WSFS FINANCIAL CORP Form 10-Q November 06, 2015 Table of Contents

# **UNITED STATES**

#### SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 10-Q

(Mark One)

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

For the quarterly period ended September 30, 2015

OR

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

For the transition period from \_\_\_\_\_\_ to \_\_\_\_\_

Commission File Number 001-35638

#### WSFS FINANCIAL CORPORATION

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of 22-2866913 (I.R.S. Employer

**Incorporation or organization**)

#### **Identification Number**)

#### WSFS Bank Center, 500 Delaware Avenue, Wilmington, Delaware (Address of principal executive offices) (302) 792-6000

## 19801 (Zip Code)

#### **Registrant** s telephone number, including area code:

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 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  $\ddot{}$ 

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 such shorter period that the registrant was required to submit and post such files), Yes x No "

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

Large accelerated filer "	Accelerated filer	X
Non-accelerated filer " (Do not check if smaller reporting company)	Smaller reporting company	••
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12)	b-2 of the Exchange	
Act). Yes "No x		

Indicate the number of shares outstanding of each of the issuer s classes of common stock, as of October 31, 2015.

Common Stock, par value \$.01 per share (Title of Class) 29,853,215 (Shares Outstanding)

# WSFS FINANCIAL CORPORATION

# FORM 10-Q

#### INDEX

# **PART I. Financial Information**

		Page
Item 1.	Financial Statements (Unaudited)	
	Consolidated Statements of Operations for the Three and Nine Months Ended September 30, 2015 and 2014	3
	Consolidated Statements of Comprehensive Income for the Three and Nine Months Ended September 30, 2015 and 2014	4
	Consolidated Statements of Condition as of September 30, 2015 and December 31, 2014	5
	Consolidated Statements of Cash Flows for the Nine Months Ended September 30, 2015 and 2014	6
	Notes to the Consolidated Financial Statements for the Three and Nine Months Ended September 30, 2015 and 2014	7
Item 2.	Management s Discussion and Analysis of Financial Condition and Results of Operations	46
Item 3.	Quantitative and Qualitative Disclosures About Market Risk	58
Item 4.	Controls and Procedures	59
	PART II. Other Information	
Item 1.	Legal Proceedings	59
Item 1A.	Risk Factors	59
Item 2.	Unregistered Sales of Equity Securities and Use of Proceeds	59
Item 3.	Defaults upon Senior Securities	59
Item 4.	Mine Safety Disclosure	59
Item 5.	Other Information	59
Item 6.	Exhibits	60
<u>Signatures</u>		
Exhibit 31.1	Certification of CEO Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002	
Exhibit 31.2	Certification of CFO Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002	
Exhibit 32	Certification Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002	

Exhibit 101.INS	Instance Document
Exhibit 101.SCH	Schema Document
Exhibit 101.CAL	Calculation Linkbase Document
Exhibit 101.LAB	Labels Linkbase Document
Exhibit 101.PRE	Presentation Linkbase Document
Exhibit 101.DEF	Definition Linkbase Document

# WSFS FINANCIAL CORPORATION

## CONSOLIDATED STATEMENTS OF OPERATIONS

	En Septem 2015		Nine Mon Septem <b>2015</b> audited) acept Per Sha	ber 30, 2014
Interest income:	(111 111)	ousanus, Ex	cept rei Sha	le Dala)
Interest and fees on loans	\$ 38,437	\$ 34,850	\$111,771	\$100,371
Interest on mortgage-backed securities	3,588	\$ 3 <del>4</del> ,830 3,317	<sup>\$111,771</sup> 10,544	10,130
Interest and dividends on investment securities	875	837	2,587	2,443
Interest on reverse mortgage loans	1,561	1,323	3,963	3,917
Other interest income	396	472		
Other interest income	390	472	1,898	1,136
	44,857	40,799	130,763	117,997
	44,057	40,799	130,703	117,997
Interact expenses				
Interest expense: Interest on deposits	1,587	1,823	5,354	5,193
Interest on Federal Home Loan Bank advances	868	663	2,332	1,850
Interest on trust preferred borrowings	343	332	1,009	988
Interest on senior debt	942	941	2,825	2,824
	942	941	2,025	2,824
Interest on bonds payable	120	202	220	
Interest on other borrowings	120	293	339	859
	2 960	4,052	11 950	11 720
	3,860	4,032	11,859	11,729
Net interest income	40.007	26 717	110 004	106 269
	40,997	36,747	118,904	106,268
Provision for loan losses	1,453	333	6,012	3,013
National income offer analisian for loss lasses	20 544	26 111	112 002	102 255
Net interest income after provision for loan losses	39,544	36,414	112,892	103,255
Noninterest income:				
Credit/debit card and ATM income	6,486	6,219	18,975	17,995
Deposit service charges	4,338	4,477	12,342	13,092
Investment management and fiduciary revenue	5,373	4,332	16,173	12,453
Mortgage banking activities, net	1,251	1,229	4,544	3,066
Loan fee income	405	466	1,337	1,406
Bank-owned life insurance income	162	185	544	467
Investment securities gains, net	76	36	1,004	979
Other income	3,574	3,360	10,299	8,833
				,
	21,665	20,304	65,218	58,291

Noninterest expense:				
Salaries, benefits and other compensation	20,784	19,292	62,139	56,434
Occupancy expense	3,757	3,456	11,272	10,754
Equipment expense	2,059	2,063	6,100	5,610
Data processing and operations expenses	1,570	1,609	4,451	4,611
Professional fees	2,039	1,762	5,264	5,083
FDIC expenses	786	666	2,142	2,011
Loan workout and OREO expenses	166	664	495	1,919
Marketing expense	619	643	2,210	1,584
Corporate development expense	855	2,620	2,137	3,032
Other operating expenses	6,070	6,388	20,062	17,234
	38,705	39,163	116,272	108,272
Income before taxes	22,504	17,555	61,838	53,274
Income tax provision	8,078	6,142	22,289	12,225
Net income	\$14,426	\$11,413	\$ 39,549	\$ 41,049
Earnings per share:				
Basic	\$ 0.52	\$ 0.42	<b>\$ 1.41</b>	\$ 1.53
Diluted	\$ 0.51	\$ 0.41	<b>\$ 1.39</b>	\$ 1.49
The accomposition notes are an integral part of these upoudited Cor	antidated Eine	main 1 Ctatam		

The accompanying notes are an integral part of these unaudited Consolidated Financial Statements.

## WSFS FINANCIAL CORPORATION

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	Three M Enc Septem <b>2015</b> (Unau (In Tho	led ber 30, 2014 dited)	Septem 2015 (Unau	Months Ended otember 30, 5 2014 Jnaudited) Thousands)	
Net Income	\$14,426	\$11,413	\$ 39,549	\$41,049	
Other comprehensive income (loss): Net change in unrealized gains (losses) on investment securities available-for-sale					
Net unrealized gains (losses) arising during the period, net of tax expense (benefit) of \$3,787, \$(477), \$2,892 and \$11,060, respectively	6,178	(778)	4,721	18,046	
Less: reclassification adjustment for net gains on sales realized in net income, net of tax expense of (\$29), (\$13), (\$381) and (\$371), respectively	(47)	(23)	(623)	(608)	
	6,131	(801)	4,098	17,438	
Net change in securities held-to-maturity		, ,			
Amortization of unrealized gain on securities reclassified to held-to-maturity, net of tax benefit of (\$55), \$0, (\$175), \$0, respectively	(104)		(312)		
Net change in unfunded pension liability					
Change in unfunded pension liability related to unrealized (loss) gain, prior service cost and transition obligation, net of tax (benefit) expense of (\$9), \$3, (\$27) and \$39, respectively	(15)	5	(45)	65	
Total other comprehensive income (loss)	6,012	(796)	3,741	17,503	
Total comprehensive income	\$ 20,438	\$ 10,617	\$ 43,290	\$ 58,552	

The accompanying notes are an integral part of these unaudited Consolidated Financial Statements.

## WSFS FINANCIAL CORPORATION

## CONSOLIDATED STATEMENTS OF CONDITION

	September 30, 2015	December 31, 2014	
(In Thousands, Except Per Share Data)	(Unat	idited)	
Assets			
Cash and due from banks	\$ 94,756	\$ 93,717	
Cash in non-owned ATMs	434,044	414,188	
Interest-bearing deposits in other banks	237	134	
Total cash and cash equivalents	529,037	508,039	
Investment securities, available-for-sale	756,731	740,124	
Investment securities, held-to-maturity at cost	138,060	126,168	
Loans held-for-sale at fair value	33,979	28,508	
Loans, net of allowance for loan losses of \$36,412 at September 30, 2015 and	,	,	
\$39,426 at December 31, 2014	3,324,020	3,156,652	
Reverse mortgage loans	24,476	29,298	
Bank-owned life insurance	77,053	76,509	
Stock in Federal Home Loan Bank of Pittsburgh, at cost	27,943	23,278	
Other real estate owned	3,299	5,734	
Accrued interest receivable	11,770	11,782	
Premises and equipment	35,304	35,074	
Goodwill	48,787	48,651	
Intangible assets	7,552	8,942	
Other assets	49,931	54,561	
Total assets	\$ 5,067,942	\$ 4,853,320	
Liabilities and Stockholders Equity Liabilities:			
Deposits:			
Noninterest-bearing demand	\$ 904,896	\$ 804,678	
Interest-bearing demand	727,816	688,370	
Money market	1,015,985	1,066,224	
Savings	388,213	402,032	
Time	201,537	253,302	
Jumbo certificates of deposit customer	182,573	247,671	
Total customer deposits	3,421,020	3,462,277	
Brokered deposits	223,582	186,958	
Total deposits	3,644,602	3,649,235	
Federal funds purchased and securities sold under agreements to repurchase	91,000	128,225	

#### Table of Contents

Federal Home Loan Bank advances	643,027	405,894
Trust preferred borrowings	67,011	67,011
Senior debt	55,000	55,000
Other borrowed funds	12,341	11,645
Accrued interest payable	1,760	1,004
Other liabilities	47,584	46,255
Total liabilities	4,562,325	4,364,269
Stockholders Equity:		
Common stock \$0.01 par value, 65,000,000 shares authorized; issued 55,933,152		
at September 30, 2015 and 55,697,124 at December 31, 2014	559	557
Capital in excess of par value	206,887	201,130
Accumulated other comprehensive income	7,241	3,500
Retained earnings	558,438	523,099
Treasury stock at cost, 28,541,521 shares at September 30, 2015 and 27,489,288		
shares at December 31, 2014	(267,508)	(239,235)
Total stockholders equity	505,617	489,051
Total liabilities and stockholders equity	\$ 5,067,942	\$ 4,853,320

The accompanying notes are an integral part of these unaudited Consolidated Financial Statements.

## WSFS FINANCIAL CORPORATION

# CONSOLIDATED STATEMENTS OF CASH FLOWS

	Nine months ended September 30,		
	2015 (Unauc (In Thou		
Operating activities:			
Net Income	\$ 39,549	\$	41,049
Adjustments to reconcile net income to net cash provided by operating			
activities:			
Provision for loan losses	6,012		3,013
Depreciation of premises and equipment, net	4,650		4,436
Amortization of fees and discounts, net	11,221		7,322
Amortization of intangible assets	1,258		879
Decrease (increase) in accrued interest receivable	12		(637)
(Increase) decrease in other assets	(253)		835
Origination of loans held-for-sale	(350,584)		(174,469)
Proceeds from sales of loans held-for-sale	348,760		180,794
Gain on mortgage banking activities, net	(4,544)		(3,066)
Gain on sale of securities, net	(1,004)		(979)
Stock-based compensation expense	3,319		3,637
Excess tax benefit from stock-based compensation	(785)		(551)
Increase in accrued interest payable	756		2,373
Increase (decrease) in other liabilities	1,524		(2,324)
(Gain) loss on sale of other real estate owned and valuation adjustments, net	(298)		91
Deferred income tax expense (benefit)	2,418		(5,198)
Increase in value of bank-owned life insurance	(527)		(467)
Increase in capitalized interest, net	(4,088)		(4,184)
Net cash provided by operating activities	\$ 57,396	\$	52,554
Investing activities:			
Calls of investment securities held-to-maturity	3,881		
Purchases of investment securities held-to-maturity	(19,195)		
Repayments of investment securities held-to-maturity	970		
Maturities of investment securities available for sale			2,335
Sale of investment securities available-for-sale	117,380		200,734
Purchases of investment securities available-for-sale	(209,947)		(217,617)
Repayments of investment securities available-for-sale	80,293		54,328
Repayments on reverse mortgages	9,559		13,049
Disbursements for reverse mortgages	(649)		(929)
Net increase in loans	(181,290)		(67,824)

Acquisition of FNBW, net of cash acquired				(25,590)
Net (increase) decrease in stock of FHLB		(4,665)		6,087
Sales of assets acquired through foreclosure, net		5,278		3,807
Investment in premises and equipment, net		(4,968)		(2,370)
		(1,2,00)		(_,0,0)
Net cash used for investing activities	\$	(203,353)	\$	(33,990)
Financing activities:				
Net increase in demand and saving deposits		76,241		3,774
(Decrease) increase in time deposits		(116,863)		3,379
Increase in brokered deposits		36,624		74,440
Increase in loan payable		61		61
Repayment of reverse mortgage trust bonds payable				(21,990)
Receipts from FHLB advances	4	46,342,654	6	58,802,762
Repayments of FHLB advances	(4	46,105,521)	(6	58,928,745)
Receipts from federal funds purchased and securities sold under agreement to				
repurchase	2	22,843,325	1	9,040,751
Repayments of federal funds purchased and securities sold under agreement to				
repurchase	(2	22,855,550)	(1	9,037,751)
Maturity of repurchase agreement		(25,000)		
Dividends paid		(4,216)		(3,213)
Issuance of common stock and exercise of common stock options		2,688		1,376
Reissuance of Treasury Stock for FNBW purchase, net				32,916
Purchase of treasury stock		(28,273)		
Excess tax benefit from stock-based compensation		785		551
Net cash provided by (used for) financing activities	\$	166,955	\$	(31,689)
Increase (decrease) in cash and cash equivalents		20,998		(13,125)
Cash and cash equivalents at beginning of period		508,039		484,426
		,		,
Cash and cash equivalents at end of period	\$	529,037	\$	471,301
Supplemental Disclosure of Cash Flow Information:				
Cash paid for interest during the period	\$	11,103	\$	9,126
Cash paid for income taxes, net		16,558		19,675
Loans transferred to other real estate owned		2,545		3,633
Loans transferred to portfolio from held-for-sale at fair value		104		2,169
Net change in accumulated other comprehensive income		3,741		17,503
Fair Value of assets acquired, net of cash received		, 		245,910
Fair Value of liabilities assumed				236,787
Non-cash goodwill adjustments, net		136		46
The accompanying notes are an integral part of these unaudited Consolidated Fin	ancial	Statements.		

