

CHOICEONE FINANCIAL SERVICES INC  
Form 10-Q  
November 13, 2013

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

FORM 10-Q

Quarterly Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended September 30, 2013

Transition Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

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

Commission File Number: 000-19202

ChoiceOne Financial Services, Inc.  
(Exact Name of Registrant as Specified in its Charter)

Michigan  
(State or Other Jurisdiction of Incorporation or  
Organization)

38-2659066  
(I.R.S. Employer Identification No.)

109 East Division  
Sparta, Michigan  
(Address of Principal Executive Offices)

49345

(Zip Code)

(616) 887-7366  
(Registrant's Telephone Number, including Area Code)

Indicate by checkmark whether the Registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

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

Yes  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.

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|                         |                       |                           |                                  |
|-------------------------|-----------------------|---------------------------|----------------------------------|
| Large accelerated filer | <input type="radio"/> | Accelerated filer         | <input type="radio"/>            |
| Non-accelerated filer   | <input type="radio"/> | Smaller reporting company | <input checked="" type="radio"/> |

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

As of October 31, 2013, the Registrant had outstanding 3,294,438 shares of common stock.

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## PART I. FINANCIAL INFORMATION

## Item 1. Financial Statements.

ChoiceOne Financial Services, Inc.  
CONSOLIDATED BALANCE SHEETS

| (Dollars in thousands)   | September 30,<br>2013<br>(Unaudited) | December 31,<br>2012<br>(Audited) |
|--|--------------------------------------|-----------------------------------|
| <b>Assets</b>  |                                      |                                   |
| Cash and due from banks  | \$ 13,694                            | \$ 19,034                         |
| Federal funds sold   | -                                    | -                                 |
| Cash and cash equivalents  | 13,694                               | 19,034                            |
| Securities available for sale  | 127,442                              | 134,492                           |
| Federal Home Loan Bank stock   | 2,478                                | 2,478                             |
| Federal Reserve Bank stock   | 1,272                                | 1,272                             |
| Loans held for sale  | 973                                  | 1,874                             |
| Loans  | 315,692                              | 311,468                           |
| Allowance for loan losses  | (5,712 )                             | (5,852 )                          |
| Loans, net   | 309,980                              | 305,616                           |
| Premises and equipment, net  | 12,142                               | 12,121                            |
| Other real estate owned, net   | 965                                  | 2,019                             |
| Cash value of life insurance policies  | 10,195                               | 9,970                             |
| Intangible assets, net   | 1,388                                | 1,724                             |
| Goodwill   | 13,728                               | 13,728                            |
| Other assets   | 4,478                                | 4,585                             |
| <b>Total assets</b>  | <b>\$ 498,735</b>                    | <b>\$ 508,913</b>                 |
| <b>Liabilities</b>   |                                      |                                   |
| Deposits – noninterest-bearing   | \$ 92,078                            | \$ 101,861                        |
| Deposits – interest-bearing  | 314,276                              | 322,338                           |
| <b>Total deposits</b>  | <b>406,354</b>                       | <b>424,199</b>                    |
| Repurchase agreements  | 19,218                               | 19,572                            |
| Advances from Federal Home Loan Bank   | 9,399                                | 420                               |
| Other liabilities  | 2,963                                | 4,216                             |
| <b>Total liabilities</b>   | <b>437,934</b>                       | <b>448,407</b>                    |
| <b>Shareholders' Equity</b>  |                                      |                                   |
| Preferred stock; shares authorized: 100,000; shares outstanding: none  | -                                    | -                                 |
| Common stock and paid in capital, no par value; shares authorized: 7,000,000; shares outstanding: 3,293,778 at September 30, 2013 and 3,298,081 at December 31, 2012 | 46,563                               | 46,649                            |
| Retained earnings  | 13,929                               | 11,501                            |

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|   |            |           |
|---|------------|-----------|
| Accumulated other comprehensive income, net | 309        | 2,356     |
| Total shareholders' equity                  | 60,801     | 60,506    |
| Total liabilities and shareholders' equity  | \$ 498,735 | \$508,913 |

See accompanying notes to consolidated financial statements.

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ChoiceOne Financial Services, Inc.  
CONSOLIDATED STATEMENTS OF INCOME (Unaudited)

