Fair value |  | Unrealized Loss |  |
| State and political subdivisions | 2 | \$ | 709 | \$ | (16) | \$ | - | \$ | - | \$ | 709 | \$ | (16) |
| Residential <br> mortgage-backed securities issued by quasi-governmental agencies | 5 |  | 6,916 |  | (25) |  | - |  | - |  | 6,916 |  | (25) |
| Residential <br> mortgage-backed <br> securities privately <br> issued | 1 |  | 3,872 |  | (8) |  | - |  | - |  | 3,872 |  | (8) |
| Total temporarily impaired securities | 8 | \$ | 11,497 | \$ | (49) | \$ | - | \$ | - | \$ | 11,497 | \$ | (49) |

The table below indicates the length of time individual securities have been in a continuous unrealized loss position at December 31, 2010:

|  | Less than | 12 months <br> or longer | Total |
| :--- | :---: | :---: | :---: |


| Description of Securities | of Securities |  | Fair <br> Value |  | alized <br> ss | $\mathrm{n} \text { th }$ | nds) | Loss |  | Fair value |  | Unrealized Loss |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| State and political subdivisions | 17 | \$ | 14,210 | \$ | (260) | \$ | - | \$ | - | \$ | 14,210 |  | (260) |
| Residential mortgage-backed securities issued by quasi-governmental agencies | 1 |  | 3,027 |  | (6) |  | - |  | - |  | 3,027 |  | (6) |
| Residential mortgage-backed securities privately issued | 3 |  | 7,048 |  | (44) |  | - |  | - |  | 7,048 |  | (44) |
| Total temporarily impaired securities | 21 | \$ | 24,285 | \$ | (310) | \$ | - | \$ | - | \$ | 24,285 | \$ | (310) |

On a quarterly basis, temporarily impaired securities are evaluated to determine whether such impairment is other-than-temporary impairment ("OTTI"). The Company has performed this evaluation and has determined that the unrealized losses at June 30, 2011 and December 31, 2010, respectively, are not considered other-than-temporary but are the result of changes in interest rates, and are therefore reflected in other comprehensive income.

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## NOTE 7-LOANS RECEIVABLE

Loans receivable are summarized as follows:

|  | June 30, 2011 |  | December 31,2010 |  |
| :---: | :---: | :---: | :---: | :---: |
| Held for investment: |  |  |  |  |
| First mortgage loans |  |  |  |  |
| Secured by one-to four-family residences | \$ | 270,221 | \$ | 269,077 |
| Secured by non-residential properties or non-owner occupied |  | 145,918 |  | 137,307 |
| Construction loans |  | 17,824 |  | 18,799 |
| Total first mortgage loans |  | 433,963 |  | 425,183 |
| Other loans |  |  |  |  |
| Commercial-business, real estate secured |  | 18,948 |  | 26,603 |
| Commercial-business, non-real estate secured |  | 5,001 |  | 5,575 |
| Home equity and second mortgage |  | 47,470 |  | 49,430 |
| Other consumer |  | 2,116 |  | 2,407 |
| Total other loans |  | 73,535 |  | 84,015 |
|  |  |  |  |  |
| Total loans |  | 507,498 |  | 509,198 |
| Net deferred loan origination costs and unamortized premiums |  | 873 |  | 658 |
| Less allowance for loan losses |  | $(9,108)$ |  | $(8,328)$ |
| Total loans receivable | \$ | 499,263 | \$ | 501,528 |
|  |  |  |  |  |
| Held for sale: |  |  |  |  |
| First mortgage loans |  |  |  |  |
| Secured by one-to four-family residences | \$ | - | \$ | 130 |

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The following table presents the composition of the commercial loan portfolio by credit quality indicators:

Commercial credit exposure-credit risk profile by internally assigned grade
June 30, 2011

Pass \begin{tabular}{cccc}
Special <br>

mention \& | Substandard |
| :---: |
| (in thousands) | \& Doubtful \& Total

\end{tabular}

| Secured by non-residential properties or non-owner occupied residential properties | \$ | 123,238 | \$ | 16,028 | \$ | 6,652 | \$ | - | \$ | 145,918 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction loans |  | 3,034 |  | 5,474 |  | 9,316 |  | - |  | 17,824 |
| Commercial-business, real estate secured |  | 8,188 |  | 530 |  | 10,230 |  | - |  | 18,948 |
| Commercial-business, non-real estate secured |  | 4,848 |  | - |  | 153 |  | - |  | 5,001 |
| Total | \$ | 139,308 | \$ | 22,032 | \$ | 26,351 | \$ | - | \$ | 187,691 |

Commercial credit exposure-credit risk profile by internally assigned grade
December 31, 2010

Pass \begin{tabular}{cccc}
Special <br>

mention \& | Substandard |
| :---: |
| (in thousands) | \& Doubtful \& Total

\end{tabular}

| Secured by non-residential properties or non-owner occupied residential properties | \$ | 108,484 | \$ | 19,299 |  | 9,524 |  |  | - | \$ | 137,307 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction loans |  | 3,482 |  | 6,269 |  | 9,048 |  |  |  |  | 18,799 |
| Commercial-business, real estate secured |  | 15,778 |  | 1,007 |  | 9,818 |  |  |  |  | 26,603 |
| Commercial-business, non-real estate secured |  | 5,531 |  |  |  |  |  |  | 44 |  | 5,575 |
| Total | \$ | 133,275 | \$ | 26,575 |  | 28,390 |  |  | 44 | \$ | 188,284 |

In order to assess and monitor the credit risk associated with commercial loans, the Company employs a risk rating methodology whereby each commercial loan is initially assigned a risk grade. At least annually, all risk ratings are reviewed in light of information received such as tax returns, rent rolls, cash flow statements, appraisals, and any other information which may affect the then current risk rating, which is adjusted upward or downward as needed. At the end of each quarter the risk ratings are summarized and become a component of the evaluation of the allowance for loan losses. The Company's risk rating definitions mirror those promulgated by banking regulators and are as follows:

Pass: Good quality loan characterized by satisfactory liquidity; reasonable debt capacity and coverage; acceptable management in all critical positions and normal operating results for its peer group. The Company has grades 1

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through 6 within the Pass category which reflect the increasing amount of attention paid to the individual loan because of, among other things, trends in debt service coverage, management weaknesses, or collateral values.

Special mention: A loan that has potential weaknesses that deserves management's close attention. Although the loan is currently protected, if left uncorrected, potential weaknesses may result in deterioration of the loan's repayment prospects or in the borrower's future credit position. Potential weaknesses include: weakening financial condition; an unrealistic repayment program; inadequate sources of funds; lack of adequate collateral; credit information; or documentation. There is currently the capacity to meet interest and principal payments, but further adverse business, financial, or economic conditions may impair capacity or willingness to pay interest and repay principal.

Substandard: A loan that is inadequately protected by the current sound worth and paying capacity of the obligor or of the collateral pledged. Although no loss of principal or interest is presently apparent, there is the distinct possibility that a partial loss of interest and/or principal will be sustained if the deficiencies are not corrected. There is a current identifiable vulnerability to default and the dependence upon favorable business, financial, or economic conditions to meet timely payment of interest and repayment of principal.

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Doubtful: A loan which has all the weaknesses inherent in a substandard asset with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable. The possibility of loss is extremely high, but because of certain important and reasonable specific pending factors which may work to strengthen the asset, classification as an estimated loss is deferred until a more exact status is determined. Pending factors include: proposed merger, acquisition, liquidation, capital injection, perfecting liens on additional collateral, and refinancing plans.

Loss: Loans which are considered uncollectible and have been charged off. The Company has charged-off all loans classified as loss.

Loans classified as special mention, substandard or doubtful are evaluated for potential impairment. All impaired loans are placed on non-accrual status and are classified as substandard or doubtful.