## WSFS FINANCIAL CORPORATION

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2015

#### (UNAUDITED)

#### **1. BASIS OF PRESENTATION**

General

Our unaudited Consolidated Financial Statements include the accounts of WSFS Financial Corporation (the Company, our Company, we, our or us), Wilmington Savings Fund Society, FSB (WSFS Bank or the Bank) and Cypress Capital Management, LLC (Cypress). We also have one unconsolidated affiliate, WSFS Capital Trust III (the Trust). WSFS Bank has three wholly-owned subsidiaries, WSFS Wealth Investments, 1832 Holdings, Inc. and Monarch Entity Services LLC (Monarch).

The acronyms and abbreviations below are used in the unaudited Notes to Consolidated Financial Statements as well as in Management s Discussion and Analysis of Financial Condition and Results of Operations. You may find it helpful to refer back to this page as you read this report.

AICPA: American Institute of Certified Public Accountants Allowance: Allowance for loan losses or ALLL Alliance: Alliance Bancorp Inc. of Pennsylvania Array: Array Financial Group Arrow: Arrow Land Transfer ASC: Accounting standard codification Associate: Employee ASU: Accounting standard update BCBS: Basel Committee on Banking Supervision C&I: Commercial & Industrial (loans) CMO: Collateralized mortgage obligation Cypress: Cypress Capital Management, LLC Dodd-Frank Act: Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 DTA: Deferred tax asset Exchange Act: Securities Exchange Act of 1934

FASB: Financial Accounting Standards Board FDIC: Federal Deposit Insurance Corporation Federal Reserve: Board of Governors of the Federal **Reserve System** Monarch: Monarch Entity Services, LLC FHLB: Federal Home Loan Bank FHLMC: Federal Home Loan Mortgage Corporation GAAP: U.S. Generally Accepted Accounting Principles GNMA: Government National Mortgage Association GSE: U.S. Government and government sponsored enterprises NSFR: Net stable funding ratio MBS: Mortgage-backed securities OCC: Office of the Comptroller of the Currency OREO: Other real estate owned OTTI: Other-than-temporary impairment

## Overview

Founded in 1832, the Bank is the seventh oldest bank continuously operating under the same name in the United States. We provide residential and commercial real estate, commercial and consumer lending services, as well as retail deposit and cash management services. Lending activities are funded primarily with customer deposits and borrowings. In addition, we offer a variety of wealth management and trust services to personal and corporate customers through our Wealth Management segment. The FDIC insures our customers deposits to their legal maximums. We serve our customers primarily from our 55 offices located in Delaware (44), Pennsylvania (9), Virginia (1) and Nevada (1) and through our website at **www.wsfsbank.com**. Information on our website is not incorporated by reference into this quarterly report.

Amounts subject to significant estimates are items such as the allowance for loan losses and reserves for lending related commitments, goodwill, intangible assets, post-retirement benefit obligations, the fair value of financial instruments, reverse mortgage related assets, income taxes and OTTI. Among other effects, changes to such estimates could result in future impairments of investment securities, goodwill and intangible assets and establishment of the allowance and lending related commitments as well as increased post-retirement benefits expense.

Our accounting and reporting policies conform to GAAP, prevailing practices within the banking industry for interim financial information and Rule 10-01 of SEC Regulation S-X (Rule 10-01). Rule 10-01 does not require us to include all information and notes that would be required in audited financial statements. Operating results for the periods presented are not necessarily indicative of the results that may be expected for any future quarters or for the year ending December 31, 2015. These unaudited, interim Consolidated Financial Statements should be read in conjunction with the audited Consolidated Financial Statements and related notes included in our 2014 Annual Report on Form 10-K that was filed with the SEC on March 16, 2015 and is available at **www.sec.gov** or on our website at http://investors.wsfsbank.com/releases.cfm.

Whenever necessary, reclassifications have been made to the prior period Consolidated Financial Statements to conform to the current period s presentation. All significant intercompany transactions were eliminated in consolidation.

The significant accounting policies used in preparation of our Consolidated Financial Statements are disclosed in our 2014 Annual Report on Form 10-K. There have not been any material changes in our significant accounting policies from those contained in our 2014 Annual Report on Form 10-K.

# Common Stock Split

In March 2015, the Company s Board of Directors adopted an amendment to the Company s Certificate of Incorporation, to increase the number of shares of common stock the Company is authorized to issue from 20,000,000, par value \$0.01 to 65,000,000, par value \$0.01. This amendment to the Company s Certificate of Incorporation was approved by the Company s stockholders at the 2015 Annual Meeting held on April 30, 2015.

On May 18, 2015, the Company effected a three-for-one stock split in the form of a stock dividend to shareholders of record as of May 4, 2015. All share and per share information has been retroactively adjusted to reflect the stock split. We retroactively adjusted stockholders equity to reflect the stock split by reclassifying an amount equal to the par value, \$0.01, of the additional shares arising from the split from capital in excess of par value to common stock, resulting in no net impact to stockholders equity on our consolidated statements of condition.

## **RECENT ACCOUNTING PRONOUNCEMENTS**

#### Accounting Guidance Adopted in 2015

In September 2015, the FASB issued ASU No. 2015-16, *Business Combinations (Topic 805): Simplifying the Accounting for Measurement-Period Adjustments.* The amendment in this update eliminates the requirement for an acquirer to adjust the financial statements for measurement-period adjustments that occur in periods after a business combination is consummated. This ASU is effective for public business entities for annual periods, including interim periods within those annual periods, beginning after December 15, 2015. The adoption of this accounting guidance does not have a material impact on the Company s Consolidated Statements of Operations or Consolidated Statements of Condition.

In August 2014, the FASB issued ASU No. 2014-14, *Receivables-Troubled Debt Restructurings by Creditors* (*Subtopic 310-40*): *Classification of Certain Government-Guaranteed Mortgage Loans upon Foreclosure (a consensus of the FASB Emerging Issues Task Force)*. The objective of this guidance is to reduce diversity in practice related to how creditors classify government-guaranteed mortgage loans, including Federal Housing Administration or Veterans Affairs guaranteed loans, upon foreclosure. Some creditors reclassify those loans to real estate consistent with other foreclosed loans that do not have guarantees; others reclassify the loans to other receivables. The amendments in this guidance require that a mortgage loan be derecognized and that a separate other receivable be recognized upon foreclosure; (2) at the time of foreclosure, the creditor has the intent to convey the real estate property to the guarantor and make a claim on the guarantee, and the creditor has the ability to recover under that claim; and (3) at the time of foreclosure, any amount of the claim that is determined on the basis of the fair value of the real estate is fixed. Upon foreclosure, the separate other receivable should be measured based on the amount of the loan balance (principal and interest) expected to be recovered from the guarantor. The adoption of this accounting guidance does not have a material effect on the Company s Consolidated Statements of Operations or Consolidated Statements of Condition.

In June 2014, the FASB issued ASU No. 2014-11, Repurchase-to-Maturity Transactions, Repurchase Financings, and Disclosures. This guidance aligns the accounting for repurchase-to-maturity transactions and repurchase agreements executed as repurchase financings with the accounting for other typical repurchase agreements. Going forward, these transactions would all be accounted for as secured borrowings. It eliminates sale accounting for repurchase-to-maturity transactions and supersedes the guidance under which a transfer of a financial asset and a contemporaneous repurchase financing could be accounted for as a forward agreement, which has resulted in outcomes referred to as off-balance-sheet accounting. The amendments in the ASU require a new disclosure for transactions economically similar to repurchase agreements in which the transferor retains substantially all of the exposure to the economic return on the transferred financial assets throughout the term of the transaction. The amendments in the ASU also require expanded disclosures about the nature of collateral pledged in repurchase agreements and similar transactions accounted for as secured borrowings. The amendments in this ASU are effective for public companies for the first interim or annual period beginning after December 15, 2014. In addition, for public companies, the disclosure for certain transactions accounted for as a sale is effective for the first interim or annual reporting periods beginning on or after December 15, 2014, and the disclosure for transactions accounted for as secured borrowings is required to be presented for annual reporting periods beginning after December 15, 2014, and interim periods beginning after March 15, 2015. The adoption of this accounting guidance does not have a material effect on the Company s Consolidated Statements of Operations or Consolidated Statements of Condition.

In January 2014, the FASB issued ASU No. 2014-04, Reclassification *of Residential Real Estate Collateralized Consumer Mortgage Loans upon Foreclosure* (ASU 2014-04). The objective of this guidance is to clarify when an in

substance repossession or foreclosure occurs. ASU No. 2014-04 states that an in substance repossession or foreclosure occurs, and a creditor is considered to have received physical possession of residential real estate property collateralizing a consumer mortgage loan, upon either (1) the creditor obtaining legal title to the residential real estate property upon completion of a foreclosure or (2) the borrower conveying all interest in the residential real estate property to the creditor to satisfy that loan through completion of a deed in lieu of foreclosure or through a similar legal agreement. Additionally, ASU No. 2014-04 requires interim and annual disclosure of both (1) the amount of foreclosed residential real estate property that are in the process of foreclosure according to local requirements of the applicable jurisdiction. The adoption of this accounting guidance does not have a material effect on the Company s Consolidated Statements of Operations or Consolidated Statements of Condition.

In January 2014, the FASB, issued ASU No. 2014-01, *Investments - Equity Method and Joint Ventures (Topic 323) - Accounting for Investments in Qualified Affordable Housing Projects (a consensus of the FASB Emerging Issues Task Force)*. This ASU permits an entity to make an accounting policy election to account for its investment in qualified affordable housing projects using the proportional amortization method if certain conditions are met. Under the proportionate amortization method, an entity amortizes the initial cost of the investment in proportion to the tax credits and other tax benefits received and recognizes the net investment performance in the income statement as a component of income tax expense (benefit). A reporting entity that uses the effective yield or other method to account for its investments in qualified affordable housing projects before the date of adoption may continue to apply such method to those preexisting investments. The adoption does not have a material effect on the Company s Consolidated Statements of Operations or Consolidated Statements of Condition. For additional discussion on the adoption of this guidance refer to the *Income Taxes* section of *Management s Discussion and Analysis of Financial Condition and Results of Operations*.

#### Accounting Guidance Pending Adoption at September 30, 2015

In June 2014, the FASB issued ASU 2014-12, Accounting *for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could Be Achieved after the Requisite Service Period.* The standard update resolves the diverse accounting treatment for these share-based payments by requiring that a performance target that affects vesting and that could be achieved after the requisite service period is treated as a performance condition. The requisite service period ends when the employee can cease rendering service and still be eligible to vest in the award if the performance target is achieved. ASU 2014-12 will be effective for interim and annual reporting periods beginning after December 15, 2015. Early application is permitted. The Company does not expect the application of this guidance to have a material impact on the Company s Consolidated Statements of Operations or Consolidated Statements of Condition.

In May 2014, the FASB issued ASU No. 2014-9, *Revenue from Contracts with Customers (Topic 606)*. This ASU supersedes the revenue recognition requirements in ASC 605, *Revenue Recognition*. ASU No. 2014-9 will require an entity to recognize revenue when it transfers promised goods or services to customers using a five-step model that requires entities to exercise judgment when considering the terms of the contracts. In August 2015, the FASB issued ASU No. 2015-14, *Revenue from Contracts with Customers (Topic 606): Deferral of the Effective Date.* This amendment defers the effective date of ASU 2014-09 by one year to financial statements issued for fiscal years beginning after December 16, 2016. The Company does not expect the application of this guidance to have a material impact on the Company s Consolidated Statements of Operations or Consolidated Statements of Condition.

In April 2015, the FASB issued ASU No 2015-04 *Compensation Retirement Benefits (Topic 715)*. The Board is issuing the amendments in this update as part of its initiative to reduce complexity in accounting standards. It provides that an entity is required to disclose the accounting policy election and the date used to measure defined benefit plan assets and obligations. The amendments in this update are effective for public business entities for financial statements issued for fiscal years beginning after December 15, 2015, and interim periods within those fiscal years. The Company does not anticipate a material impact on its Consolidated Statements of Operations or Consolidated Statements of Condition.