| (Dollars in thousands, except per share data)              | Three Months Ended<br>September 30, |              | Nine Months Ended<br>September 30, |               |
|--|-------------------------------------|--------------|------------------------------------|---------------|
|  | 2013                                | 2012         | 2013                               | 2012          |
| <b>Interest income</b>                                     |                                     |              |                                    |               |
| Loans, including fees                                      | \$ 3,935                            | \$ 4,272     | \$ 11,943                          | \$ 12,783     |
| <b>Securities:</b>   |                                     |              |                                    |               |
| Taxable  | 448                                 | 474          | 1,365                              | 1,009         |
| Tax exempt   | 349                                 | 349          | 1,042                              | 1,471         |
| Other  | 3                                   | 8            | 8                                  | 19            |
| <b>Total interest income</b>                               | <b>4,735</b>                        | <b>5,103</b> | <b>14,358</b>                      | <b>15,282</b> |
| <b>Interest expense</b>                                    |                                     |              |                                    |               |
| Deposits   | 317                                 | 499          | 1,031                              | 1,643         |
| <b>Advances from Federal Home</b>                          |                                     |              |                                    |               |
| Loan Bank  | 14                                  | 59           | 29                                 | 247           |
| Other  | 13                                  | 33           | 32                                 | 171           |
| <b>Total interest expense</b>                              | <b>344</b>                          | <b>591</b>   | <b>1,092</b>                       | <b>2,061</b>  |
| <b>Net interest income</b>                                 | <b>4,391</b>                        | <b>4,512</b> | <b>13,266</b>                      | <b>13,221</b> |
| Provision for loan losses                                  | -                                   | 500          | 300                                | 1,975         |
| <b>Net interest income after provision for loan losses</b> | <b>4,391</b>                        | <b>4,012</b> | <b>12,966</b>                      | <b>11,246</b> |
| <b>Noninterest income</b>                                  |                                     |              |                                    |               |
| Customer service charges                                   | 963                                 | 875          | 2,735                              | 2,461         |
| <b>Insurance and investment commissions</b>                |                                     |              |                                    |               |
|  | 288                                 | 164          | 631                                | 546           |
| Gains on sales of loans                                    | 295                                 | 446          | 1,269                              | 1,206         |
| Gains on sales of securities                               | 13                                  | 21           | 89                                 | 307           |
| Losses on sales and write-downs of other assets            | (520 )                              | (81 )        | (820 )                             | (320 )        |
| Earnings on life insurance policies                        | 75                                  | 78           | 225                                | 368           |
| Other  | 210                                 | 145          | 584                                | 486           |
| <b>Total noninterest income</b>                            | <b>1,324</b>                        | <b>1,648</b> | <b>4,713</b>                       | <b>5,054</b>  |
| <b>Noninterest expense</b>                                 |                                     |              |                                    |               |
| Salaries and benefits                                      | 2,119                               | 1,981        | 6,236                              | 5,799         |
| Occupancy and equipment                                    | 580                                 | 574          | 1,742                              | 1,711         |
| Data processing  | 472                                 | 503          | 1,485                              | 1,379         |
| Professional fees  | 185                                 | 251          | 577                                | 650           |
| Supplies and postage                                       | 100                                 | 118          | 344                                | 369           |
| Advertising and promotional                                | 44                                  | 47           | 156                                | 128           |
| Intangible amortization                                    | 112                                 | 112          | 336                                | 336           |
| Loan and collection expense                                | 98                                  | 163          | 275                                | 405           |

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|                              |          |          |          |          |
|------------------------------|----------|----------|----------|----------|
| FDIC insurance               | 68       | 80       | 247      | 290      |
| Other                        | 350      | 338      | 1,234    | 1,126    |
| Total noninterest expense    | 4,128    | 4,167    | 12,632   | 12,193   |
| Income before income tax     | 1,587    | 1,493    | 5,047    | 4,107    |
| Income tax expense           | 386      | 371      | 1,299    | 949      |
| Net income                   | \$ 1,201 | \$ 1,122 | \$ 3,748 | \$ 3,158 |
| Basic earnings per share     | \$ 0.37  | \$ 0.34  | \$ 1.14  | \$ 0.96  |
| Diluted earnings per share   | \$ 0.36  | \$ 0.34  | \$ 1.13  | \$ 0.96  |
| Dividends declared per share | \$ 0.14  | \$ 0.13  | \$ 0.40  | \$ 0.37  |

See accompanying notes to consolidated financial statements.

ChoiceOne Financial Services, Inc.  
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)

| (Dollars in thousands)   | Three Months Ended<br>September 30, |         | Nine Months Ended<br>September 30, |         |
|--|-------------------------------------|---------|------------------------------------|---------|
|  | 2013                                | 2012    | 2013                               | 2012    |
| Net income   | \$1,201                             | \$1,122 | \$3,748                            | \$3,158 |
| <b>Other comprehensive income, net of tax:</b>                                   |                                     |         |                                    |         |
| Unrealized holding gains/(loss) on available<br>for sale securities              | (486 )                              | 243     | (1,989 )                           | 591     |
| Less: Reclassification adjustment for gain<br>recognized in earnings, net of tax | (8 )                                | 13      | (58 )                              | 202     |
| Total other comprehensive income/(loss), net<br>of tax                           | (494 )                              | 230     | (2,047 )                           | 389     |
| Comprehensive income   | \$707                               | \$1,352 | \$1,701                            | \$3,547 |