The following table presents the composition of the residential mortgage and consumer loan portfolios by credit quality indicators:

Mortgage and consumer credit exposure-credit risk profile by payment activity
June 30, 2011

|  | Performing |  | Non-performing <br> (in thousands) |  | Total |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Secured by one-to <br> four-family residences | $\$$ | 264,211 | $\$$ | 6,010 | $\$$ | 270,221 |
| Home equity and second <br> mortgage |  | 46,841 |  |  | 629 |  |
| Other | 2,116 | 313,168 | $\$$ | 6,639 | $\$$ | 319,807 |

Mortgage and consumer credit exposure-credit risk profile by payment activity
December 31, 2010

Performing | Non-performing |
| :---: |
| (in thousands) |$\quad$ Total

| Secured by one-to four- <br> family residences | $\$$ | 265,459 | $\$$ | 3,618 | $\$$ | 269,077 |
| :--- | :--- | ---: | :--- | ---: | ---: | ---: |
| Home equity and second <br> mortgage |  | 48,018 |  | 1,412 |  | 49,430 |
| Other |  | 2,404 |  | 3 | 2,407 |  |
| Total | $\$$ | 315,881 | $\$$ | 5,033 | $\$$ | 320,914 |

In order to assess and monitor the credit risk associated with one-to four-family residential loans and consumer loans which include second mortgage loans and home equity secured lines of credit, the Company relies upon the payment status of the loan. Mortgage and other consumer loans 90 days or more past due are placed on non-accrual status and evaluated for impairment on a pooled basis with the exception of loans with balances in excess of $\$ 1$ million. An individual impairment analysis is performed using a recent appraisal or current sales contract for mortgage and consumer loans with balances in excess of $\$ 1$ million and 90 days or more past due.

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The following table presents non-performing loans including impaired loans and loan balances 90 days or more past due for which the accrual of interest has been discontinued by class at:

|  | $\begin{gathered} \text { June } 30, \\ 2011 \end{gathered}$ |  | December 31, 2010 |  |
| :---: | :---: | :---: | :---: | :---: |
| Secured by one-to four-family residences | \$ | 6,010 | \$ | 3,618 |
| Secured by non-residential properties or non-owner occupied residential properties |  | 1,214 |  | 4,993 |
| Construction loans |  | 5,707 |  | 4,307 |
| Commercial-business, real estate secured |  | 4,601 |  | 4,601 |
| Commercial-business, non-real estate secured |  | 147 |  | 44 |
| Home equity and second mortgage |  | 629 |  | 1,412 |
| Other consumer |  |  |  | 3 |
| Total non-performing loans | \$ | 18,308 | \$ | 18,978 |
| Total loans past due 90 days as to interest or principal and accruing interest | \$ |  | \$ | - |

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The following table presents loans individually evaluated for impairment by class:

|  | June 30, 2011 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Recorded investment |  | Unpaid principal balance | Related allowance (in thousands) |  |  | Average recorded investment | Interest income recognized |  |
| With an allowance recorded: |  |  |  |  |  |  |  |  |  |
| Secured by one-to fourfamily residences | \$ 1,252 | \$ | 1,252 | \$ | 207 | \$ | 417 | \$ | - |
| Secured by non-residential properties or non-owner occupied residential properties | - |  | - |  | - |  | 1,455 |  | - |
| Construction loans | 5,707 |  | 5,707 |  | 2,519 |  | 5,100 |  | - |
| Commercial-business, real estate secured | 2,605 |  | 2,605 |  | 768 |  | 2,605 |  | - |
| Commercial-business, non-real estate secured | 147 |  | 147 |  | 74 |  | 64 |  | - |
| With no allowance recorded: |  |  |  |  |  |  |  |  |  |
| Secured by one-to fourfamily residences | 3,232 |  | 3,232 |  | - |  | 1,077 |  |  |
| Secured by non-residential properties or non-owner occupied residential properties | 910 |  | 910 |  | - |  | 1,894 |  | - |
| Construction loans | - |  | - |  | - |  | 280 |  | - |
| Commercial-business, real estate secured | 1,996 |  | 1,996 |  | - |  | 1,996 |  |  |
| Total \$ | \$ 15,849 | \$ | 15,849 | \$ | 3,568 | \$ | 14,888 | \$ | - |

December 31, 2010

|  | Recorded investment |  | Unpaid principal balance |  | Related allowance (in thousands) |  | Average recorded investment |  | Interest income recognized |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| With an allowance recorded: |  |  |  |  |  |  |  |  |  |  |
| Secured by non-residential properties or non-owner occupied residential properties | \$ | 1,855 | \$ | 1,855 | \$ | 218 | \$ | 925 | \$ |  |
| Construction loans |  | 3,887 |  | 3,887 |  | 1,627 |  | 3,887 |  | - |
| Commercial-business, real estate secured |  | 2,605 |  | 2,605 |  | 373 |  | 1,563 |  | - |
|  |  | 44 |  | 44 |  | 44 |  | 18 |  |  |

Commercial-business, non-real estate secured

With no allowance recorded:


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The following table presents the contractual aging of delinquent loans by class at June 30, 2011:


The following table presents the contractual aging of delinquent loans by class at December 31, 2010:

Recorded investment over 90 days and accruing Current past due due or more past due Totalloans interest (in thousands)


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| Other | 2,381 |  | 13 | 10 |  | 3 | 26 |  | 2,407 |  | - |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total | $\$ 489,017$ | $\$ 4,370$ | $\$$ | 799 | $\$$ | 15,012 | $\$$ | 20,181 | $\$$ | 509,198 | $\$$ | - |

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Activity in the allowance for loan losses for the six months ended June 30, 2011 is summarized as follows:

| Balance |  |  | Balance |
| :---: | :---: | :---: | :---: |
| January 1, |  |  |  |
| 2011 |  |  |  |$\quad$ Provision | Charge- |
| :---: | :---: | :---: |
| offs |
| (in thousands) |$\quad$ Recoveries | June 30, |
| :---: |


| Secured by one-to fourfamily residences | \$ | 1,839 | \$ | (22) | \$ | (124) | S | - | \$ | 1,693 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Secured by non-residential properties or non-owner occupied residential properties |  | 2,124 |  | 1,246 |  | $(1,186)$ |  | - |  | 2,184 |
| Construction loans |  | 2,479 |  | 410 |  | - |  | 1 |  | 2,890 |
| Commercial-business, real estate secured |  | 974 |  | 197 |  | - |  | - |  | 1,171 |
| Commercial-business, non-real estate secured |  | 77 |  | 177 |  | (44) |  | 6 |  | 216 |
| Home equity and second mortgage |  | 607 |  | 96 |  | (221) |  |  |  | 482 |
| Other consumer |  | 16 |  | 8 |  | (7) |  | 5 |  | 22 |
| Unallocated |  | 212 |  | 238 |  | - |  | - |  | 450 |
| Total | \$ | 8,328 | \$ | 2,350 | \$ | (1,582) | \$ | 12 | \$ | 9,108 |

Despite the above allocation, the allowance for credit losses is general in nature and is available to absorb losses from any portfolio segment. Changes in the allowance for credit losses for the six months ended June 30, 2010 were as follows:

|  | 2010 <br> (in thousands) |  |
| :--- | ---: | :---: |
| Balance at January 1, | $\$$ |  |
| Provision charged to income | 1,215 |  |
| Charge-offs: |  |  |
| Commercial-business, non-real estate secured | $(16)$ |  |
| Home equity and second mortgage | $(14)$ |  |
| Recoveries: |  |  |
| Other consumer | $\$$ |  |
| Balance at June 30, | 3 |  |
|  |  |  |

## Table of Contents

The following tables present the ending balance of the allowance for loan losses and ending loan balance by portfolio by class based on impairment method as of June 30, 2011:

Evaluated for impairment

| Allowance | Individually |  | Collectively (in thousands) |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Secured by one-to-four family residences | \$ | 207 | \$ | 1,486 | \$ | 1,693 |
| Secured by non-residential properties or non-owner occupied residential properties |  | - |  | 2,183 |  | 2,183 |
| Construction loans |  | 2,519 |  | 371 |  | 2,890 |
| Commercial-business, real estate secured |  | 768 |  | 403 |  | 1,171 |
| Commercial-business, non-real estate secured |  | 74 |  | 143 |  | 217 |
| Home equity and second mortgage |  | - |  | 482 |  | 482 |
| Other consumer |  | - |  | 22 |  | 22 |
| Unallocated |  | - |  | 450 |  | 450 |
| Total | \$ | 3,568 | \$ | 5,540 | \$ | 9,108 |

Evaluated for impairment

| Loan balance | Individually |  | Collectively (in thousands) |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Secured by one-to-four family residences | \$ | 4,484 | \$ | 265,737 | \$ | 270,221 |
| Secured by non-residential properties or non-owner occupied residential properties |  | 910 |  | 145,008 |  | 145,918 |
| Construction loans |  | 5,707 |  | 12,117 |  | 17,824 |
| Commercial-business, real estate secured |  | 4,601 |  | 14,347 |  | 18,948 |
| Commercial-business, non-real estate secured |  | 147 |  | 4,854 |  | 5,001 |
| Home equity and second mortgage |  | - |  | 47,470 |  | 47,470 |
| Other consumer |  | - |  | 2,116 |  | 2,116 |
| Total | \$ | 15,849 | \$ | 491,649 | \$ | 507,498 |