In April 2015, the FASB issued ASU No 2015-03, *Interest- Imputation of Interest (Subtopic 835-30) Simplifying the Presentation of Debt Issuance Costs.* The amendments in this update require that debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts. The recognition and measurement guidance for debt issuance costs are not affected by this amendment. This guidance is effective for interim and annual reporting periods beginning after December 15, 2015. The Company does not expect the application of this guidance to have a material impact on the

Company s Consolidated Statements of Operations or Consolidated Statements of Condition.

In February 2015, the FASB issued ASU No 2015-02, *Consolidation (Topic 810): Amendments to the Consolidation Analysis.* This guidance provides an additional requirement for a limited partnership or similar entity to qualify as a voting interest entity and also amends the criteria for consolidating such an entity. In addition, it amends the criteria for evaluating fees paid to a decision maker or service provider as a variable interest and amends the criteria for evaluating the effect of fee arrangements and related parties on a VIE primary beneficiary determination. This guidance is effective for interim and annual reporting periods beginning after December 15, 2015. The Company does not anticipate a material impact on its consolidated financial statements or results of operations.

1	1
Т	T

## 2. BUSINESS COMBINATIONS

#### Alliance Bancorp, Inc. of Pennsylvania

On October 9, 2015 we completed the acquisition of Alliance and its wholly owned subsidiary, Alliance Bank, headquartered in Broomall, Pennsylvania. At that time Alliance merged into the Company and Alliance Bank merged into WSFS Bank. For additional information see Note 16. Subsequent Events.

#### First Wyoming Financial Corporation

On September 5, 2014, the Company completed the merger of First Wyoming Financial Corporation (FNBW) into the Company and the merger of FNBW s wholly-owned subsidiary, The First National Bank of Wyoming into the Bank. In accordance with the terms of the Agreement and Plan of Merger, dated November 25, 2013, holders of shares of FNBW common stock received, in aggregate, \$32.0 million in cash and 1,357,983 shares (adjusted for our 3-for-1 stock split) of WSFS common stock. The transaction was valued at \$64.9 million based on WSFS September 5, 2014 closing share price of \$24.23 (adjusted for our 3-for-1 stock split) as quoted on NASDAQ. The results of the combined entity s operations are included in our Consolidated Financial Statements since the date of the acquisition.

The acquisition of FNBW was accounted for as a business combination using the acquisition method of accounting and, accordingly, assets acquired, liabilities assumed and consideration paid were recorded at their estimated fair values as of the acquisition date. The excess of consideration paid over the preliminary fair value of net assets acquired was recorded as goodwill in the amount of \$16.5 million, which will not be amortizable and is not deductible for tax purposes. The Company allocated the total balance of goodwill to its WSFS Bank segment. The Company also recorded \$3.2 million in core deposit intangibles which are being amortized over ten years using an accelerated depreciation method. For additional information regarding this business combination, please see Note 2 in our Annual Report on Form 10-K for the year ended December 31, 2014.

In connection with the merger, the consideration paid and the fair value of identifiable assets acquired and liabilities assumed, as of the date of acquisition, are summarized in the following table:

(In Thousands)	Fair Value
Consideration Paid:	
Common shares issued (1,357,983)	\$ 32,908
Cash paid to FNBW stockholders	32,028
Value of consideration	64,936
Assets acquired:	
Cash and due from banks	40,605
Investment securities	41,822
Loans	175,895
Premises and equipment	1,611
Deferred income taxes	3,216
Bank owned life insurance	12,576
Core deposit intangible	3,240
Other real estate owned	1,593
Other assets	4,659

Total assets	285,217
Liabilities assumed:	
Deposits	228,844
FHLB advances	5,052
Other liabilities	2,891
Total liabilities	236,787
Net assets acquired:	48,430
Goodwill resulting from acquisition of FNBW	\$ 16,506

The following table details the changes to goodwill in 2015:

(In Thousands)	Fa	ir Value
Goodwill resulting from the acquisition of FNBW reported as of		
December 31, 2014	\$	16,370
Effects of adjustments to:		
Assets		236
Liabilities		(100)
Final purchase price		
Adjusted goodwill resulting from the acquisition of FNBW as of		
September 30, 2015	\$	16,506

The adjustments made to goodwill during the first nine months of 2015, reflect a change in the fair value of the loans acquired, accrued expenses, bank owned life insurance, computer equipment, deferred federal income taxes, and OREO properties during the measurement period. The fair value of acquired assets and liabilities is now considered final.

Direct costs related to the acquisition were expensed as incurred. During the three and nine months ended September 30, 2015, the Company incurred \$12,000 and \$109,000 in merger expenses related to FNBW compared to \$2.5 million and \$2.9 million for the three and nine months ended September 30, 2014.

# **3. EARNINGS PER SHARE**

The following table shows the computation of basic and diluted earnings per share:

	Three Months Ended September 30,				Septem	nths Ended nber 30,		
(In Thousands, Except Per Share Data)	2	2015	2	2014	2	2015	2	2014
Numerator:	ф <b>1</b>	1 10 (	ф 1	1 410	<b>. . .</b>	0 5 40	<u>ф</u>	1.0.40
Net income	\$1	4,426	\$1	1,413	\$3	9,549	\$4	1,049
Denominator:								
Weighted average basic shares	2	27,721	2	27,182	2	8,035	2	26,882
Dilutive potential common shares		511		744		468		710
Weighted average fully diluted shares	2	28,232	2	27,926	2	8,503	2	27,592
Earnings per share:								
Basic	\$	0.52	\$	0.42	\$	1.41	\$	1.53
Diluted	\$	0.51	\$	0.41	\$	1.39	\$	1.49
Outstanding common stock equivalents having no dilutive effect		83		131		184		131

## 4. INVESTMENT SECURITIES

The following tables detail the amortized cost and the estimated fair value of our investment securities classified as available-for-sale and held-to-maturity. None of our investment securities are classified as trading.

(In Thousands)	Amortized Cost	Gross Unrealized Gain	Gross Unrealized Loss	Fair Value
<u>Available-for-Sale Securities:</u> September 30, 2015				
GSE	\$ 31,044	\$ 64	\$ 1	\$ 31,107
CMO	251,729	2,538	¢ 1 600	253,667
FNMA MBS	296,373	3,838	439	299,772
FHLMC MBS	109,327	1,271	124	110,474
GNMA MBS	60,930	834	53	61,711
	\$ 749,403	\$ 8,545	\$ 1,217	\$ 756,731
December 31, 2014				
GSE	\$ 30,020	\$ 14	\$ 74	\$ 29,960
СМО	193,672	874	1,614	192,932
FNMA MBS	291,606	2,053	1,106	292,553
FHLMC MBS	146,742	672	532	146,882
GNMA MBS	77,364	701	268	77,797
	\$ 739,404	\$ 4,314	\$ 3,594	\$740,124

(In Thousands)	Amortized Cost	Gross Unrealized Gain	Gross Unrealized Loss	Fair Value
Held-to-Maturity Securities (a)				
September 30, 2015				
State and political subdivisions	\$ 138,060	\$ 670	<b>\$ 592</b>	\$138,138
December 31, 2014				
State and political subdivisions	\$ 126,168	\$ 3	\$	\$126,171

(a) Held-to-maturity securities transferred from available-for-sale are included in held-to-maturity at fair value at the time of transfer. The amortized cost of held-to-maturity securities included net unrealized gains of \$3.1 million and \$3.6 million at September 30, 2015 and December 31, 2014, respectively, related to securities transferred, which are offset in Accumulated Other Comprehensive Income, net of tax.

The scheduled maturities of investment securities available-for-sale and held-to-maturity at September 30, 2015 and December 31, 2014 are presented in the table below:

	Available	Available-for-Sale			
(In Thousands) September 30, 2015	Amortized Cost	Fair Value			
Within one year	\$ 3,995	\$ 4,000			
After one year but within five years	30,032	30,112			
After five years but within ten years	192,473	194,009			
After ten years	522,903	528,610			
	\$ 749,403	\$ 756,731			
December 31, 2014					
Within one year	\$ 10,000	\$ 10,014			
After one year but within five years	20,020	19,946			
After five years but within ten years	134,453	133,395			
After ten years	574,931	576,769			
	\$739,404	\$740,124			
(In Thousands)	Held-to-I	Maturity			
(In Thousands)		Maturity Fair			
	Amortized	Fair			
September 30, 2015	Amortized Cost	Fair Value			
September 30, 2015 Within one year	Amortized Cost \$ 1,712	Fair Value \$ 1,714			
September 30, 2015 Within one year After one year but within five years	Amortized Cost \$ 1,712 3,925	Fair Value \$ 1,714 3,913			
September 30, 2015 Within one year After one year but within five years After five years but within ten years	Amortized Cost \$ 1,712	Fair Value			
(In Thousands) September 30, 2015 Within one year After one year but within five years After five years but within ten years After ten years	Amortized Cost \$ 1,712 3,925 7,964	Fair Value \$ 1,714 3,913 8,053			
September 30, 2015 Within one year After one year but within five years After five years but within ten years	Amortized Cost \$ 1,712 3,925 7,964 124,459	Fair Value \$ 1,714 3,913 8,053 124,458			
September 30, 2015 Within one year After one year but within five years After five years but within ten years	Amortized Cost \$ 1,712 3,925 7,964 124,459	Fair Value \$ 1,714 3,913 8,053 124,458			
September 30, 2015 Within one year After one year but within five years After five years but within ten years After ten years December 31, 2014	Amortized Cost \$ 1,712 3,925 7,964 124,459 \$ 138,060	Fair Value \$ 1,714 3,913 8,053 124,458			
September 30, 2015 Within one year After one year but within five years After five years but within ten years After ten years December 31, 2014 Within one year	Amortized Cost \$ 1,712 3,925 7,964 124,459 \$ 138,060	Fair Value \$ 1,714 3,913 8,053 124,458 \$ 138,138 \$ 3,608			
September 30, 2015 Within one year After one year but within five years After five years but within ten years After ten years December 31, 2014 Within one year After one year but within five years	Amortized Cost \$ 1,712 3,925 7,964 124,459 \$ 138,060 \$ 3,608	Fair Value \$ 1,714 3,913 8,053 124,458 \$ 138,138 \$ 3,608 6,217			
September 30, 2015 Within one year After one year but within five years After five years but within ten years After ten years	Amortized Cost \$ 1,712 3,925 7,964 124,459 \$ 138,060 \$ 3,608 6,217	Fair Value \$ 1,714 3,913 8,053 124,458 \$ 138,138			

MBS have expected maturities that differ from their contractual maturities. These differences arise because borrowers have the right to call or prepay obligations with or without a prepayment penalty.

Investment securities with fair market values aggregating \$435.0 million and \$470.4 million were pledged as collateral for retail customer repurchase agreements, municipal deposits, and other obligations as of September 30, 2015 and December 31, 2014, respectively.

During the first nine months of 2015 and 2014, we sold \$117.3 million and \$170.4 million of investment securities categorized as available-for-sale, for a gain of \$1.0 million and \$979,000, respectively. We incurred \$1,000 in losses from sales during the first nine months of 2015. Sales resulted in no losses during the first nine months of 2014.

As of September 30, 2015 and December 31, 2014, our investment securities portfolio had remaining unamortized premiums of \$19.6 million and \$22.4 million and unaccreted discounts of \$234,000 and \$188,000, respectively.

For these investment securities with unrealized losses, the table below shows our gross unrealized losses and fair value by investment category and length of time that individual securities were in a continuous unrealized loss position at September 30, 2015 and December 31, 2014:

	Duration of Unrealized Loss Position								
	Less than	12 n	onths	12 month	longer	Total			
(In Thousands)									
	Fair	Unrealized		Fair	Unrealized		Fair	Un	realized
September 30, 2015	Value	]	Loss	Value		Loss	Value		Loss
GSE	\$ 3,013	\$	1	\$	\$		\$ 3,013	\$	1
СМО	27,739		218	27,740		382	55,479		600
FNMA MBS	53,423		439				53,423		439
FHLMC MBS	4,814		3	4,149		121	8,963		124
GNMA MBS	1,943		1	2,409		52	4,352		53
State and political subdivisions	69,695		592				69,695		592
Total temporarily impaired investments	\$160,627	\$	1,254	\$ 34,298	\$	555	\$194,925	\$	1,809
December 31, 2014									
GSE	<b>\$</b> 19,945	\$	74	\$	\$		\$ 19,945	\$	74
СМО	15,492		108	61,630		1,506	77,122		1,614
FNMA MBS				103,207		1,106	103,207		1,106
FHLMC MBS	23,901		54	58,267		478	82,168		532
GNMA MBS				48,312		268	48,312		268
				,					
Total temporarily impaired investments	\$ 59,338	\$	236	\$271,416	\$	3,358	\$330,754	\$	3,594

There were no held-to-maturity investment securities in an unrealized loss position as of December 31, 2014.

At September 30, 2015, we owned investment securities totaling \$194.9 million in which the amortized cost basis exceeded fair value. Total unrealized losses on these securities were \$1.8 million at September 30, 2015. The temporary impairment is the result of changes in market interest rates subsequent to the purchase of the securities. Our investment portfolio is reviewed each quarter for indications of OTTI. This review includes analyzing the length of time and the extent to which the fair value has been lower than the amortized cost, the financial condition and near-term prospects of the issuer, including any specific events which may influence the operations of the unrealized loss. We evaluate our intent and ability to hold securities based upon our investment strategy for the particular type of security and our cash flow needs, liquidity position, capital adequacy and interest rate risk position. In addition, we do not have the intent to sell, nor is it more likely-than-not we will be required to sell these securities before we are able to recover the amortized cost basis.

All securities, with the exception of two, were AA-rated or better at the time of purchase and remained investment grade at September 30, 2015. All securities were evaluated for OTTI at September 30, 2015 and December 31, 2014. The result of this evaluation showed no OTTI as of September 30, 2015 or December 31, 2014. The estimated weighted average duration of MBS was 4.3 years at September 30, 2015.

# **5. LOANS**

The following details our loan portfolio by category:

	Sep	otember 30, 2015	De	ecember 31, 2014
(In Thousands)				
Commercial and industrial	\$	938,060	\$	920,072
Owner occupied commercial		811,548		788,598
Commercial mortgages		874,316		805,459
Construction		203,161		142,497
Residential		199,696		218,329
Consumer		341,210		327,543
	\$	3,367,991	\$	3,202,498
Less:				
Deferred fees, net	\$	7,559	\$	6,420
Allowance for loan losses		36,412		39,426
Net loans	\$	3,324,020	\$	3,156,652
		. ,		

#### Acquired Credit Impaired Loans

The following table details the loans acquired through the FNBW merger on September 5, 2014 that are accounted for in accordance with FASB ASC 310-30, *Loans and Debt Securities Acquired with Deteriorated Credit Quality* (ASC 310-30).

(In Thousands)	Septen	nber 5, 2014
Contractually required principal and interest at	-	
acquisition	\$	27,086
Contractual cash flows not expected to be collected		
(nonaccretable difference)		7,956
Expected cash flows at acquisition		19,130
Interest component of expected cash flows (accretable		
yield)		1,790
Fair value of acquired loans accounted for under		
FASB ASC 310-30	\$	17,340

The following is the outstanding principal balance and carrying amounts for acquired credit impaired loans for which the company applies ASC 310-30 as of September 30, 2015:

(In Thousands)	Septemb	er 30, 2015
Outstanding principal balance	\$	18,546
Carrying amount		12,767
Allowance for loan losses		436

The following table presents the changes in accretable yield on the acquired credit impaired loans for the following nine month period:

	Januar	y 1 through
(In Thousands)	Septem	ber 30, 2015
Balance at beginning of period	\$	1,498
Accretion		(822)
Reclassification from nonaccretable difference		1,827
Additions/adjustments		(363)
Balance at the end of the period	\$	2,140

## 6. ALLOWANCE FOR LOAN LOSSES AND CREDIT QUALITY INFORMATION

#### Allowance for Loan Losses

We maintain an allowance for loan losses and charge losses to this allowance when such losses are realized. We established our allowance for loan losses in accordance with guidance provided in the SEC s Staff Accounting Bulletin 102 (SAB 102) and FASB ASC 450, *Contingencies* (ASC 450). When we have reason to believe it is probable that we will not be able to collect all contractually due amounts of principal and interest, loans are evaluated for impairment on an individual basis and a specific allocation of the allowance is assigned in accordance with ASC 310-10. We also maintain an allowance for loan losses on acquired loans when: (i) for loans accounted for under ASC 310-30, there is deterioration in credit quality subsequent to acquisition and (ii) for loans accounted for under ASC 310-20, the inherent losses in the loans exceed the remaining credit discount recorded at the time of acquisition. The determination of the allowance for loan losses requires significant judgment reflecting our best estimate of impairment related to specifically identified impaired loans as well as probable loan losses in the remaining loan portfolio. Our evaluation is based upon a continuing review of these portfolios. The following are included in our allowance for loan losses:

Specific reserves for impaired loans

An allowance for each pool of homogenous loans based on historical loss experience

Adjustments for qualitative and environmental factors allocated to pools of homogenous loans

Allowance for model estimation and complexity risk

When it is probable that the Bank will be unable to collect all amounts due (interest and principal) in accordance with the contractual terms of the loan agreement, it assigns a specific reserve to that loan, if necessary. Unless loans are well-secured and collection is imminent, loans greater than 90 days past due are deemed impaired and their respective reserves are generally charged-off once the loss has been confirmed. Estimated specific reserves are based on collateral values, estimates of future cash flows or market valuations. We charge loans off when they are deemed to be uncollectible. During the nine months ended September 30, 2015, net charge-offs totaled \$9.0 million or 0.27% of average loans, compared to \$4.7 million, or 0.21% of average loans annualized, during the nine months ended September 30, 2014. A significant portion of the net charge-offs in 2015 was the result of one \$9.1 million substandard C&I relationship previously classified as an accruing TDR that was placed in nonaccrual status during the second quarter of 2015. This relationship included a net charge-off of \$5.7 million during the nine months ending September 30, 2015.

Allowances for pooled homogeneous loans, that are not deemed impaired, are based on historical net loss experience. Estimated losses for pooled portfolios are determined differently for commercial loan pools and retail loan pools. Commercial loans are pooled into the following segments: commercial, owner-occupied, commercial real estate and construction. Each pool is further segmented by internally assessed risk ratings. Loan losses for commercial loans are estimated by determining the probability of default and expected loss severity upon default. During the nine months ended September 30, 2015, we increased the look-back period to 19 quarters from the 16 quarters used at December 31, 2014 and prior periods. This change in the look-back period resulted in an increase of \$1.3 million to

the total allowance at September 30, 2015.

Loss severity upon default is calculated as the actual loan losses (net of recoveries) on impaired loans in their respective pool during the same time frame. Retail loans are pooled into the following segments: residential mortgage, consumer secured and consumer unsecured loans. Pooled reserves for retail loans are calculated based solely on average net loss rates over the same 19 quarter look-back period.

Qualitative adjustment factors consider various current internal and external conditions which are allocated among loan types and take into consideration the following:

Current underwriting policies, staff, and portfolio mix

Internal trends of delinquency, nonaccrual and criticized loans by segment

Risk rating accuracy, control and regulatory assessments/environment

General economic conditions - locally and nationally

Market trends impacting collateral values

A competitive environment as it could impact loan structure and underwriting

The above factors are based on their relative standing compared to the period in which historic losses are used in core reserve estimates and current directional trends. Qualitative factors in our model can add or subtract to core reserves. Continued economic improvement and continued refinement of the quantitative model have driven an overall reduction in qualitative factors during the period.

The allowance methodology uses a loss emergence period (LEP), which is the period of time between an event that triggers the probability of a loss and the confirmation of the loss. We estimate the commercial LEP to be 8 quarters as of September 30, 2015. Further, our residential mortgage and consumer LEP remained at four quarters as of September 30, 2015. We evaluate LEP quarterly for reasonableness and complete a detailed historical analysis of our LEP by commercial and retail portfolios at least annually.

The final component of the allowance is a reserve for model estimation and complexity risk. The calculation of this reserve is generally quantitative; however, qualitative estimates of valuations and risk assessment, and methodology judgments are necessary. We review the qualitative estimates of valuation factors quarterly and management uses its judgment to make adjustments based on current trends. The model complexity risk factor remained at 3 basis points of total loans for September 30, 2015.

Our loan officers and risk managers meet at least quarterly to discuss and review the conditions and risks associated with individual problem loans. In addition, various regulatory agencies periodically review our loan ratings and allowance for loan losses and the Bank s internal loan review department performs loan reviews.

The following tables provide the activity of our allowance for loan losses and loan balances for three and nine months ended September 30, 2015:

(In Thousands)	Сог	mmercial	Oc	-	nmercial ortgages(	structio	Res	sidential	Со		plexit Risk (1)	у	Total
Three months					00								
ended													
September 30, 2015													
Allowance for loan losses													
Beginning													
balance	\$	14,512	\$	6,733	\$ 6,831	\$ 3,313	\$	2,709	\$	5,788	\$ 959	\$	40,845
Charge-offs		(4,147)		(26)	(804)			(130)		(1,499)			(6,606)
Recoveries		84		40	14	19		158		405			720
Provision (credit	)	303		(62)	231	306		(362)		1,086	11		1,513
Provision for acquired loans					(71)	104		(92)		(1)			(60)
Ending balance	\$	10,752	\$	6,685	\$ 6,201	\$ 3,742	\$	2,283	\$	5,779	\$ 970	\$	36,412
Nine months ended September 30,													

39,426
(10,582)
1,556
5,374
638
36,412
2,584
33,392
436
36,412
37,531 (2)
,195,477
121,780
13,203
,

The following table provides the activity of the allowance for loan losses and loan balances for the three and nine months ended September 30, 2014:

Owr	ner Occup	o <b>i</b> edr	nmercial						C	Risk	у	
nerciaC	ommercia	al Mo	ortgages	Con	struction	Res	sidential	Co	nsumer	(1)		Total
3,346	\$ 7,986	\$	7,617	\$	2,319	\$	2,759	\$	6,299	\$ 1,055	\$	41,381
(1,840)	(272)	)	(101)				(147)		(372)			(2,732)
66			4		8		86		261			502
1,833	454		(1,097)		(897)		(6)		56	(10)		333
					. ,							
3,405	\$ 8,245	\$	6,423	\$	1,430	\$	2,692	\$	6,244	\$ 1,045	\$	39,484
2,751	\$ 7,638	\$	6,932	\$	3,326	\$	3,078	\$	6,494	\$ 1,025	\$	41,244
(3,335)	(593)	)	(261)		(88)		(674)		(2,095)			(7,046)
873	244		43		192		129		792			2,273
3,116	956		(291)		(2,000)		159		1,053	20		3,013
3,405	\$ 8,245	\$	6,423	\$	1,430	\$	2,692	\$	6,244	\$ 1,045	\$	39,484
1 573	\$ 002	¢	240	¢		\$	850	¢	211	\$	¢	3 867
1,573	\$ 993	\$	240	\$		\$	850	\$	211	\$	\$	3,867
	merciaC 3,346 (1,840) 66 1,833 3,405 2,751 (3,335) 873 3,116	a)       3,346       \$ 7,986         (1,840)       (272)         66       77         1,833       454         3,405       \$ 8,245         2,751       \$ 7,638         (3,335)       (593)         873       244         3,116       956	3,346       \$ 7,986       \$         (1,840)       (272)       66       77         1,833       454	merciaCommercial Mortgages3,346\$7,986\$7,617 $(1,840)$ $(272)$ $(101)$ 667741,833454 $(1,097)$ 3,405\$8,245\$6,4232,751\$7,638\$6,932 $(3,335)$ $(593)$ $(261)$ 873244433,116956 $(291)$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	arciaCommercial MortgagesConstruction3,346\$ 7,986\$ 7,617\$ 2,319 $(1,840)$ $(272)$ $(101)$ $(66$ $77$ 48 $1,833$ 454 $(1,097)$ $(897)$ $3,405$ \$ 8,245\$ 6,423\$ 1,4302,751\$ 7,638\$ 6,932\$ 3,326 $(3,335)$ $(593)$ $(261)$ $(88)$ $873$ $244$ 43192 $3,116$ 956 $(291)$ $(2,000)$	arciaCommercial MortgagesConstructionRes3,346\$7,986\$7,617\$2,319\$(1,840)(272)(101) $66$ 77481,833454(1,097)(897)3,405\$8,245\$6,423\$1,430\$2,751\$7,638\$6,932\$3,326\$(3,335)(593)(261)(88)873244431923,116956(291)(2,000)	merciaCommercial MortgagesConstructionResidential3,346\$7,986\$7,617\$2,319\$2,759 $(1,840)$ $(272)$ $(101)$ $(147)$ 667748861,833454 $(1,097)$ $(897)$ $(6)$ 3,405\$8,245\$6,423\$1,430\$2,6922,751\$7,638\$6,932\$3,326\$3,078 $(3,335)$ $(593)$ $(261)$ $(88)$ $(674)$ 873244431921293,116956 $(291)$ $(2,000)$ 159	merciaCommercial MortgagesConstructionResidential Co $3,346$ \$7,986\$7,617\$2,319\$2,759\$ $(1,840)$ $(272)$ $(101)$ $(147)$ $(147)$ $(147)$ $(6)$ $66$ $77$ 4886 $1,833$ $454$ $(1,097)$ $(897)$ $(6)$ $3,405$ \$ $8,245$ \$ $6,423$ \$ $1,430$ \$ $2,692$ \$ $2,751$ \$ $7,638$ \$ $6,932$ \$ $3,326$ \$ $3,078$ \$ $(3,335)$ $(593)$ $(261)$ $(88)$ $(674)$ 873 $244$ $43$ $192$ $129$ $3,116$ $956$ $(291)$ $(2,000)$ $159$ $159$	Owner OccupÆdmmercial MortgagesConstructionResidential Consumer         3,346       \$ 7,986       \$ 7,617       \$ 2,319       \$ 2,759       \$ 6,299         (1,840)       (272)       (101)       (147)       (372)         66       77       4       8       86       261         1,833       454       (1,097)       (897)       (6)       56         3,405       \$ 8,245       \$ 6,423       \$ 1,430       \$ 2,692       \$ 6,244         2,751       \$ 7,638       \$ 6,932       \$ 3,326       \$ 3,078       \$ 6,494         (3,335)       (593)       (261)       (88)       (674)       (2,095)         873       244       43       192       129       792         3,116       956       (291)       (2,000)       159       1,053	Wore OccupiédimmercialRisk (1)3,346\$7,986\$7,617\$2,319\$2,759\$6,299\$1,055(1,840)(272)(101)(147)(372)(147)(372)(101)(147)(372)66774886261(10)1,833454(1,097)(897)(6)56(10)3,405\$8,245\$6,423\$1,430\$2,692\$6,244\$1,0452,751\$7,638\$6,932\$3,326\$3,078\$6,494\$1,025(3,335)(593)(261)(88)(674)(2,095)1,05320873244431921297923,116956(291)(2,000)1591,05320	(1)3,346\$7,986\$7,617\$2,319\$2,759\$6,299\$1,055\$(1,840)(272)(101)(147)(372)(147)(372) $(147)$ (372) $(10)$ $(147)$ (372)66774886261 $(10)$ $(10)$ $(147)$ $(56)$ $(10)$ 3,405\$8,245\$6,423\$1,430\$2,692\$6,244\$1,045\$2,751\$7,638\$6,932\$3,326\$3,078\$6,494\$1,025\$2,751\$7,638\$6,932\$3,326\$3,078\$6,494\$1,025\$3,335)(593)(261)(88)(674)(2,095)7927927923,116956(291)(2,000)1591,05320