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The following tables present the ending balance of the allowance for loan losses and ending loan balance by portfolio by class based on impairment method as of December 31, 2010:


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## NOTE 8- FAIR VALUE MEASUREMENTS

The following table presents information about the Company's assets and liabilities measured at fair value on a recurring basis as of June 30, 2011 and December31, 2010. Fair value is an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. A fair value measurement hierarchy has been established for inputs in valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The fair value hierarchy levels are summarized below:
Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities.
Level 2 inputs are inputs that are observable for the asset or liability, either directly or indirectly.
-Level 3 inputs are unobservable and contain assumptions of the party assessing the fair value of the asset or liability.
Determination of the appropriate level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement for the instrument or security. Assets measured at fair value on a recurring basis segregated by fair value hierarchy level are summarized below:

At June 30, 2011
Quoted
Prices in
Active

| Markets | Significant |  |  |
| :---: | :---: | :---: | :---: |
| for | Other | Significant |  |
| Identical | Observable | Unobservable | Balance as of |
| Assets | Inputs | Inputs | June 30, |
| (Level 1) | (Level 2) | (Level 3) | 2011 |

(in thousands)
Assets

| Investment securities available for sale |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Government and federal agencies | \$ | - | \$ | 9,021 | \$ | - | \$ | 9,021 |
| State and political subdivisions |  | - |  | 51,046 |  | - |  | 51,046 |
| Residential mortgage-backed securities issued by quasi-governmental agencies |  | - |  | 54,358 |  | - |  | 54,358 |
| Residential real estate mortgage - backed securities privately issued |  | - |  | 10,353 |  | - |  | 10,353 |
| Total investment securities available for sale | \$ | - | \$ | 124,778 | \$ | - | \$ | 124,778 |

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At December 31, 2010

| Quoted <br> Prices in <br> Active |  |  |  |
| :---: | :---: | :---: | :---: |
| Markets | Significant |  |  |
| for | Other | Significant | Balance as of |
| Identical | Observable | Unobservable | December |
| Assets | Inputs | Inputs | 31, |
| (Level 1) | (Level 2) | (Level 3) | 2010 |

(in thousands)

| Assets |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment securities available for sale |  |  |  |  |  |  |  |  |
| U.S. Government and federal agencies | \$ | - | \$ | 6,059 |  |  | \$ | 6,059 |
| Corporate debt securities |  | - |  | 3,563 |  | - |  | 3,563 |
| State and political subdivisions |  | - |  | 48,208 |  | - |  | 48,208 |
| Residential mortgage-backed securities issued by quasi-governmental agencies |  | - |  | 52,886 |  | - |  | 52,886 |
| Residential real estate mortgage - backed securities privately issued |  | - |  | 13,605 |  | - |  | 13,605 |
| Total investment securities available for sale | \$ | - | \$ | 124,321 |  | - | \$ | 124,321 |
| Forward loan sales | \$ | - | \$ |  |  | 3 | \$ | 3 |

Investment securities available for sale and mortgage-backed securities available for sale are valued primarily by a third party pricing agent. U.S. Government and federal agency and corporate debt securities are primarily priced through a multi-dimensional relational model, a Level 2 hierarchy, which incorporates dealer quotes and other market information including, defined sector breakdown, benchmark yields, base spread, yield to maturity, and corporate actions. State and political subdivision securities are also valued within the Level 2 hierarchy using inputs with a series of matrices that reflect benchmark yields, ratings updates, and spread adjustments. Mortgage-backed securities include FHLMC, GNMA, and FNMA certificates and privately issued real estate mortgage investment conduits which are valued under a Level 2 hierarchy using a matrix correlation to benchmark yields, spread analysis, and prepayment speeds.

The fair value of forward loan sales is determined at the time the underlying loan is identified as held for sale with changes in fair value correlated to the change in secondary market loan pricing. The value is adjusted to reflect the Company's historical loan "fallout" experience which incorporates such factors as changes in market rates, origination channels and loan purpose.

The following table presents additional information about assets measured at fair value on a recurring basis for which the Company has utilized Level 3 inputs to determine fair value:

|  | Forward <br> loan sales <br> (in thousands) |  |
| :--- | :---: | :---: |
| Beginning balance, January 1, 2011 | $\$$ |  |
| Total losses— realized/unrealized: |  |  |
| Included in earnings |  |  |
| Included in other comprehensive income | (3) |  |
| Purchases, issuances, and settlements | - |  |

Ending balance, June 30, 2011 \$

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Assets measured at fair value on a nonrecurring basis segregated by fair value hierarchy level are summarized below:

At June 30, 2011
Quoted
Prices in
Active
Markets for
Identical
Assets
(Level 1)

| Significant |  |
| :---: | :---: |
| Other | Significant |
| Observable | Unobservable |
| Inputs | Inputs |
| (Level 2) | (Level 3) |

Balance as of
(in thousands)

| Assets |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | ---: | ---: | ---: |
| Impaired loans | $\$$ | - | $\$$ | - | $\$$ | 12,281 | $\$$ |
| Real estate acquired through foreclosure | - | - | 9,281 |  |  |  |  |
| Mortgage servicing rights | - | 873 |  | 9,245 | 9,245 |  |  |

At December 31, 2010

| Quoted <br> Prices in |  |  |  |
| :---: | :---: | :---: | :---: |
| Active |  |  |  |
| Markets | Significant |  |  |
| for | Other | Significant |  |
| Identical | Observable | Unobservable | Balance as of |
| Assets | Inputs | Inputs | December 31, |
| (Level 1) | (Level 2) | (Level 3) | 2010 |
|  |  | (in thousands) |  |


| Assets |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | ---: | ---: | ---: |
| Impaired loans | - | $\$$ | - | $\$$ | 11,375 | $\$$ | 11,375 |
| Real estate acquired through foreclosure | - | - | 7,482 |  | 7,482 |  |  |
| Mortgage servicing rights | - | 878 |  | - | 878 |  |  |

Impaired loans are evaluated and valued at the time the loan is identified as impaired, at the lower of the recorded investment in the loan or fair value. Real estate acquired through foreclosure is initially valued at the lower of the recorded investment in the loan or fair value at foreclosure less costs to sell and subsequently adjusted for further decreases in market value, if necessary. Fair value is determined by using the value of the collateral securing the loans and is therefore classified as a Level 3 hierarchy. The value of the real estate securing impaired loans and real estate acquired through foreclosure is based on appraisals prepared by qualified independent licensed appraisers contracted by the Company to perform the assessment.

The Company initially recognizes and measures servicing assets based on the fair value of the servicing right at the time the loan is sold. The Company uses the amortized cost method for subsequent measurement of its servicing assets and evaluates the recorded value for impairment quarterly. The Company retains a qualified valuation service to calculate the amortized cost and to determine the fair value of the mortgage servicing rights. The valuation service utilizes discounted cash flow analyses adjusted for prepayment speeds, market discount rates and conditions existing in the secondary servicing market. Hence, the fair value of mortgage servicing rights is deemed a Level 2 hierarchy. The amortized cost basis of the Company's mortgage servicing rights was $\$ 931,000$ and $\$ 997,000$ at June 30, 2011 and December 31, 2010, respectively. The fair value of the mortgage servicing rights was $\$ 873,000$ and $\$ 878,000$ at June 30, 2011 and December 31, 2010, respectively and was included in other assets in the consolidated balance sheets.

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## NOTE 9- FAIR VALUE OF FINANCIAL INSTRUMENTS

For the Bank, as for most financial institutions, the majority of its assets and liabilities are considered financial instruments. However, many such instruments lack an available trading market as characterized by a willing buyer and willing seller engaging in an exchange transaction. Also, it is the Company's general practice and intent to hold its financial instruments to maturity or available for sale and to not engage in trading or significant sales activities. For fair value disclosure purposes, the Company substantially utilized the fair value measurement criteria as explained in Note 8- Fair Value Measurements. Additionally, the Company used significant estimations and present value calculations to prepare this disclosure.

Changes in the assumptions or methodologies used to estimate fair values may materially affect the estimated amounts. In addition, there may not be reasonable comparability between institutions due to the wide range of permitted assumptions and methodologies in the absence of active markets. This lack of uniformity gives rise to a high degree of subjectivity in estimating financial instrument fair values.