Period-end loan							
balances							
evaluated for:							
Loans							
individually							
evaluated for							
impairment	\$ 3,683	\$ 3,390	\$ 8,760	\$ 1,419	\$ 16,807	\$ 6,610	\$ \$ 40,669 <sup>(2)</sup>
Loans							
collectively							
evaluated for							
impairment	839,753	760,680	737,394	131,996	193,792	309,478	2,973,093
Acquired							
nonimpaired							
loans	35,300	41,858	41,071	10,666	18,105	9,671	156,671
Acquired							
impaired loans	3,534	2,329	6,687	4,135	517	27	17,229
•							
Ending balance	\$ 882,270	\$ 808,257	\$ 793,912	\$ 148,216	\$ 229,221	\$325,786	\$ \$ 3,187,662 (3)

Ending balance \$ 13,405 \$ 8,245 \$ 6,423 \$ 1,430 \$ 2,692 \$ 6,244 \$ 1,045 \$ 39,484

- <sup>(1)</sup> Represents the portion of the allowance for loan losses established to account for the inherent complexity and uncertainty of estimates.
- (2) The difference between this amount and nonaccruing loans represents accruing troubled debt restructured loans of \$13.6 million and \$11.8 million for the periods ending September 30, 2015 and 2014, respectively. Accruing troubled debt restructured loans are considered impaired loans.

<sup>(3)</sup> Ending loan balances do not include deferred costs.

Nonaccrual and Past Due Loans

Nonaccruing loans are those on which the accrual of interest has ceased. We discontinue accrual of interest on originated loans after payments become more than 90 days past due or earlier if we do not expect the full collection of principal or interest in accordance with the terms of the loan agreement. Interest accrued but not collected at the date a loan is placed on nonaccrual status is reversed and charged against interest income. In addition, the accretion of net deferred loan fees is suspended when a loan is placed on nonaccrual status. Subsequent cash receipts are applied either to the outstanding principal balance or recorded as interest income, depending on our assessment of the ultimate collectability of principal and interest. Loans greater than 90 days past due and still accruing are defined as loans contractually past due 90 days or more as to principal or interest payments, but remain in accrual status because they are considered well secured and in the process of collection.

The following tables show our nonaccrual and past due loans at the dates indicated:

		Gr	eater Tha 90	an				
			Days					
			Past					
			Due	<b>Total Past</b>				
September 30, 20	)1530 59 Day	60 89 Days	and	Due	Accruing	Acquired		
	Past Due a <b>Pa</b>	st Due and	Still	And Still	Current	Impaired	Nonaccrual	Total
(In Thousands)	Still AccruSt	l Accruin	Accruing	Accruing	Balances	Loans	Loans	Loans
Commercial	\$ 587	\$	\$	<b>\$ 587</b>	\$ 929,432	\$ 2,627	\$ 5,414	\$ 938,060
<b>Owner-Occupied</b>	1							
commercial	1,300			1,300	806,883	2,195	1,170	811,548
Commercial								
mortgages					862,196	5,400	6,720	874,316
Construction					200,567	2,594		203,161
Residential	4,436	1,081	423	5,940	186,788	380	6,588	199,696
Consumer	1,034	245	495	1,774	335,405	7	4,024	341,210
	<i>,</i>			,				
Total (1)	\$7,357	\$1,326	<b>\$ 918</b>	\$ 9,601	\$ 3,321,271	\$13,203	\$23,916	\$ 3,367,991
	,							
% of Total Loan	s 0.22%	0.04%	0.03%	0.29%	98.61%	0.39%	<b>6 0.71%</b>	100%

<sup>(1)</sup> The balances of above include \$121.8 million of acquired nonimpaired loans.

		Gre	eater Thai	Total Past				
		60 89	90	Due				
December 31, 20	1430 59 Day	s Days	Days	And	Accruing	Acquired		
	Past Due affe	lst Due arad	st Due and	d Still	Current	Impaired	Nonaccrual	Total
(In Thousands)	Still AccruSti	gl Accrusini	Accruin	Accruing	Balances	Loans	Loans	Loans
Commercial	\$ 715	\$	\$	\$ 715	\$ 913,382	\$ 3,269	\$ 2,706	\$ 920,072
Owner-occupied								
commercial	393			393	783,466	2,264	2,475	788,598
Commercial								
mortgages	203			203	791,035	5,976	8,245	805,459
Construction					138,634	3,863		142,497
Residential	3,879	604		4,483	206,266	512	7,068	218,329
Consumer	1,241	342	4	1,587	322,390	9	3,557	327,543
Total <sup>(1)</sup>	\$ 6,431	\$ 946	\$ 4	\$7,381	\$3,155,173	\$15,893	\$24,051	\$ 3,202,498
% of Total Loans	0.20%	0.03%	0.00%	0.23%	98.52%	0.50%	0.75%	100%

<sup>(1)</sup> The balances of above include \$145.8 million of acquired nonimpaired loans *Impaired Loans* 

Loans for which it is probable we will not collect all principal and interest due according to their contractual terms, which is assessed based on the credit characteristics of the loan and/or payment status, are measured for impairment in accordance with the provisions of SAB 102 and FASB ASC 310, *Receivables* (ASC 310). The amount of impairment is required to be measured using one of three methods: (1) the present value of expected future cash flows discounted at the loan s effective interest rate; (2) the fair value of collateral, if the loan is collateral dependent or (3) the loan s observable market price. If the measure of the impaired loan is less than the recorded investment in the loan, a related allowance is allocated for the impairment.

The following tables provide an analysis of our impaired loans at September 30, 2015 and December 31, 2014:

September 30, 2015	Ending Loan	Loans with No Related	Loans with Related	Related	Contractual Principal	Average Loan
(In Thousands)	Balances	Reserve (1)	Reserve	Reserve	Balances	Balances
Commercial	\$ 6,138	\$ 3,783	\$ 2,355	\$ 1,346	\$ 12,836	\$ 8,900
<b>Owner-occupied commercial</b>	2,090	1,170	920	28	2,468	2,364
Commercial mortgages	7,896	3,524	4,372	294	11,269	8,361
Construction	1,492		1,492	215	1,520	1,448
Residential	14,711	8,185	6,526	935	17,187	15,483
Consumer	7,749	6,575	1,174	202	9,290	6,590
Total <sup>(2)</sup>	\$ 40,076	\$ 23,237	\$ 16,839	\$ 3,020	\$ 54,570	\$ 43,146

		Loans with				
		No				
December 31, 2014	Ending	Related	Loans with		Contractual	Average
	Loan	Reserve	Related	Related	Principal	Loan
(In Thousands)	Balances	(1)	Reserve	Reserve	Balances	Balances
Commercial	\$ 12,381	\$ 580	\$ 11,801	\$ 3,034	\$ 20,924	\$ 5,952
Owner-occupied commercial	2,474	1,865	609	609	3,708	4,461
Commercial mortgages	8,335	4,732	3,603	319	14,383	11,005
Construction	1,419		1,419	334	1,419	1,013
Residential	15,666	7,068	8,598	790	18,967	17,296
Consumer	6,376	3,557	2,819	231	7,162	5,902
Total	\$ 46,651	\$ 17,802	\$ 28,849	\$ 5,317	\$ 66,563	\$ 45,629

- <sup>(1)</sup> Reflects loan balances at or written down to their remaining book balance.
- <sup>(2)</sup> The above includes acquired impaired loans totaling \$2.5 million in the ending loan balance and \$3.3 million in the contractual principal balance.

Interest income of \$372,000 and \$1.3 million was recognized on impaired loans during the three and nine months ended September 30, 2015, respectively. Interest income of \$401,000 and \$1.1 million was recognized on impaired loans during the three and nine months ended September 30, 2014.

As of September 30, 2015, there were 37 residential loans and 13 commercial loans in the process of foreclosure. The total outstanding balance on the loans was \$4.3 million and \$2.2 million, respectively. As of December 31, 2014, there were 36 residential loans and 12 commercial loans in the process of foreclosure. The total outstanding balance on the loans was \$4.4 million and \$1.1 million, respectively.

### Reserves on Acquired Nonimpaired Loans

In accordance with FASB ASC 310, loans acquired by the Bank through its merger with FNBW are required to be reflected on the balance sheet at their fair values on the date of acquisition as opposed to their contractual values. Therefore, on the date of acquisition establishing an allowance for acquired loans is prohibited. After the acquisition date the Bank performs a separate allowance analysis on a quarterly basis to determine if an allowance for loan loss is necessary. Should the credit risk calculated exceed the purchased loan portfolio s remaining credit mark, additional reserves will be added to the Bank s allowance. When a purchased loan becomes impaired after its acquisition, it is evaluated as part of the Bank s reserve analysis and a specific reserve is established to be included in the Bank s allowance.

### Credit Quality Indicators

Below is a description of each of our risk ratings for all commercial loans:

Pass. These borrowers presently show no current or potential problems and their loans are considered fully collectible.

*Special Mention.* Borrowers have potential weaknesses that deserve management s close attention. Borrowers in this category may be experiencing adverse operating trends, for example, declining revenues or margins, high leverage, tight liquidity, or increasing inventory without increasing sales. These adverse trends can have a potential negative effect on the borrower s repayment capacity. These assets are not adversely classified and do not expose the Bank to significant risk that would warrant a more severe rating. Borrowers in this category may also be experiencing significant management problems, pending litigation, or other structural credit weaknesses.

*Substandard.* Borrowers have well-defined weaknesses that require extensive oversight by management. Borrowers in this category may exhibit one or more of the following: inadequate debt service coverage, unprofitable operations, insufficient liquidity, high leverage, and weak or inadequate capitalization. Relationships in this category are not adequately protected by the sound financial worth and paying capacity of the obligor or the collateral pledged on the loan, if any. The distinct possibility exists that the Bank will sustain some loss if the deficiencies are not corrected.

*Doubtful.* Borrowers have well-defined weaknesses inherent in the Substandard category with the added characteristic that the possibility of loss is extremely high. Current circumstances in the credit relationship make collection or liquidation in full highly questionable. A doubtful asset has some pending event that may strengthen the asset that defers the loss classification. Such impending events include: perfecting liens on additional collateral, obtaining collateral valuations, an acquisition or liquidation preceding, proposed merger, or refinancing plan.

*Loss.* Borrowers are uncollectible or of such negligible value that continuance as a bankable asset is not supportable. This classification does not mean that the asset has absolutely no recovery or salvage value, but rather that it is not practical to defer writing off this asset even though partial recovery may be recognized sometime in the future.

### Residential and Consumer Loans

The residential and consumer loan portfolios are monitored on an ongoing basis using delinquency information and loan type as credit quality indicators. These credit quality indicators are assessed in the aggregate in these relatively homogeneous portfolios. Loans that are greater than 90 days past due are generally considered nonperforming and placed on nonaccrual status.

The tables below provide information about the credit quality of loans in our commercial and residential and consumer portfolios.

Commercial Credit Exposure

	Comm	nercial		Occupied nercial		nercial gages	Const	ruction	To September		mercial <sup>(1)</sup> Dec.
	Sept. 30,	Dec. 31	Sept. 30,	Dec. 31	Sept. 30,	Dec. 31	Sept. 30,	Dec. 31	2015	-	201
	2015	2014	2015	2014	2015	2014	2015	2014	Amount	%	Amount
g:											
	\$ 13,759	\$ 4,744	\$ 16,048	\$ 6,989	\$ 10,239	\$ 9,065	\$	\$	\$ 40,046		\$ 20,79
d:											
	36,048	42,377	14,348	14,436	1,252	9,167	8,194	1,085	59,842		67,06
	4,426	1,225	1,170	1,865	6,479	7,927	,		12,075		11,01
	988	3,034	,	609	241	319		334	1,229		4,29
ial											
rd	55,221	51,380	31,566	23,899	18,211	26,478	8,194	1,419	113,192	4%	103,17
	,				,		,	, i i i i i i i i i i i i i i i i i i i	, í		
	2,627	3,269	2,195	2,264	5,400	5,976	2,594	3,863	12,816	0	15,37
	880,212	865,423	777,787	762,435	850,705	773,005	192,373	137,215	2,701,077	96	2,538,07
	\$ 938,060	\$920,072	\$ 811,548	\$ 788,598	\$874,316	\$805,459	\$ 203,161	\$ 142,497	\$ 2,827,085	100%	\$2,656,62

(1) Table includes \$100.7 million and \$119.8 million of acquired nonimpaired loans as of September 30, 2015 and December 31, 2014, respectively.
 Residential and Consumer Credit Exposure

(In Thousands)	Resid	ential	Cons	umer	Total Residential and Consumer <sup>(2)</sup>						
	Sept. 30,	Dec. 31	Sept. 30, Dec. 31		30-Sep-15		Dec. 31,	2014			
	2015	2014	2015	2014	Amount	Percent	Amount	Percent			
Nonperforming <sup>(1)</sup>	\$ 14,613	\$ 15,666	\$ 7,749	\$ 6,376	\$ 22,362	4%	\$ 22,042	4%			
Acquired impaired loans	380	512	7	9	387		521				
Performing	184,703	202,151	333,454	321,158	518,157	96	523,309	96			
Total	\$ 199,696	\$218,329	\$ 341,210	\$ 327,543	\$ 540,906	100%	\$ 545,872	100%			

- (1) Includes \$11.8 million as of September 30, 2015 and \$11.4 million as of December 31, 2014 of troubled debt restructured mortgages and home equity installment loans that are performing in accordance with the loans modified terms and are accruing interest.
- (2) Total includes \$21.1 million and \$26.0 million in acquired nonimpaired loans as of September 30, 2015 and December 31, 2014, respectively.