Fair values have been estimated using data which management considered the best available, as generally provided by estimation methodologies deemed suitable for the pertinent category of financial instrument. The estimation methodologies, resulting fair values and recorded carrying amounts are as follows:

The fair value of cash and cash equivalents equals historical book value. The fair value of investment securities is described and presented under fair value measurement guidelines as amended.

|  | June 30, 2011 |  |  |  | December 31, 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair value |  | Carrying value |  | Fair value |  | Carrying value |  |
|  |  |  | (in thousands) |  |  |  |  |  |
| Cash and cash equivalents | \$ | 8,786 | \$ | 8,786 | \$ | 7,437 | \$ | 7,437 |
| Investment securities |  | 127,937 |  | 27,587 |  | 127,831 |  | 27,490 |

The fair value of the loans receivable, net has been estimated using the present value of cash flows, discounted at the approximate current market rates, and giving consideration to estimated prepayment risk but not adjusted for credit risk. Loans receivable, net also include loans receivable held for sale.

June 30, 2011
December 31, 2010

|  | Fair <br> value | Carrying <br> value | Fair <br> (in thousands) | value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |

The fair value of deposits and borrowings with stated maturities has been estimated using the present value of cash flows, discounted at rates approximating current market rates for similar liabilities. Fair value of deposits and borrowings with floating interest rates is generally presumed to approximate the recorded carrying amounts.

June 30, 2011
 (in thousands)

Liabilities
$\begin{array}{lllllllll}\text { Deposits with stated maturities } & \$ & 196,605 & \$ & 194,380 & \$ & 206,791 & \$ & 204,159\end{array}$

Borrowings with stated maturities
56,755
55,345
63,811
61,987
The fair value of deposits and borrowings with no stated maturities is generally presumed to approximate the carrying amount (the amount payable on demand). The fair value of deposits and borrowings with floating interest rates is generally presumed to approximate the recorded carrying amount.

|  | June 30, 2011 |  |  |  | December 31, 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fair value |  | Carrying value |  | Fair <br> value |  | Carrying value |
|  | (in thousands) |  |  |  |  |  |  |  |
| Deposits with no stated maturities | \$ | 357,724 | \$ | 357,724 | \$ | 345,976 | \$ | 345,976 |

The Bank's remaining assets and liabilities are not considered financial instruments. No disclosure of the relationship value of the Bank's deposits is required.

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## NOTE 10- SHARE-BASED COMPENSATION

The Company has stock benefit plans that allow the Company to grant options and restricted stock to employees and directors. The awards, which have a term of up to 10 years when issued, vest over a three to five year period. The exercise price of each award equals the market price of the Company's stock on the date of the grant. At June 30, 2011, there was $\$ 63,000$ of total unrecognized compensation cost, net of estimated forfeitures, related to non-vested awards under the Company stock option plan. That cost is expected to be recognized over a weighted average period of 15.0 months. Option activity under the Company's stock option plan as of June 30, 2011 was as follows:

|  | 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of shares | Weighted average exercise price per share |  |  | Weighted average remaining contractual term (in years) | Aggregate intrinsic value (\$000) |  |
| Outstanding at January 1, 2011 | 126,257 | \$ |  | 24.04 |  |  |  |
| Options granted | - |  |  |  | - |  |  |
| Options exercised | - |  |  |  | - |  |  |
| Options forfeited | - |  |  |  | - |  |  |
| Options expired | - |  |  |  | - |  |  |
| Outstanding at June 30, 2011 | 126,257 | \$ |  | 24.04 | 2.80 | \$ | 101 |
| Options exercisable at June 30, 2011 | 98,149 | \$ |  | 25.19 | 2.80 | \$ | 54 |

The aggregate intrinsic value in the table above represents the total pre-tax intrinsic value (the difference between the Company's closing stock price on the last trading day of the second quarter and the exercise price, multiplied by the number of in-the-money options).

The aggregate intrinsic value and cash receipts of options exercised are as follows:

|  | $\begin{array}{c}\text { June 30, } \\ \\ \\ \text { Options Exercised }\end{array}$ |  | 2011 |
| :--- | :---: | :---: | :---: |
| (in thousands) |  |  |  |$)$

The following tables provide information regarding the Company's share-based compensation expense for the three months ended:

|  | 2011 |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  |  | June 30, <br> (in thousands) |  |  |
| Share-based compensation expense |  |  |  |  |
| Stock grant expense | $\$$ | 3 | $\$$ | 4 |


| Stock option expense |  | 8 | 13 |  |
| :--- | ---: | ---: | ---: | ---: |
| Employee Stock Ownership Plan ("ESOP") expense | 56 | 49 |  |  |
| Total share-based compensation expense | $\$$ | 67 | $\$$ | 66 |

The Bank reports ESOP expense in an amount equal to the fair value of shares released from the ESOP to employees less dividends received on the allocated shares in the plan used for debt service. Dividends on allocated shares used to reduce ESOP expense totaled $\$ 9,000$ and $\$ 11,000$ for the three months ended June 30, 2011 and 2010, respectively.

Share-based compensation expense related to stock options resulted in a tax benefit of $\$ 3,000$ and $\$ 5,000$ for the three months ended June 30, 2011 and 2010, respectively.

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The following tables provide information regarding the Company's share-based compensation expense for the six months ended:

\left.|  | June 30, |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | 2011 | 2010 |  |
| (in thousands) |  |  |  |  |$\right)$

The Bank reports ESOP expense in an amount equal to the fair value of shares released from the ESOP to employees less dividends received on the allocated shares in the plan used for debt service. Dividends on allocated shares used to reduce ESOP expense totaled $\$ 18,000$ and $\$ 22,000$ for the six months ended June 30, 2011 and 2010, respectively.

Share-based compensation expense related to stock options resulted in a tax benefit of $\$ 5,000$ and $\$ 9,000$ for the six months ended June 30, 2011 and 2010, respectively.

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## NOTE 11- EMPLOYEE BENEFIT PLANS

Net periodic defined benefit pension cost included the following (in thousands):

|  | Three months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2010 |
|  |  | (in thousands) |  |  |
| Components of net periodic benefit cost |  |  |  |  |
| Service cost | \$ | 141 | \$ | 133 |
| Interest cost |  | 82 |  | 74 |
| Expected return on plan assets |  | (155) |  | (136) |
| Recognized net actuarial loss |  | 29 |  | 42 |
|  |  |  |  |  |
| Net periodic benefit cost | \$ | 97 | \$ | 113 |
|  |  | Six m | nde |  |
|  |  |  |  |  |
|  |  | (in t |  |  |
| Components of net periodic benefit cost |  |  |  |  |
| Service cost | \$ | 283 | \$ | 276 |
| Interest cost |  | 164 |  | 148 |
| Expected return on plan assets |  | (310) |  | (272) |
| Amortization of prior service cost |  | 1 |  | 1 |
| Recognized net actuarial loss |  | 57 |  | 74 |
|  |  |  |  |  |
| Net periodic benefit cost | \$ | 195 | \$ | 227 |

There was no employer contribution for the six months ended June 30, 2011 and 2010.

## NOTE 12 - ACCOUNTING STANDARDS UPDATE

In April 2011, the Financial Accounting Standards Board ("FASB") issued an amendment to provide additional guidance or clarification to help creditors in determining whether a creditor has granted a concession and whether a debtor is experiencing financial difficulties for purposes of determining whether a restructuring constitutes a troubled debt restructuring. The amendments are effective for the first interim or annual reporting period beginning on or after June 15,2011 , and should be applied retrospectively to the beginning annual period of adoption. As a result of applying these amendments, an entity may identify receivables that are newly considered impaired. For purposes of measuring impairment of those receivables, an entity should apply the amendments prospectively for the first interim or annual period beginning on or after June 15, 2011. The Company is currently evaluating the impact the adoption of the standard will have on the Company's financial position or results of operations.

In April 2011, the FASB issued an accounting update to improve the accounting for repurchase agreements (repos) and other agreements that both entitle and obligate a transferor to repurchase or redeem financial assets before their maturity. The amendments remove from the assessment of effective control (1) the criterion requiring the transferor to have the ability to repurchase or redeem the financial assets on substantially the agreed terms, even in the event of default by the transferee, and (2) the collateral maintenance implementation guidance related to that criterion. The
amendments apply to all entities, both public and nonpublic. The amendments affect all entities that enter into agreements to transfer financial assets that both entitle and obligate the transferor to repurchase or redeem the financial assets before their maturity. The guidance is effective for the first interim or annual period beginning on or after December 15, 2011 and should be applied prospectively to transactions or modifications of existing transactions that occur on or after the effective date. Early adoption is not permitted. This amendment is not expected to have a significant impact on the Company's financial statements or results of operations.

In May 2011, the FASB issued, "Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and International Financial Reporting Standards ("IFRSs"). The amendments result in common fair value measurement and disclosure requirements in U.S. GAAP and IFRSs. Consequently, the amendments change the wording used to describe many of the requirements in U.S. GAAP for measuring fair value and for disclosing information about fair value measurements. The amendments are to be applied prospectively. For public entities, the amendments are effective during interim and annual periods beginning after December 15, 2011. Early application by public entities is not permitted. This amendment is not expected to have a significant impact on the Company's financial statements or results of operations.

In June 2011, the FASB issued, "Presentation of Comprehensive Income". The amendments improve the comparability, clarity, consistency, and transparency of financial reporting and increase the prominence of items reported in other comprehensive income. To increase the prominence of items reported in other comprehensive income and to facilitate convergence of U.S. GAAP and IFRS, the option to present components of other comprehensive income as part of the statement of changes in stockholders' equity was eliminated. The amendments require that all non-owner changes in stockholders' equity be presented either in a single continuous statement of comprehensive income or in two separate but consecutive statements. In the two-statement approach, the first statement should present total net income and its components followed consecutively by a second statement that should present total other comprehensive income, the components of other comprehensive income, and the total of comprehensive income. All entities that report items of comprehensive income, in any period presented, will be affected by the changes. For public entities, the amendments are effective for fiscal years, and interim periods within those years, beginning after December 15, 2011. The amendments should be applied retrospectively, and early adoption is permitted. This amendment is not expected to have a significant impact on the Company's financial statements or results of operations.

## TF FINANCIAL CORPORATION AND SUBSIDIARIES

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL POSITION AND RESULTS OF OPERATIONS

## GENERAL

The Company may from time to time make written or oral "forward-looking statements", including statements contained in the Company's filings with the Securities and Exchange Commission (including this Quarterly Report on Form $10-\mathrm{Q}$ and the exhibits thereto), in its reports to stockholders and in other communications by the Company, which are made in good faith by the Company pursuant to the "Safe Harbor" Provisions of the Private Securities Litigation Reform Act of 1995.

These forward-looking statements involve risks and uncertainties, such as statements of the Company's plans, objectives, expectations, estimates and intentions that are subject to change based on various important factors (some of which are beyond the Company's control). The following factors, among others, could cause the Company's financial performance to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements: the strength of the United States economy in general and the strength of the local economies in which the Company conducts operations; the effects of, and changes in, trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve System, inflation, interest rate, market and monetary fluctuations; the timely development of and acceptance of new products and services of the Company and the perceived overall value of these products and services by users, including the features, pricing and quality compared to competitors' products and services; the willingness of users to substitute competitors' products and services for the Company's products and services; the success of the Company in gaining regulatory approval of its products and services, when required; the impact of changes in financial services' laws and regulations (including laws concerning taxes, banking, securities and insurance); technological changes, acquisitions; changes in consumer spending and saving habits; and the success of the Company at managing the risks involved in the foregoing.

The Company cautions that the foregoing list of important factors is not exclusive. The Company does not undertake to update any forward-looking statement, whether written or oral, that may be made from time to time by or on behalf of the Company.

## Financial Position

The Company's total assets at June 30, 2011 and December 31, 2010 were $\$ 691.6$ million and $\$ 691.8$ million, respectively, representing a decrease of $\$ 200,000$ during the six-month period. Loans receivable, net decreased by $\$ 2.3$ million during the first six months of 2011. Principal repayments of loans receivable totaled $\$ 47.6$ million which were offset by originations of consumer and single-family residential mortgage loans totaling $\$ 24.4$ million and of commercial loans totaling $\$ 25.7$ million. The Company increased the allowance for loan losses by $\$ 2.4$ million and transferred $\$ 2.4$ million from loans to real estate acquired through foreclosure. Loans receivable held for sale decreased $\$ 130,000$ as proceeds of $\$ 8.6$ million from the sale of loans in the secondary market were offset by loans originated for sale of $\$ 8.4$ million. Investment securities increased by $\$ 97,000$ due to security purchases of $\$ 18.7$ million and increases in the fair value of available for sale securities of $\$ 1.2$ million that were offset by principal repayments received of $\$ 14.7$ million and security sales of $\$ 5.1$ million. As a result of the Company's cash-related activities, cash and cash equivalents decreased by $\$ 1.3$ million during the first six months of 2011 . The increase in other assets was caused by an increase of $\$ 1.8$ million in real estate acquired through foreclosure, which at June 30,

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2011 totaled $\$ 9.2$ million and was comprised of one parcel of unimproved raw land and approximately 40 residential properties, 35 of which were acquired as a result of a foreclosure action against a single borrower.

Total liabilities decreased by $\$ 2.1$ million during the first six months of 2011. Advances from the Federal Home Loan Bank decreased by $\$ 6.6$ million, the result of scheduled amortization and maturities of $\$ 13.2$ million offset by the proceeds of long term advances of $\$ 6.6$ million. Deposit balances increased $\$ 2.0$ million during the period with checking, money market and savings accounts increasing by $\$ 11.8$ million while retail certificates of deposit decreased $\$ 9.8$ million.

Total consolidated stockholders' equity of the Company was $\$ 75.4$ million or $10.9 \%$ of total assets at June 30, 2011. At June 30, 2011, there were approximately 102,000 shares available for repurchase under the previously announced share repurchase plan.

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Asset Quality
Non-performing loans include impaired loans and loan balances 90 days or more past due for which the accrual of interest has been discontinued. The following table sets forth information regarding the Company's non performing assets:

| Non-Performing Assets | June 30,$2011$ |  | $\begin{gathered} \text { December 31, } \\ 2010 \end{gathered}$ |  | $\begin{aligned} & \text { June 30, } \\ & 2010 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mortgage secured by: |  |  |  |  |  |  |
| One-to four- family residences | \$ | 6,010 | \$ | 3,618 | \$ | 1,331 |
| Non-residential properties or non-owner occupied residential properties |  | 1,214 |  | 4,993 |  | 4,122 |
| Construction loans |  | 5,707 |  | 4,307 |  | 4,241 |
| Commercial-business, real estate secured |  | 4,601 |  | 4,601 |  | 5,867 |
| Commercial-business, non-real estate secured |  | 147 |  | 44 |  | 112 |
| Home equity and second mortgage |  | 629 |  | 1,412 |  | 151 |
| Other consumer |  | - |  | 3 |  | 4 |
| Total non-performing loans |  | 18,308 |  | 18,978 |  | 15,828 |
| Real estate owned |  | 9,245 |  | 7,482 |  | 1,448 |
| Total non-performing assets | \$ | 27,553 | \$ | 26,460 | \$1 |  |
| Total loans 90 days or more past due as to interest or principal and accruing interest | \$ | - | \$ | - | \$ | - |
| Ratio of non-performing loans to gross loans |  | 3.60\% |  | 3.72\% |  | 3.00\% |
| Ratio of non-performing loans to total assets |  | 2.65\% |  | 2.74\% |  | 2.20\% |
| Ratio of total non-performing assets to total assets |  | 3.98\% |  | 3.83\% |  | $2.40$ |

Loans secured by one-to four-family residential properties include two loans with a combined balance of $\$ 2.9$ million to a single borrower secured by two residential properties. The borrower has listed both properties for sale and will apply the proceeds toward the outstanding loan balance. Recent appraisals of both properties indicate a fair value in excess of the recorded investment in the loans. The Bank has initiated foreclosure proceedings on both properties. In addition, this category also includes a loan with a balance of $\$ 1.3$ million for which the Bank has allocated $\$ 207,000$ of the allowance for loan losses to this loan, equal to the difference between the loan balance and the fair value less estimated selling costs

Construction loans include a loan with a balance of $\$ 2.4$ million, secured by a largely completed commercial office building, and the personal guarantee of the borrowers. The Bank has allocated $\$ 1.2$ million of the allowance for loan losses to this loan, equal to the difference between the loan balance plus other acquisition costs and the fair value based upon a recent appraisal less estimated costs to sell. The Bank has initiated foreclosure proceedings.

Also included in construction loans is a loan with a balance of $\$ 1.5$ million secured by two contiguous parcels of commercial real estate and a lien on the guarantor's personal residence. The Bank has allocated to this loan $\$ 847,000$ of the allowance for loan losses, equal to the difference between the loan balance plus other acquisition costs and the fair value based upon a recent appraisal less estimated costs to sell. The Bank has initiated foreclosure proceedings and the borrower has filed for bankruptcy protection under Chapter 11 of the U.S. Bankruptcy Code.