Troubled Debt Restructurings (TDR)

TDRs are recorded in accordance with FASB ASC 310-40, *Troubled Debt Restructuring by Creditors (ASC 310-40)*. The balance of TDRs at September 30, 2015 and December 31, 2014 was \$32.5 million and \$36.2 million, respectively. The balance at September 30, 2015 included approximately \$18.9 million of TDRs in nonaccrual status and \$13.6 million of TDRs in accrual status compared to \$13.6 million in nonaccrual status and \$22.6 million in accrual status at December 31, 2014. Approximately \$2.3 million and \$4.2 million in related reserves have been established for these loans at September 30, 2015 and December 31, 2014, respectively.

During the nine months ended September 30, 2015, the terms of 23 loans were modified in TDRs. Sixteen modifications were for consumer loans in which seven had their maturity dates extended, six were discharged bankruptcies, one was a rate concession and two were HELOC conversions. Six were residential mortgages in which three were discharged bankruptcies, two were maturity date extensions and one was a forbearance agreement. One commercial loan received a maturity date extension. Our concessions on restructured loans typically consist of forbearance agreements, reduction in interest rates or extensions of maturities. Principal balances are generally not forgiven when a loan is modified as a TDR. Nonaccruing restructured loans remain in nonaccrual status until there has been a period of sustained repayment performance, typically six months and payment is reasonably assured.

The following table presents loans identified as TDRs during the three and nine months ended September 30, 2015 and 2014.

	Thi Months Septem	Ended	Mont	Three hs Ended ember 30,	Mont	Nine hs Ended ember 30,	Mont	Nine hs Ended mber 30,
(In Thousands)	20	-	-	2014	-	2015		2014
Commercial	\$		\$	88	\$		\$	209
<b>Owner Occupied Commercial</b>						577		
Commercial mortgages				3,430				3,430
Construction				1,419				1,419
Residential		38		72		447		1,916
Consumer		643		1,097		1,306		1,612
Total	\$	681	\$	6,106	\$	2,330	\$	8,586

During the nine months ended September 30, 2015, the TDRs set forth in the table above increased our allowance \$23,000 through the allocation of a related reserve, and resulted in charge-offs of \$69,000 compared to an increase in our allowance of \$395,000 and charge-offs of \$49,000 for the same period of 2014.

### 7. REVERSE MORTGAGE LOANS

Reverse mortgage loans are contracts in which a homeowner borrows against the equity in his/her home and receives cash in one lump sum payment, a line of credit, fixed monthly payments for either a specific term or for as long as the homeowner lives in the home, or a combination of these options. Since reverse mortgages are nonrecourse obligations, the loan repayments are generally limited to the sale proceeds of the borrower s residence and the mortgage balance consists of cash advanced, interest compounded over the life of the loan and some may include a premium which represents a portion of the shared appreciation in the home s value, if any, or a percentage of the value of the residence.

Our investment in reverse mortgages totaled \$24.5 million at September 30, 2015. The portfolio consists of 97 loans with an average borrowers age of 94 years old and there is currently significant overcollateralization in the portfolio, as the realizable collateral value (the lower of collectible principal and interest, or appraised value and annual broker price opinion of the home) of \$47.1 million exceeds the outstanding book balance at September 30, 2015. Broker price opinions are updated at least annually. Additional broker price opinions are obtained when our quarterly review indicates that a home s value has increased or decreased by at least 50% during any given period.

The carrying value of the reverse mortgages is calculated using a proprietary model that uses the income approach as described in FASB ASC 820-10, *Fair Value Measurements and Disclosure* (ASC 820-10). The model is a present value cash flow model which describes the components of a present value measurement. The model incorporates the projected cash flows of the loans (includes payouts and collections) and then discounts these cash flows using the effective yield required on the life of the portfolio to reduce the net investment to zero at the time the final reverse mortgage contract is liquidated. The inputs to the model reflect our expectations of what other market participants would use in pricing this asset in a current transaction and therefore is consistent with ASC 820 that requires an exit price methodology for determining fair value.

To determine the carrying value of these reverse mortgages as of September 30, 2015, we used the proprietary model described above and actual cash flow information to estimate future cash flows. There are three main drivers of cash flows; 1) move-out rates, 2) house price appreciation (HPA) forecasts, and 3) internal rate of return.

- Move-out rates We used the actuarial estimates of contract termination provided in the United States Mortality Rates Period Life Table, 2010, published by the Office of the Actuary - Social Security in 2014, adjusted for expected prepayments and relocations which we adopted during 2014.
- 2) House Price Appreciation We utilize house price forecasts from various market sources. Based on this information, we forecasted a 2.5% increase in housing prices during 2015 and a 2.0% increase in the following year and thereafter. We believe this forecast continues to be appropriate given the nature of reverse mortgage collateral and historical under-performance to the broad housing market. Annually, during the fourth quarter, current collateral values are updated through broker price opinions.
- 3) Internal Rate of Return As of September 30, 2015, the internal rate of return (IRR) of 18.58% was the effective yield required on the life of the portfolio to reduce the net investment to zero at the time the final reverse mortgage contract is liquidated.

As of September 30, 2015, the Company s actuarially estimated cash payments to reverse mortgagors are as follows:

(In Thousands)		
Year Ending		
Remaining in 2015	\$	152
2016		538
2017		429
2018		338
2019		264
Years 2020 - 2024		624
Years 2025 - 2029		131
Years 2030 - 2034		21
Thereafter		2
Total <sup>(1)</sup>	\$2	2,499

<sup>(1)</sup> This table does not take into consideration cash inflow including payments from mortgagors or payoffs based on contractual terms.

The amount of the contract value that would be forfeited if we were not to make cash payments to reverse mortgagors in the future is \$5.2 million.

The future cash flows depend on the HPA assumptions. If the future changes in collateral value were assumed to be zero, income would decrease by \$685,000 for the quarter ended September 30, 2015 with an IRR of 17.52%. If the future changes in collateral value were assumed to be reduced by 1%, income would decrease by \$315,000 with an IRR of 18.09%.

The net present value of the projected cash flows depends on the IRR used. If the IRR increased by 1%, the net present value would increase by \$769,000. If the IRR decreased by 1%, the net present value would decrease by \$752,000.

### 8. GOODWILL AND INTANGIBLES

In accordance with FASB ASC 805, *Business Combinations* (ASC 805) and FASB ASC 350, *Intangibles-Goodwill and Other* (ASC 350), all assets and liabilities acquired in purchase acquisitions, including goodwill, indefinite-lived intangibles and other intangibles are recorded at fair value.

During the nine months ended September 30, 2015, we determined there were no events or other indicators of impairment as it relates to goodwill or other intangibles.

The following table shows the allocation of goodwill to our reportable operating segments for purposes of goodwill impairment testing:

			T	rust &		
	WSFS	Cash	V	Vealth	Con	solidated
(In Thousands)	Bank	Connect	Man	agement	C	ompany
December 31, 2014	\$ 43,517	\$	\$	5,134	\$	48,651
Changes in goodwill	136					136
September 30, 2015	\$ 43,653	\$	\$	5,134	\$	48,787

ASC 350 also requires that an acquired intangible asset be separately recognized if the benefit of the intangible asset is obtained through contractual or other legal rights, or if the asset can be sold, transferred, licensed, rented or exchanged, regardless of the acquirer s intent to do so.

The following table summarizes intangible assets:

	(	Gross				Net
(In Thousands)	Int	angible	Accu	umulated	Int	angible
September 30, 2015	A	Assets	Amo	ortization	A	ssets
Core deposits	\$	7,610	\$	(4,170)	\$	3,440
CB&T intangibles		3,142		(1,133)		2,009
Array and Arrow intangibles		2,353		(759)		1,594
Mortgage servicing rights		1,422		(913)		509
Total intangible assets	\$	14,527	\$	(6,975)	\$	7,552
December 31, 2014						
Core deposits	\$	7,610	\$	(3,321)	\$	4,289
CB&T intangibles		3,142		(985)		2,157
Array and Arrow intangibles		2,353		(497)		1,856
Mortgage servicing rights		1,455		(815)		640
Total intangible assets	\$	14,560	\$	(5,618)	\$	8,942
-						

Core deposits are amortized over their expected lives using the present value of the benefit of the core deposits, straight-line or accelerated methods of amortization. During the nine months ended September 30, 2015, we recognized amortization expense on other intangible assets of \$1.3 million.

The following presents the estimated amortization expense of intangibles:

(In Thousands)	 rtization tangibles
Remaining in 2015	\$ 430
2016	1,434
2017	1,217
2018	1,137
2019	962
Thereafter	2,372
Total	\$ 7,552

### 9. ASSOCIATE BENEFIT PLANS

#### Postretirement Benefits

We share certain costs of providing health and life insurance benefits to eligible retired Associates and their eligible dependents. Previously, all Associates were eligible for these benefits if they reached normal retirement age while working for us. Effective March 31, 2014, we changed the eligibility of this plan to include only those Associates who have achieved ten years of service with us as of March 31, 2014. As of December 31, 2014, we began to use the mortality table issued by the Office of the Actuary of the United States Bureau of Census in October 2014 in our calculation.

We account for our obligations under the provisions of FASB ASC 715, *Compensation - Retirement Benefits* (ASC 715). ASC 715 requires that the costs of these benefits be recognized over an Associate s active working career. Amortization of unrecognized net gains or losses resulting from experience different from that assumed and from changes in assumptions is included as a component of net periodic benefit cost over the remaining service period of active employees to the extent that such gains and losses exceed 10% of the accumulated postretirement benefit obligation, as of the beginning of the year.

The following are disclosures of the net periodic benefit cost components of postretirement benefits measured at January 1, 2015 and 2014.

	Three months ended September 30,			ths ended ber 30,
(In Thousands)	2015	2014	2015	2014
Service cost	<b>\$ 15</b>	\$ 49	<b>\$ 44</b>	\$ 147
Interest cost	22	48	66	146
Prior service cost amortization	(19)	(14)	(57)	(44)
Net (gain) loss recognition	(5)	22	(15)	66
Net periodic benefit cost	<b>\$ 13</b>	\$ 105	\$ 38	\$ 315

### **10. INCOME TAXES**

We account for income taxes in accordance with FASB ASC 740, *Income Taxes* (ASC 740). ASC 740 requires the recording of deferred income taxes that reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. We exercise significant judgment in the evaluation of the amount and timing of the recognition of the resulting tax assets and liabilities. The judgments and estimates required for the evaluation are updated based upon changes in business factors and the tax laws. If actual results differ from the assumptions and other considerations used in estimating the amount and timing of tax recognized, there can be no assurance that additional expenses will not be required in future periods.

As a result of the consolidation for accounting purposes of the SASCO reverse mortgage securitization trust during 2013, a deferred tax asset (DTA) of approximately \$4.9 million was recorded. In addition, we recorded a \$1.8 million deferred tax liability associated with our original investment in SASCO. However, because SASCO was not consolidated for income tax purposes, a full valuation allowance was also recorded on this DTA due to the uncertainty of its realization, as the realization was dependent on future taxable income. On January 27, 2014 the separate company SASCO tax structure was eliminated, which permits tax consolidation within the Bank s tax return filings on a prospective basis. At this date, the uncertainty surrounding the realization of the DTA was eliminated. Accordingly, we removed the \$4.9 million valuation allowance as well as eliminated the \$1.8 million deferred tax liability, which resulted in an overall income tax benefit of \$6.7 million in the quarter ended March 31, 2014.

ASC 740 prescribes a minimum probability threshold that a tax position must meet before a financial statement benefit is recognized. We recognize, when applicable, interest and penalties related to unrecognized tax benefits in the provision for income taxes in the financial statements. Assessment of uncertain tax positions under ASC 740 requires careful consideration of the technical merits of a position based on our analysis of tax regulations and interpretations.

There were no unrecognized tax benefits as of September 30, 2015. We record interest and penalties on potential income tax deficiencies as income tax expense. Our federal and state tax returns for the 2012 through 2014 tax years are subject to examination as of September 30, 2015. No state income tax return examinations are currently in process. We do not expect to record or realize any material unrecognized tax benefits during 2015.