Construction loans also include a loan with a balance of $\$ 1.8$ million secured by five contiguous lots approved for construction of commercial and residential buildings. The Bank allocated $\$ 0.5$ million of the allowance for loan losses
equal to the difference between the loan balance and a recent appraisal. The borrower is attempting to sell the properties and apply the proceeds towards the outstanding loan balance.

Commercial-business loans secured by real estate include a loan with a balance of $\$ 2.6$ million secured by a parcel of vacant land approved for townhome development. The Bank has allocated $\$ 768,000$ of the allowance for loan losses to the loan, equal to the difference between the loan balance plus other acquisition costs and the fair value based upon a recent appraisal less estimated costs to sell. The Bank has initiated foreclosure proceedings.

Commercial-business, real estate secured loans also include two loans, with a combined balance of $\$ 2.0$ million secured by a parcel of land. The borrower is attempting to sell the property and intends to apply the sale proceeds to the outstanding loan balance. A recent appraisal of the property indicates that the appraised value less selling cost is in excess of the loan balances.

With respect to each of the remaining non-performing loans, the Bank is taking appropriate steps to resolve the individual situations.

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Foreclosed property at June 30, 2011 included 43 properties of real estate with a combined carrying value of $\$ 9.2$ million. During the second quarter of 2011, the Bank completed foreclosure proceedings on 4 loans that were secured by 35 residential rental properties located in the greater Philadelphia area. Subsequent to foreclosure the Bank was able to gain access to the properties to ascertain physical inspection and appraisals of the properties. The recording of the fair value of these properties resulted in a charge to the allowance for loan loss provision of $\$ 1.0$ million. Also during 2011, the Bank foreclosed on a home equity loan secured by a single family dwelling valued at $\$ 0.8$ million which resulted in a charge to the allowance of $\$ 0.2$ million. In addition, the Bank sold two single family dwellings acquired through foreclosure with a recorded value of $\$ 0.6$ million which approximated the carrying value of the assets. All foreclosed properties are listed or are in the process of being listed with real estate agents for sale in a timely manner. Foreclosed real estate is included in other assets in the consolidated balance sheet.

Allowance for Loan Losses
The Bank provides valuation allowances for estimated losses from uncollectible loans. The allowance is increased by provisions charged to expense and reduced by net charge-offs. On a quarterly basis, the Company prepares an allowance for loan losses (ALLL) analysis. In the analysis, the loan portfolio is segmented into groups of homogeneous loans that share similar risk characteristics: non-residential or non-owner occupied residential real estate, commercial construction, commercial business, single family residential, and consumer which is predominately real estate secured junior liens and home equity lines of credit. Each segment is assigned reserve factors based on quantitative and qualitative measurements. In addition, the Bank reviews its internally classified loans, its loans classified for regulatory purposes, delinquent loans, and other relevant information in order to isolate loans for further scrutiny as potentially impaired loans.

Quantitative factors include an actual expected loss factor based on historical loss experience over a relevant look-back period. Quantitative factors also include the Bank's actual risk ratings for the commercial loan segments as determined in accordance with loan review and loan grading policies and procedures, and additional factors as determined by management to be representative of additional risk due to the loan's geographic location, type, and other attributes. These quantitative factors are adjusted if necessary, up or down, based on actual experience and an evaluation of the qualitative factors.

Qualitative factors are based upon: (1) changes in lending policies and procedures, including but not limited to changes in underwriting standards and collection, charge-off, and recovery practices not considered elsewhere in estimating credit losses; (2) changes in international, national, regional, and local economic and business conditions and developments that affect the collectability of the portfolio, including the condition of various market segments; (3) changes in the nature and volume of the portfolio and in the terms of loans; (4) changes in the experience, ability, and depth of lending management and other relevant staff; (5) changes in the volume and severity of past due loans, the volume of nonaccrual loans, and the volume and severity of adversely classified or graded loans; (6) changes in the quality of the loan review system; (7) changes in the value of underlying collateral for collateral dependent loans; (8) the existence and effect of any concentration of credit, and changes in the level of such concentrations; and (9) the effect of other external factors such as competition and legal and regulatory requirements on the level of estimated credit losses in the existing loan portfolio.

Potentially impaired loans selected for individual evaluation are reviewed in accordance with US GAAP which governs the accounting for impaired assets, and consideration of regulatory guidance regarding treatment of troubled, collateral dependent loans. Each potentially impaired loan is evaluated using all available information such as recent appraisals, whether the loan is currently on accrual or non-accrual status, discounted cash flow analyses, guarantor financial strength, the value of additional collateral, and the loan's and borrower's past performance to determine whether in management's best judgment it is probable that the Bank will be unable to collect all contractual interest and principal in accordance with the loan's terms. Loans deemed impaired are generally assigned a reserve derived

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from the value of the underlying collateral. Loans deemed not to be impaired are assigned a reserve factor based upon the segment from which they were selected.

The ALLL needed as a result of the foregoing evaluations is compared with the unadjusted amount, and an adjustment is made by means of a provision charged to expense for loan losses. Recognizing the inherently imprecise nature of the loss estimates and the large number of assumptions needed in order to perform the analysis, the required reserve may be less than the actual level of reserves at the end of any evaluation period, and thus there may be an unallocated portion of the ALLL. Management adjusts the unallocated portion to an amount which management considers reasonable under the circumstances.

## Table of Contents <br> RESULTS OF OPERATIONS FOR THE THREE MONTHS ENDED JUNE 30, 2011 AND 2010

Net Income. The Company recorded net income of $\$ 699,000$, or $\$ 0.26$ per diluted share, for the three months ended June 30,2011 as compared to net income of $\$ 967,000$, or $\$ 0.36$ per diluted share, for the three months ended June 30 , 2010.

## Average Balance Sheet

The following table sets forth information (dollars in thousands) relating to the Company's average balance sheet and reflects the average yield on assets and average cost of liabilities for the periods indicated. Yield and cost are computed by dividing income or expense by the average daily balance of interest-earning assets or interest-bearing liabilities, respectively, for the three-month periods indicated.

Three Months Ended June 30,

|  | Three Months Ended June 30, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance |  | 2011 |  | Average yld/cost | Average balance |  | 2010 |  | Average yld/cost |
|  |  |  |  | terest |  |  |  |  | nterest |  |
| ASSETS |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Loans receivable(1) | \$ | 499,024 | \$ | 6,695 | 5.38\% | \$ | 522,289 | \$ | 7,150 | 5.49\% |
| Mortgage-backed securities |  | 63,940 |  | 671 | 4.21\% |  | 80,735 |  | 929 | 4.62\% |
| Investment securities(2) |  | 68,439 |  | 731 | 4.28\% |  | 58,446 |  | 582 | 3.99\% |
| Other interest-earning assets(3) |  | 4,420 |  | 1 | 0.09\% |  | 13,451 |  | 1 | 0.03\% |
| Total interest-earning assets |  | 635,823 |  | 8,098 | 5.11\% |  | 674,921 |  | 8,662 | 5.15\% |
| Non interest-earning assets |  | 50,346 |  |  |  |  | 42,210 |  |  |  |
| Total assets | \$ | 686,169 |  |  |  | \$ | 717,131 |  |  |  |
| LIABILITIES AND |  |  |  |  |  |  |  |  |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 546,215 |  | 1,438 | 1.06\% | \$ | 557,128 |  | 1,841 | 1.33\% |
| Borrowings from the FHLB |  | 57,972 |  | 505 | 3.49\% |  | 78,469 |  | 793 | 4.05\% |
| Total interest-bearing liabilities |  | 604,187 |  | 1,943 | 1.29\% |  | 635,597 |  | 2,634 | 1.66\% |
| Non interest-bearing liabilities |  | 7,039 |  |  |  |  | 8,373 |  |  |  |
| Total liabilities |  | 611,226 |  |  |  |  | 643,970 |  |  |  |
| Stockholders' equity |  | 74,943 |  |  |  |  | 73,161 |  |  |  |
| Total liabilities and <br> stockholders' <br> equity <br> \$ 686,169 <br> \$ 717,131 |  |  |  |  |  |  |  |  |  |  |
| Net interest income-tax equivalent basis |  |  |  | 6,155 |  |  |  |  | 6,028 |  |
| Interest rate spread(4)-tax equivalent basis |  |  |  |  | 3.82\% |  |  |  |  | 3.49\% |
| Net yield on interest-earning assets(5) |  |  |  |  |  |  |  |  |  |  |
| -tax equivalent basis |  |  |  |  | 3.88\% |  |  |  |  | 3.58\% |
| Ratio of average interest-earning assets to average interest-bearing |  |  |  |  |  |  |  |  |  |  |
| liabilities |  |  |  |  | 105.24\% |  |  |  |  | 106.19\% |
| Less: tax—equivalent interest |  |  |  | (166) |  |  |  |  | (140) |  |


| adjustment |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 5,989 |  | \$ | 5,888 |  |
| Interest rate spread(4) |  |  | 3.71\% |  |  | 3.40\% |
| Net yield on interest-earning assets(5) |  |  | 3.78\% |  |  | 3.50\% |

(1) Nonaccrual loans have been included in the appropriate average loan balance category, but interest on nonaccrual loans has not been included for purposes of determining interest income.
(2) Tax equivalent adjustments to interest on investment securities were $\$ 166,000$ and $\$ 140,000$ for the quarter ended June 30, 2011 and 2010, respectively. Tax equivalent interest income is based upon a marginal effective tax rate of $34 \%$.
(3) Includes interest-bearing deposits in other banks.
(4)Interest rate spread represents the difference between the average yield on interest-earning assets and the average cost of interest-bearing liabilities.
Net yield on interest-earning assets represents net interest income as a percentage of average
(5) interest-earning assets.

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## Rate/Volume Analysis

The following table presents, for the periods indicated, the change in interest income and interest expense (in thousands) attributed to (i) changes in volume (changes in the weighted average balance of the total interest earning asset and interest bearing liability portfolios multiplied by the prior year rate), and (ii) changes in rate (changes in rate multiplied by prior year volume). Changes attributable to the combined impact of volume and rate have been allocated proportionately based on the absolute value of changes due to volume and changes due to rate.

(1) Tax equivalent adjustments to interest on investment securities were $\$ 166,000$ and $\$ 140,000$ for the quarters ended June 30, 2011 and 2010, respectively. Tax equivalent interest income is based upon a marginal effective tax rate of $34 \%$.

Total Interest Income. Total interest income, on a taxable equivalent basis, decreased by $\$ 564,000$ or $6.5 \%$ to $\$ 8.1$ million for the quarter ended June 30, 2011 compared with the second quarter of 2010. Interest income from loans receivable decreased by $\$ 455,000$, the result of a $\$ 23.3$ million decrease in the average balance of loans outstanding plus a decrease in the average yield on loans of 11 basis points. The decrease in the yield was caused by the effect of new loans added to the portfolio with a lower yield than the existing portfolio loans that matured or refinanced. Interest income from mortgage-backed securities was lower in the quarter in comparison to the same period of 2010 mainly because principal repayments and sales of $\$ 31.5$ million exceeded purchases of $\$ 17.6$ million during the intervening period. Additionally, the yield associated with repayments was higher than the yield on newly purchased mortgage-backed securities. Interest income from investment securities was higher as purchases of $\$ 13.4$ million of investments exceeded sales of investment securities of $\$ 3.6$ million during the intervening period.

Total Interest Expense. Total interest expense decreased by $\$ 691,000$ to $\$ 1.9$ million during the three-month period ended June 30, 2011 as compared with the corresponding quarter of 2010. The average interest rates paid on the Bank's deposits were 27 basis points lower in 2011 due to the maturity of certificates of deposit with higher interest rates than current market rates offered on the products into which the maturing CDs were renewed or reinvested. Interest expense associated with borrowings from the Federal Home Loan Bank decreased $\$ 288,000$ between the second quarter of 2011 and 2010. During the intervening period, the Bank reduced its average outstanding borrowings by $\$ 20.5$ million including the maturity of higher rate advances, thus the cost of funds of the remaining outstanding advances was 56 basis points lower.

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Non-interest income. Total non-interest income was $\$ 892,000$ for the second quarter of 2011 compared with $\$ 597,000$ for the same period in 2010. Gain on the sale of investment securities was $\$ 203,000$ higher in 2011. Service fees and other charges increased $\$ 116,000$ between the quarters. Fair value adjustments to mortgage servicing rights reduced loan servicing income between the quarters by $\$ 177,000$.

Non-interest expense. Total non-interest expense increased by $\$ 19,000$ to $\$ 4.6$ million for the three months ended June 30, 2011 compared to the same period in 2010. Professional fees increased $\$ 68,000$ between the two periods due to legal costs and professional services associated with the implementation of the Company's director's stock compensation plan. Other operating expense increased $\$ 109,000$ mainly because of increased appraisal costs associated with nonperforming loans and costs to maintain and liquidate real estate acquired through foreclosure. FDIC insurance premiums decreased by $\$ 108,000$ between the two quarters due to a change in the method of premium assessment. Prior to the second quarter, premium assessment was based solely on deposit balances whereas beginning in the second quarter of 2011 under the new rules, the deposit insurance assessment base will be a bank's average total assets less its average tangible equity, with adjustments for brokered deposits and unsecured debt.

Income tax expense. The Company's effective tax rate was $14.9 \%$ for the quarter ended June 30, 2011 compared to $25.3 \%$ for the quarter ended June 30, 2010. These effective tax rates are lower than the Company's marginal tax rate of $34 \%$ largely due to the tax-exempt income associated with the Company's investments in tax-exempt municipal bonds and bank-owned life insurance.

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## RESULTS OF OPERATIONS FOR THE SIX MONTHS ENDED JUNE 30, 2011 AND 2010

Net Income. The Company recorded net income of $\$ 1.3$ million, or $\$ 0.49$ per diluted share, for the six months ended June 30, 2011 as compared to net income of $\$ 1.7$ million, or $\$ 0.63$ per diluted share, for the six months ended June 30, 2010.

## Average Balance Sheet

The following table sets forth information (dollars in thousands) relating to the Company's average balance sheet and reflects the average yield on assets and average cost of liabilities for the periods indicated. Yield and cost are computed by dividing income or expense by the average daily balance of interest-earning assets or interest-bearing liabilities, respectively, for the six-month periods indicated.

Six Months Ended June 30,

$\left.\begin{array}{llllll}\text { Less: tax—equivalent interest } & & (329) & & & \\ \begin{array}{lll}\text { adjustment }\end{array} & \$ 11,805 & & \$ 11,720\end{array}\right)$
(1) Nonaccrual loans have been included in the appropriate average loan balance category, but interest on nonaccrual loans has not been included for purposes of determining interest income.
(2) Tax equivalent adjustments to interest on investment securities were $\$ 329,000$ and $\$ 276000$ for the six months ended June 30, 2011 and 2010, respectively. Tax equivalent interest income is based upon a marginal effective tax rate of $34 \%$.
(3) Includes interest-bearing deposits in other banks.
(4)Interest rate spread represents the difference between the average yield on interest-earning assets and the average cost of interest-bearing liabilities.
Net yield on interest-earning assets represents net interest income as a percentage of average (5) interest-earning assets.

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## Rate/Volume Analysis

The following table presents, for the periods indicated, the change in interest income and interest expense (in thousands) attributed to (i) changes in volume (changes in the weighted average balance of the total interest earning asset and interest bearing liability portfolios multiplied by the prior year rate), and (ii) changes in rate (changes in rate multiplied by prior year volume). Changes attributable to the combined impact of volume and rate have been allocated proportionately based on the absolute value of changes due to volume and changes due to rate.

(1) Tax equivalent adjustments to interest on investment securities were $\$ 329,000$ and $\$ 276,000$ for the six months ended June 30, 2011 and 2010, respectively. Tax equivalent interest income is based upon a marginal effective tax rate of $34 \%$.

Total Interest Income. Total interest income, on a taxable equivalent basis, decreased by $\$ 1.4$ million or $7.9 \%$ to $\$ 16.1$ million for the six months ended June 30, 2011 compared with the first six months of 2010. Interest income from loans receivable decreased by $\$ 1.2$ million, the result of a $\$ 25.8$ million decrease in the average balance of loans outstanding plus a decrease in the average yield on loans of 19 basis points. The decrease in the yield was caused by an increase in non-performing loans between the periods which reduced interest income from loans by $\$ 113,000$. Also, new loans added to the portfolio during the period have a lower yield than the existing portfolio loans that matured or refinanced. Interest income from mortgage-backed securities was lower in 2011 in comparison to the same period of 2010 mainly because principal repayments and sales of $\$ 31.5$ million exceeded purchases of $\$ 17.6$ million during the intervening period. Additionally, the yield associated with repayments was higher than the yield on newly purchased mortgage-backed securities. Interest income from investment securities was higher as a result of purchases of $\$ 13.4$ million of higher yielding investments that exceeded sales of $\$ 3.6$ during the intervening period resulting in an increase in the yield of 27 basis points.