As a result of the adoption of ASU No. 2014-01, *Investments-Equity Method and Joint Ventures: Accounting for Investments in Qualified Affordable Housing Projects*, the amortization of our low-income housing credit investments has been reflected as income tax expense. Accordingly, \$477,000 and \$1.4 million of such amortization has been reflected as income tax expense for the three and nine months ended September 30, 2015, respectively, compared to \$294,000 and \$881,000 for the same periods in 2014.

The amount of affordable housing tax credits, amortization and tax benefits recorded as income tax expense for the nine months ended September 30, 2015 were \$1.5 million, \$1.4 million and \$223,000, respectively. The carrying value of the investment in affordable housing credits is \$11.4 million at September 30, 2015, compared to \$13.0 million at December 31, 2014.

### 11. FAIR VALUE DISCLOSURES OF FINANCIAL ASSETS AND LIABILITIES

### FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

ASC 820-10 defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. ASC 820-10 establishes a fair value hierarchy that prioritizes the use of inputs used in valuation methodologies into the following three levels:

Level 1: Inputs to the valuation methodology are quoted prices, unadjusted, for identical assets or liabilities in active markets. A quoted price in an active market provides the most reliable evidence of fair value and shall be used to measure fair value whenever available.

Level 2: Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets; inputs to the valuation methodology include quoted prices for identical or similar assets or liabilities in markets that are not active; or inputs to the valuation methodology that are derived principally from or can be corroborated by observable market data by correlation or other means.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement. Level 3 assets and liabilities include financial instruments whose value is determined using discounted cash flow methodologies, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

A description of the valuation methodologies used for instruments measured at fair value, as well as the general classification of such instruments pursuant to the valuation hierarchy as of September 30, 2015 is set forth in the following table:

(In Thousands)	Quoted Prices in Active Markets for Identical Asset (Level	Significant Other Observable Inputs	Significant Unobservable Inputs	Total Fair
Description	1)	(Level 2)	(Level 3)	Value
Assets measured at fair value on a recurring basis				
Collateralized mortgage obligations	\$	\$ 253,667	\$	\$ 253,667
FNMA		299,772		299,772
FHLMC		110,474		110,474
GNMA		61,711		61,711
U.S. Government and agencies		31,107		31,107
Total assets measured at fair value on a recurring basis	\$	\$ 756,731	\$	\$ 756,731

Assets measured at fair value on a					
nonrecurring basis					
Other real estate owned	\$	\$	\$	3,299	\$ 3,299
Loans held-for-sale		3	33,979		33,979
Impaired loans (collateral dependent)				37,056	37,056
Total assets measured at fair value on a					
nonrecurring basis	\$	\$ 3	33,979 \$	40,355	\$ 74,334
ere were no material liabilities measured at fail	ir value as of S	September 30	0, 2015.		

The table below presents the balances of assets measured at fair value as of December 31, 2014:

(In Thousands)	Identical Asset (Level	Observal Inputs	ble U	Significant Inobservable Inputs	Total Fair
Description	1)	(Level 2	2)	(Level 3)	Value
Assets measured at fair value on a recurring					
pasis					
Available-for-sale securities:	•	*		•	*
Collateralized mortgage obligations	\$	\$ 192,9		\$	\$ 192,932
FNMA		292,5			292,553
FHLMC		146,8			146,882
GNMA		77,7			77,797
U.S. Government and agencies		29,9	60		29,960
Fotal assets measured at fair value on a recurring basis	\$	\$ 740,1	24 5	\$	\$ 740,124
Assets measured at fair value on a nonrecurring pasis					
Other real estate owned	\$	\$	5	\$ 5,734	\$ 5,734
Loans held-for sale		28,5	08		28,508
Impaired loans				41,334	41,334
Fotal assets measured at fair value on a					
nonrecurring basis e were no material liabilities measured at fair valu	\$	\$ 28,5		\$ 47,068	\$ 75,576

There were no material liabilities measured at fair value as of December 31, 2014.

Fair value is based upon quoted market prices, where available. If such quoted market prices are not available, fair value is based upon internally developed models or obtained from third parties that primarily use, as inputs, observable market-based parameters. Valuation adjustments may be made to ensure that financial instruments are recorded at fair value. These adjustments may include unobservable parameters. Our valuation methodologies may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. While we believe our valuation methodologies are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date.

### Available-for-sale securities

As of September 30, 2015 securities classified as available-for-sale are reported at fair value using Level 2 inputs. Included in the Level 2 total are approximately \$31.1 million in Federal Agency debentures, and \$725.6 million in Federal Agency MBS. We believe that this Level 2 designation is appropriate for these securities under ASC 820-10

# Table of Contents

as, with almost all fixed income securities, none are exchange traded, and all are priced by correlation to observed market data. For these securities we obtain fair value measurements from an independent pricing service. The fair value measurements consider observable data that may include dealer quotes, market spreads, cash flows, U.S. government and agency yield curves, live trading levels, trade execution data, market consensus prepayment speeds, credit information, and the security s terms and conditions, among other factors.

### Other real estate owned

Other real estate owned consists of loan collateral which has been repossessed through foreclosure or other measures. Initially, foreclosed assets are recorded at the lower of the loan balance or fair value of the collateral less estimated selling costs. Subsequent to foreclosure, valuations are updated periodically and the assets may be marked down further, reflecting a new cost basis. The fair value of our real estate owned was estimated using Level 3 inputs based on appraisals obtained from third parties.

### Loans held-for-sale

During 2014 we elected to record loans held-for-sale at their fair value. The fair value of our loans held-for-sale is based upon estimates using Level 2 inputs. These inputs are based upon pricing information obtained from secondary markets and brokers and applied to loans with similar interest rates and maturities.

### Impaired loans

We evaluate and value impaired loans at the time the loan is identified as impaired, and the fair values of such loans are estimated using Level 3 inputs in the fair value hierarchy. Each loan s collateral has a unique appraisal and management s discount of the value is based on the factors unique to each impaired loan. The significant unobservable input in determining the fair value is management s subjective discount on appraisals of the collateral securing the loan, which range from 10% - 50%. Collateral may consist of real estate and/or business assets including equipment, inventory and/or accounts receivable and the value of these assets is determined based on the appraisals by qualified licensed appraisers hired by us. Appraised and reported values may be discounted based on management s historical knowledge, changes in market conditions from the time of valuation, estimated costs to sell, and/or management s expertise and knowledge of the client and the client s business.

Impaired loans, which are measured for impairment by either calculating the expected future cash flows discounted at the loan s effective interest rate or determining the fair value of the collateral for collateral dependent loans has a gross amount of \$40.1 million and \$46.7 million at September 30, 2015 and December 31, 2014, respectively. The valuation allowance on impaired loans was \$3.0 million as of September 30, 2015 and \$5.3 million as of December 31, 2014.

# FAIR VALUE OF FINANCIAL INSTRUMENTS

The reported fair values of financial instruments are based on a variety of factors. In certain cases, fair values represent quoted market prices for identical or comparable instruments. In other cases, fair values have been estimated based on assumptions regarding the amount and timing of estimated future cash flows that are discounted to reflect current market rates and varying degrees of risk. Accordingly, the fair values may not represent actual values of the financial instruments that could have been realized as of period-end or that will be realized in the future.

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate that value:

### Cash and cash equivalents

For cash and short-term investment securities, including due from banks, federal funds sold or purchased under agreements to resell and interest-bearing deposits with other banks, the carrying amount is a reasonable estimate of fair value.

### Investment securities

Fair value is estimated using quoted prices for similar securities, which we obtain from a third party vendor. We utilize one of the largest providers of securities pricing to the industry and management periodically assesses the inputs used by this vendor to price the various types of securities owned by us to validate the vendor s methodology. The fair value of our investment in reverse mortgages is based on the net present value of estimated cash flows, which have been updated to reflect recent external appraisals of the underlying collateral. For additional discussion of our internally developed models, see Fair Value of Financial Assets in this note.

### Loans held-for sale

Loans held-for- sale are carried at their fair value.

### Loans

### Table of Contents

Fair values are estimated for portfolios of loans with similar financial characteristics. Loans are segregated by type: commercial, commercial mortgages, construction, residential mortgages and consumer. For loans that reprice frequently, the book value approximates fair value. The fair values of other types of loans are estimated by discounting expected cash flows using the current rates at which similar loans would be made to borrowers with comparable credit ratings and for similar remaining maturities. The fair value of nonperforming loans is based on recent external appraisals of the underlying collateral. Estimated cash flows, discounted using a rate commensurate with current rates and the risk associated with the estimated cash flows, are utilized if appraisals are not available. This technique does not contemplate an exit price.

#### Reverse mortgage loans

For additional information on these reverse mortgage related assets, see Note 7, Reverse Mortgage Related Assets, to the unaudited Consolidated Financial Statements.

### Stock in the Federal Home Loan Bank (FHLB) of Pittsburgh

The fair value of FHLB stock is assumed to be equal to its cost basis, since the stock is non-marketable but redeemable at its par value.

#### Other assets

WSFS holds 50,833 shares of Visa Class B stock. Following resolution of Visa s covered litigation, shares of Visa s Class B stock will be converted to Visa Class A shares (the current conversion rate is 1.6483 shares of Class A stock for each share of Class B stock). As our ownership is related to our prior participation in Visa s network, while Visa operated as a cooperative, this ownership is recorded on our books with zero basis.

While only current owners of Class B shares are allowed to purchase other Class B shares, there have been several transactions between Class B shareholders. Based on these transactions we estimate the value of our Class B shares to be \$5.8 million as of September 30, 2015.

### Demand deposits, savings, deposits and time deposit

The fair value deposits with no stated maturity, such as noninterest-bearing demand deposits, money market and interest-bearing demand deposits, is assumed to be equal to the amount payable on demand. The fair value of time deposits is based on the discounted value of contractual cash flows. The discount rate is estimated using rates currently offered for deposits with comparable remaining maturities.

### Borrowed funds

Rates currently available to us for debt with similar terms and remaining maturities are used to estimate fair value of existing debt.

### Off-balance sheet instruments

The fair value of off-balance sheet instruments, including commitments to extend credit and standby letters of credit, approximates the recorded net deferred fee amounts, which are not significant. Because commitments to extend credit and letters of credit are generally not assignable by either us or the borrower, they only have value to us and the borrower.

The book value and estimated fair value of our financial instruments are as follows:

(In Thousands)	Fair Value	September Book	r 30, 2015 Fair	December Book	r 31, 2014
	Measurement	Value	Value	Value	Fair Value
Financial assets:					
Cash and cash equivalents	Level 1	\$ 529,037	529,037	\$ 508,039	\$ 508,039
Investment securities available-for-sale	See previous				
	table	756,731	756,731	740,124	740,124
Investment securities held-to-maturity	Level 2	138,060	138,138	126,168	126,171
Loans, held-for-sale	See previous				
	table	33,979	33,979	28,508	28,508
Loans, net	Level 2	3,324,020	3,281,986	3,156,652	3,121,855
Reverse mortgage loans	Level 3	24,476	24,476	29,298	29,298
Stock in FHLB of Pittsburgh	Level 2	27,943	27,943	23,278	23,278
Accrued interest receivable	Level 2	11,770	11,770	11,782	11,782
Other assets	Level 3		5,837		4,837
Financial liabilities:					
Deposits	Level 2	3,644,602	3,464,311	3,649,235	3,461,218
Borrowed funds	Level 2	868,379	871,082	667,775	672,850
Standby letters of credit	Level 3	191	191	151	151
Accrued interest payable	Level 2	1,760	1,760	1,004	1,004
		•	. 1 1.	1	1

At September 30, 2015 and December 31, 2014 we had no commitments to extend credit measured at fair value.

### **12. SEGMENT INFORMATION**

In accordance with FASB ASC 280, *Segment Reporting* (ASC 280) we discuss our business in three segments. An operating segment is a component of an enterprise that engages in business activities from which it may earn revenues and incur expenses, whose operating results are regularly reviewed by the enterprise s chief operating decision makers to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial information is available. We evaluate performance based on pretax ordinary income relative to resources used, and allocate resources based on these results. The accounting policies applicable to our segments are those that apply to our preparation of the accompanying unaudited Consolidated Financial Statements. We have three segments: WSFS Bank, Cash Connect, and Wealth Management.

The WSFS Bank segment provides financial products to commercial and retail customers through its 55 offices located in Delaware (44), Pennsylvania (9) Virginia (1) and Nevada (1). Retail and Commercial Banking, Commercial Real Estate Lending and other banking business units are operating departments of WSFS. These departments share the same regulator, the same market, many of the same customers and provide similar products and services through the general infrastructure of the Bank. Because of these and other reasons, these departments are not considered discrete segments and are appropriately aggregated within the WSFS Bank segment in accordance with ASC 280.

Cash Connect provides turnkey ATM services through strategic partnerships with several of the largest networks, manufacturers and service providers in the ATM industry. The balance sheet category Cash in non-owned ATMs includes cash from which fee income is earned through bailment arrangements with customers of Cash Connect.

The Wealth Management segment provides a broad array of fiduciary, investment management, credit and deposit products to clients through four business lines. WSFS Wealth Investments provides insurance and brokerage products primarily to our retail banking clients. Cypress Capital Management, LLC is a registered investment advisor with approximately \$615 million in assets under management. Cypress primary market segment is high net worth individuals, offering a balanced investment style focused on preservation of capital and providing for current income. Christiana Trust, with \$8.75 billion in assets under management and administration, provides fiduciary and investment services to personal trust clients, and trustee, agency, bankruptcy, custodial and commercial domicile services to corporate and institutional clients. WSFS Private Banking serves high net worth clients by delivering credit and deposit products and partnering with other business units to deliver investment management and fiduciary products and services.

For the three months ended September 30, 2015:

(In Thousands)

(In Thousands)		WSFS	Cash	W	ealth		
		Bank	Connect		agement		Total
Statement of Operations					- g		
External customer revenues:							
Interest income	\$	42,873	\$	\$	1,984	\$	44,857
Noninterest income		8,944	7,138		5,583		21,665
Total external customer revenues		51,817	7,138		7,567		66,522
Inter-segment revenues:							
Interest income		879			1,697		2,576
Noninterest income		2,028	219		26		2,273
Total inter-segment revenues		2,907	219		1,723		4,849
Total revenue		54,724	7,357		9,290		71,371
External customer expenses:							
Interest expense		3,688			172		3,860
Noninterest expenses		30,066	4,255		4,384		38,705
Provision for loan losses		1,345			108		1,453
Total external customer expenses		35,099	4,255		4,664		44,018
Inter-segment expenses:							
Interest expense		1,697	394		485		2,576
Noninterest expenses		245	624		1,404		2,273
Total inter-segment expenses		1,942	1,018		1,889		4,849
Total expenses		37,041	5,273		6,553		48,867
Income before taxes	\$	17,683	\$ 2,084	\$	2,737	\$	22,504
Income tax provision		,	. ,		,		8,078
Consolidated net income						\$	14,426
Capital expenditures	\$	3,487	\$ 1,466	\$	16	\$	4,969
As of September 30, 2015:							
Statement of Condition	1		<b>.</b>	<b>.</b>		*	
Cash and cash equivalents	\$	78,209	\$ 448,594	\$	2,234	\$	529,037

Goodwill Other segment assets	43,653 4,305,469		5,134 184,649	48,787 4,490,118
Total segment assets	\$ 4,427,331	\$ 448,594	\$ 192,017	\$ 5,067,942

For the three months ended September 30, 2014:

(In Thousands)

(In Thousands)		WSFS	Cash	1	Wealth		
		Bank	Connect	Ma	nagement		Total
Statement of Operations					U U		
External customer revenues:							
Interest income	\$	38,777	\$	\$	2,022	\$	40,799
Noninterest income		9,161	6,640		4,503		20,304
Total external customer revenues		47,938	6,640		6,525		61,103
Inter-segment revenues:							
Interest income		880			1,361		2,241
Noninterest income		1,602	204		32		1,838
Total inter-segment revenues		2,482	204		1,393		4,079
Total revenue		50,420	6,844		7,918		65,182
External customer expenses:							
Interest expense		3,952			100		4,052
Noninterest expenses		32,033	3,993		3,137		39,163
Provision for loan losses		198			135		333
Total external customer expenses		36,183	3,993		3,372		43,548
Inter-segment expenses							
Interest expense		1,361	360		520		2,241
Noninterest expenses		236	509		1,093		1,838
Total inter-segment expenses		1,597	869		1,613		4,079
Total expenses		37,780	4,862		4,985		47,627
Income before taxes	\$	12,640	\$ 1,982	\$	2,933	\$	17,555
Income tax provision		,			,		6,142
Consolidated net income							11,413
Capital expenditures	\$	914	\$ 67	\$		\$	981
As of December 31, 2014:							
Statement of Condition							
Cash and cash equivalents	\$	73,395	\$431,527	\$	3,117	\$	508,039
Goodwill		43,517			5,134		48,651
Other segment assets	4	,107,212	2,006		187,412	2	1,296,630

For the nine months ended September 30, 2015:

(In Thousands)

(In Thousands)		Mana	~ .				
		WSFS	Cash		Wealth		<b>T</b> 4 1
		Bank	Connect	Ma	nagement		Total
Statement of Operations							
External customer revenues:	¢	104 700	¢	ሰ	( 024	ሰ	120 5(2
Interest income	\$	124,739	\$	\$	6,024	\$	130,763
Noninterest income		27,615	20,845		16,758		65,218
Total external customer revenues		152,354	20,845		22,782		195,981
Inter-segment revenues:							
Interest income		2,626			4,782		7,408
Noninterest income		5,810	601		73		6,484
Total inter-segment revenues		8,436	601		4,855		13,892
Total revenue		160,790	21,446		27,637		209,873
External customer expenses:							
Interest expense		11,422			437		11,859
Noninterest expenses		91,066	12,780		12,426		116,272
Provision for loan losses		5,688			324		6,012
Total external customer expenses		108,176	12,780		13,187		134,143
Inter-segment expenses:							
Interest expense		4,782	1,156		1,470		7,408
Noninterest expenses		674	1,882		3,928		6,484
Total inter-segment expenses		5,456	3,038		5,398		13,892
Total expenses		113,632	15,818		18,585		148,035
Income before taxes	\$	47,158	\$ 5,628	\$	9,052	\$	61,838
Income tax provision		,					22,289
Consolidated net income						\$	39,549
Capital expenditures	\$	4,603	\$ 4,036	\$	29	\$	8,668
As of September 30, 2015:							
Statement of Condition							
Cash and cash equivalents	\$	78,209	\$ 448,594	\$	2,234	\$	529,037
Goodwill		43,653			5,134		48,787
Other segment assets		4,305,469			184,649	4	4,490,118

Total segment assets	\$ 4,427,331	\$ 448,594	\$	192,017	\$ 5,067,942
----------------------	--------------	------------	----	---------	--------------

For the nine months ended September 30, 2014:

(In Thousands)

(In Thousands)							
	WSFS			Wealth			
	Bank	Ca	sh Connect	Ma	inagement		Total
Statement of Operations							
External customer revenues:							
Interest income	\$ 112,178	\$		\$	5,819	\$	117,997
Noninterest income	26,334		18,974		12,983		58,291
Total external customer revenues	138,512		18,974		18,802		176,288
Inter-segment revenues:							
Interest income	2,545				4,124		6,669
Noninterest income	5,041		601		85		5,727
Total inter-segment revenues	7,586		601		4,209		12,396
Total revenue	146,098		19,575		23,011		188,684
External customer expenses:							
Interest expense	11,413				316		11,729
Noninterest expenses	87,668		11,425		9,179		108,272
Provision for loan losses	2,320				693		3,013
Total external customer expenses	101,401		11,425		10,188		123,014
Inter-segment expenses:							
Interest expense	4,124		1,019		1,526		6,669
Noninterest expenses	686		1,688		3,353		5,727
Total inter-segment expenses	4,810		2,707		4,879		12,396
Total expenses	106,211		14,132		15,067		135,410
Income before taxes	\$ 39,887	\$	5,443	\$	7,944	\$	53,274
Income tax provision							12,225
Consolidated net income						\$	41,049
Capital expenditures	\$ 2,207	\$	156	\$	3	\$	2,366
As of December 31, 2014:							
Statement of Condition							
Cash and cash equivalents	\$ 73,395	\$	431,527	\$	3,117	\$	508,039
Goodwill	43,517				5,134		48,651
Other segment assets	4,107,212		2,006		187,412	2	4,296,630

Total segment assets	\$4,224,124	\$	433,533	\$	195,663	\$4,853,320
----------------------	-------------	----	---------	----	---------	-------------

### 13. INDEMNIFICATIONS AND GUARANTEES

#### Secondary Market Loan Sales

Given the current interest rate environment, coupled with our desire not to hold these assets in our portfolio, we generally sell newly originated residential mortgage loans in the secondary market to mortgage loan aggregators and on a more limited basis, to GSEs such as FHLMC, FNMA, and the FHLB. Loans held-for-sale are reflected on our unaudited Consolidated Statements of Condition at fair value with changes in the value reflected in our unaudited Consolidated Statements of Cash Flows and Comprehensive Income. Gains and losses are recognized at the time of sale. We periodically retain the servicing rights on residential mortgage loans sold which result in monthly service fee income and are included in our intangible assets in our unaudited Consolidated Statements of Condition. Otherwise, we sell loans with servicing released on a nonrecourse basis. Rate-locked loan commitments that we intend to sell in the secondary market are accounted for as derivatives under the guidance promulgated in ASC 815, *Derivatives and Hedging*.

We generally do not sell loans with recourse, except for standard loan sale contract provisions covering violations of representations and warranties and, under certain circumstances, first payment default by the borrower. These are customary repurchase provisions in the secondary market for conforming mortgage loan sales. These indemnifications may include our repurchase of the loans. Repurchases and losses have been rare and no provision is made for losses at the time of sale. We had one FNMA repurchase for the nine months ended September 30, 2015.

#### Swap Guarantees.

We entered into agreements with three unrelated financial institutions whereby those financial institutions entered into interest rate derivative contracts (interest rate swap transactions) with customers referred to them by us. By the terms of the agreements, those financial institutions have recourse to us for any exposure created under each swap transaction in the event the customer defaults on the swap agreement and the agreement is in a paying position to the third-party financial institution. This is a customary arrangement that allows smaller financial institutions like us to provide access to interest rate swap transactions for our customers without creating the swap ourselves. These swap guarantees are accounted for as credit derivatives under ASC 815.

At September 30, 2015 there were 114 variable-rate swap transactions between third party financial institutions and our customers, compared to 101 at December 31, 2014. The initial notional aggregated amount was approximately \$451.5 million at September 30, 2015 compared to \$417.9 million at December 31, 2014. At September 30, 2015 maturities ranged from approximately two months to 10.5 years. The aggregate market value of these swaps to the customers was a liability of \$21.7 million at September 30, 2015 and \$16.5 million at December 31, 2014. There were no loss reserves for swap guarantees as of September 30, 2015.

# 14. CHANGE IN ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)

Accumulated other comprehensive income (loss) includes unrealized gains and losses on available-for-sale investments and unrecognized prior service costs on defined benefit pension plans. Changes to accumulated other comprehensive income (loss) are presented net of tax effect as a component of equity. Reclassification out of accumulated other comprehensive income is recorded on the statement of operations either as a gain or loss.

Changes to accumulated other comprehensive income by component are shown net of taxes in the following tables for the three and nine months periods indicated:

		change in ent securiti <b>s</b>		hange in ies held-to	0	
(In Thousands)	availal	ole-for-sale	ma	aturity	plan	Total
Balance, June 30, 2015	\$	620	\$	(208)	\$ 817	\$ 1,229
Other comprehensive income (loss)						
before reclassifications		6,178			(15)	6,163
Less: Amounts reclassified from						
accumulated other comprehensive						
income		(47)				(47)
Amortization of unrealized gain on						
securities reclassified to held-to-maturity	/			(104)		(104)
Net current-period other comprehensive						
income (loss)		6,131		(104)	(15)	6,012
Balance, September 30, 2015	\$	6,751	\$	(312)	\$ 802	\$ 7,241
		,		. ,		,
Balance, June 30, 2014	\$	(2,583)	\$		\$ (412)	\$ (2,995)
Other comprehensive (loss) income						
before reclassifications		(778)			5	(773)
Less: Amounts reclassified from						
accumulated other comprehensive loss		(23)				(23)
Net current-period other comprehensive						
(loss) income		(801)			5	(796)
Balance, September 30, 2014	\$	(3,384)	\$		\$ (407)	\$ (3,791)
Balance, September 30, 2014	\$	(3,384)	\$		\$ (407)	\$ (3,791)

	Net c	hange in	Net change in	Net cl	hange in		
	investme	ent securiti <b>es</b>	ecurities held-t	odefine	d benefit		
(In Thousands)	availat	ole-for-sale	maturity	p	olan	r.	Fotal
Balance, December 31, 2014	\$	2,653	\$	\$	847	\$	3,500
		4,721			(45)		4,676

Other comprehensive income (loss)				
before reclassifications				
Less: Amounts reclassified from				
accumulated other comprehensive				
income	(623)			(623)
Amortization of unrealized gain on				
securities reclassified to held-to-maturity		(312)		(312)
Net current-period other comprehensive				
income (loss)	4,098	(312)	(45)	3,741
Balance, September 30, 2015	\$ 6,751	\$ (312)	\$ 802	\$ 7,241
Balance, December 31, 2013	(20,822)		\$ (472)	\$ (21,294)
<b>Balance, December 31, 2013</b> Other comprehensive income (loss)	(20,822)		\$ (472)	\$ (21,294)
	(20,822) 18,046		\$ (472) 65	\$ (21,294) 18,111
Other comprehensive income (loss)			\$ 	
Other comprehensive income (loss) before reclassifications			\$ 	
Other comprehensive income (loss) before reclassifications Less: Amounts reclassified from	18,046		\$ 	18,111
Other comprehensive income (loss) before reclassifications Less: Amounts reclassified from	18,046		\$ 	18,111
Other comprehensive income (loss) before reclassifications Less: Amounts reclassified from accumulated other comprehensive loss	18,046		\$ 	18,111
Other comprehensive income (loss) before reclassifications Less: Amounts reclassified from accumulated other comprehensive loss Net current-period other comprehensive	18,046 (608)		\$ 65	18,111 (608)
Other comprehensive income (loss) before reclassifications Less: Amounts reclassified from accumulated other comprehensive loss Net current-period other comprehensive	\$ 18,046 (608)	\$	\$ 65	18,111 (608)

The statements of operations impacted by components of other comprehensive income are presented in the table below:

(In Thousands)	Three Months EndedSeptember 30,20152014			30,	Affected line item in Statements of Operations
Securities available-for-sale:					
Realized gains on securities					
transactions	\$	(76)	\$	(36)	Security gains, net
Income taxes		29		13	Income tax provision
Net of tax	\$	(47)	\$	(23)	_