Total Interest Expense. Total interest expense decreased by $\$ 1.5$ million to $\$ 4.0$ million during the six-month period ended June 30, 2011 as compared with the same period in 2010. The average interest rates paid on the Bank's deposits were 33 basis points lower in 2011 due to the maturity of certificates of deposit with higher interest rates than current market rates offered on the products into which the maturing CDs were renewed or reinvested. Interest expense associated with borrowings from the Federal Home Loan Bank decreased $\$ 577,000$ between 2010 and 2011. During the intervening period, the Bank reduced its average outstanding borrowings by $\$ 21.3$ million, including the maturity
of higher rate advances, thus the cost of funds of the remaining outstanding advances was 49 basis points lower.

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Non-interest income. Total non-interest income was $\$ 1.6$ million for the first six months of 2011 compared with $\$ 1.2$ million for the same period in 2010. Gain on the sale of investment securities was $\$ 203,000$ higher in 2011. Service fees and other charges increased $\$ 52,000$ between the periods mainly because fair value adjustment to mortgage servicing rights reduced loan servicing income by $\$ 200,000$ in 2010. The sale of foreclosed real estate produced a loss of $\$ 137,000$ in 2010.

Non-interest expense. Total non-interest expense increased by $\$ 403,000$ to $\$ 9.6$ million for the six months ended June 30, 2011 compared to the same period in 2010. Professional fees increased $\$ 318,000$ between the two periods as legal costs associated with non-performing loans and foreclosures increased $\$ 149,000$. Additionally, legal and professional costs were incurred in connection with the Company's reincorporation in Pennsylvania, the cost of distributing a 5\% stock dividend in the first quarter of 2011 and the implementation of the director's stock compensation plan. Other operating expense increased $\$ 152,000$ mainly because of increased appraisal costs associated with nonperforming loans and costs to maintain and liquidate real estate acquired through foreclosure. Occupancy and equipment costs increased $\$ 72,000$, which was mainly the result of costs associated with a relocated and renovated branch office which occurred in the second quarter of 2010. FDIC insurance premiums decreased by $\$ 69,000$ between the two periods due to change in the method of premium assessment. Prior to the second quarter of 2011, premium assessment was based solely on deposit balances whereas beginning in the second quarter of 2011 under the new rules, the deposit insurance assessment base will be a bank's average total assets less its average tangible equity, with adjustments for brokered deposits and unsecured debt. Marketing and advertising expenses decreased between the two periods as marketing-related activities were streamlined during the period.

Income tax expense. The Company's effective tax rate was $12.8 \%$ for the six months ended June 30, 2011 compared to $23.1 \%$ for the six months ended June 30, 2010. These effective tax rates are lower than the Company's marginal tax rate of $34 \%$ largely due to the tax-exempt income associated with the Company's investments in tax-exempt municipal bonds and bank-owned life insurance.

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## LIQUIDITY AND CAPITAL RESOURCES

## Liquidity

The Bank's liquidity is a measure of its ability to fund loans, pay withdrawals of deposits, and other cash outflows in an efficient, cost-effective manner. The Bank' short-term sources of liquidity include maturity, repayment and sales of assets, excess cash and cash equivalents, new deposits, broker deposits, other borrowings, and new borrowings from the Federal Home Loan Bank and the Federal Reserve Bank. There has been no material adverse change during the three-month period ended June 30, 2011 in the ability of the Bank and its subsidiaries to fund their operations.

At June 30, 2011, the Bank had commitments outstanding under letters of credit of $\$ 0.7$ million, commitments to originate loans of $\$ 21.4$ million, and commitments to fund undisbursed balances of closed loans and unused lines of credit of $\$ 44.2$ million. At June 30, 2011, the Bank had $\$ 3.7$ million in outstanding commitments to sell loans. There has been no material change during the three months ended June 30, 2011 in any of the Bank's other contractual obligations or commitments to make future payments.

The Company's primary sources of liquidity are dividends from the Bank, principal and interest payments received from a loan made to the Bank's Employee Stock Ownership Plan, and tax benefits arising from the use of the Company's tax deductions by other members of its consolidated group pursuant to a tax sharing agreement. The Company is dependent upon these sources and cash on hand which totaled approximately $\$ 1.3$ million at June 30, 2011 in order to fund its operations and pay the dividend to its shareholders. There has been no material adverse change in the ability of the Company to fund its operations during the three-month period ended June 30, 2011.

## Capital Requirements

The Bank was in compliance with all of its capital requirements as of June 30, 2011.

## Table of Contents <br> CRITICAL ACCOUNTING POLICIES

Certain critical accounting policies of the Company require the use of significant judgment and accounting estimates in the preparation of the consolidated financial statements and related data of the Company. These accounting estimates require management to make assumptions about matters that are highly uncertain at the time the accounting estimate is made. Management believes that the most critical accounting policy requiring the use of accounting estimates and judgment is the determination of the allowance for loan losses. If the financial position of a significant amount of debtors or the value of the collateral securing the loans should deteriorate more than the Company has estimated, the present allowance for loan losses may be insufficient and additional provisions for loan losses may be required. The allowance for loan losses was approximately $\$ 9.1$ million at June 30, 2011.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

As a "smaller reporting company" as defined by Item 10 of Regulation S-K, the Company is not required to provide the information required by this item.

## Table of Contents <br> ITEM 4. CONTROLS AND PROCEDURES

## Evaluation of Disclosure Controls and Procedures

Based on their evaluation of the Company's disclosure controls and procedures (as defined in Rules 13a-15(e) under the Securities Exchange Act of 1934 (the "Exchange Act")), the Company's principal executive officer and principal financial officer have concluded that as of the end of the period covered by this Quarterly Report on Form 10-Q such disclosure controls and procedures are effective to ensure that information required to be disclosed by the Company in the reports it files and submits pursuant to the rules and forms of the SEC is accumulated and communicated to the Company's management including the principal executive officer and principal financial officer, as appropriate, to allow timely decisions regarding required disclosures.

Changes in Internal Controls over Financial Reporting
During the quarter under report, there was no change in the Company's internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

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## TF FINANCIAL CORPORATION AND SUBSIDIARIES

PART II

## ITEM 1. LEGAL PROCEEDINGS

Neither the Company nor its subsidiaries are involved in any pending legal proceedings, other than routine legal matters occurring in the ordinary course of business that in the aggregate involve amounts which are believed by management to be immaterial to the consolidated financial condition or results of operations of the Company.

## ITEM RISK FACTORS

1 A .

As a "smaller reporting company" as defined by Item 10 of Regulation $S-K$, the Company is not required to provide the information required by this item.

ITEM 2. UNREGISTERED SALE OF EQUITY SECURITIES AND USE OF PROCEEDS

None.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

Not applicable.
ITEM 4. [REMOVED AND RESERVED]
ITEM 5. OTHER INFORMATION

None.

ITEM 6. EXHIBITS

(a) \begin{tabular}{ll}
Exhibits <br>
31.1 \& 31.2 <br>

32. \& | Certification of CEO pursuant to Section 302 of the |
| :--- |
| Sarbanes-Oxley Act of 2002. |
| Certification of CFO pursuant to Section 302 of the |
| Sarbanes-Oxley Act of 2002. |
| Certification pursuant to Section 906 of the |
| Sarbanes-Oxley Act of 2002. | <br>

101.INS \& | XBRL Instance Document |
| :--- |
| 101.SCH |
| 101.CAL | <br>

101.LABL Taxonomy Extension Schema Document <br>

101.PRE \& | XBRL Taxonomy Extension Calculation Linkbase |
| :--- |
| Document |
| XBRL Taxonomy Extension Label Linkbase |
| Document |
| XBRL Taxonomy Extension Presentation Linkbase |
| Document |

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## TF FINANCIAL CORPORATION

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: August 12, 2011

/s/ Kent C. Lufkin<br>Kent C. Lufkin<br>President and CEO<br>(Principal Executive Officer)

Date: August 12, 2011

/s/ Dennis R. Stewart<br>Dennis R. Stewart<br>Executive Vice President and Chief<br>Financial Officer<br>(Principal Financial \& Accounting Officer)

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