See accompanying notes to consolidated financial statements

ChoiceOne Financial Services, Inc.  
CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (Unaudited)

| (Dollars in thousands)                     | Number of<br>Shares | Common<br>Stock and<br>Paid in<br>Capital | Retained<br>Earnings | Accumulated<br>Other<br>Comprehensive<br>Income,<br>Net | Total    |
|--|---------------------|---|----------------------|---|----------|
| Balance, January 1, 2012                   | 3,293,269           | \$46,602                                  | \$8,887              | \$ 2,415  | \$57,904 |
| Net income                                 |                     |   | 3,158                |   | 3,158    |
| Other comprehensive income                 |                     |   |                      | 389   | 389      |
| Shares issued                              | 7,701               | 97  |                      |   | 97       |
| Effect of employee stock purchases         |                     | 8   |                      |   | 8        |
| Cash dividends declared (\$0.37 per share) |                     |   | (1,220 )             |   | (1,220 ) |
| Balance, September 30, 2012                | 3,300,970           | \$46,707                                  | \$10,825             | \$ 2,804  | \$60,336 |
| Balance, January 1, 2013                   | 3,298,081           | \$46,649                                  | \$11,501             | \$ 2,356  | \$60,506 |
| Net income                                 |                     |   | 3,748                |   | 3,748    |
| Other comprehensive loss                   |                     |   |                      | (2,047 )  | (2,047 ) |
| Change in ESOP repurchase obligation       |                     | (13 )                                     |                      |   | (13 )    |
| Shared repurchased                         | (11,468 )           | (192 )                                    |                      |   | (192 )   |
| Shares issued                              | 7,165               | 104                                       |                      |   | 104      |
| Effect of employee stock purchases         |                     | 9   |                      |   | 9        |
| Issuance of restricted stock units         |                     | 6   |                      |   | 6        |
| Cash dividends declared (\$0.40 per share) |                     |   | (1,320 )             |   | (1,320 ) |
| Balance, September 30, 2013                | 3,293,778           | \$46,563                                  | \$13,929             | \$ 309  | \$60,801 |

See accompanying notes to consolidated financial statements.



ChoiceOne Financial Services, Inc.  
CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

| (Dollars in thousands)  | Nine Months Ended<br>September 30, |           |
|---|------------------------------------|-----------|
|   | 2013                               | 2012      |
| <b>Cash flows from operating activities:</b>                                |                                    |           |
| Net income  | \$3,748                            | \$3,158   |
| Adjustments to reconcile net income to net cash from operating activities:  |                                    |           |
| Provision for loan losses   | 300                                | 1,975     |
| Depreciation  | 686                                | 679       |
| Amortization  | 1,240                              | 1,150     |
| Compensation expense on employee stock purchases and restricted stock units | 15                                 | 8         |
| Gains on sales of securities  | (89 )                              | (307 )    |
| Gains on sales of loans   | (1,269 )                           | (1,206 )  |
| Loans originated for sale   | (34,442 )                          | (33,649 ) |
| Proceeds from loan sales  | 36,437                             | 35,004    |
| Earnings on bank-owned life insurance                                       | (225 )                             | (368 )    |
| Proceeds from life insurance  | —                                  | 311       |
| Net gains on sales of other real estate owned                               | (11 )                              | (18 )     |
| Write-downs of other real estate owned                                      | 831                                | 346       |
| Proceeds from sales of other real estate owned                              | 701                                | 763       |
| Deferred federal income tax benefit   | (317 )                             | (105 )    |
| Net changes in other assets   | 150                                | 395       |
| Net changes in other liabilities  | 104                                | (178 )    |
| Net cash from operating activities  | 7,859                              | 7,958     |
| <b>Cash flows from investing activities:</b>                                |                                    |           |
| Securities available for sale:  |                                    |           |
| Sales   | 4,371                              | 6,799     |
| Maturities, prepayments and calls   | 19,978                             | 27,592    |
| Purchases   | (21,082 )                          | (58,409 ) |
| Purchase of Federal Reserve Bank stock                                      | —                                  | (1 )      |
| Loan originations and payments, net   | (5,131 )                           | 15,291    |
| Additions to premises and equipment   | (707 )                             | (315 )    |
| Net cash from investing activities  | (2,571 )                           | (9,043 )  |
| <b>Cash flows from financing activities:</b>                                |                                    |           |
| Net change in deposits  | (17,845 )                          | 16,675    |
| Net change in repurchase agreements   | (354 )                             | (1,606 )  |
| Proceeds from Federal Home Loan Bank advances                               | 18,000                             | —         |
| Payments on Federal Home Loan Bank advances                                 | (9,021 )                           | (3,020 )  |
| Issuance of common stock  | 104                                | 97        |
| Repurchase of common stock  | (192 )                             | —         |
| Cash dividends  | (1,320 )                           | (1,220 )  |
| Net cash from financing activities  | (10,628 )                          | 10,926    |

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|   |          |          |
|---|----------|----------|
| Net change in cash and cash equivalents                       | (5,340 ) | 9,841    |
| Beginning cash and cash equivalents                           | 19,034   | 17,125   |
| Ending cash and cash equivalents                              | \$13,694 | \$26,966 |
| Supplemental disclosures of cash flow information:            |          |          |
| Cash paid for interest  | \$1,092  | \$2,136  |
| Cash paid for income taxes                                    | \$1,025  | \$1,225  |
| Loans transferred to other real estate owned                  | \$472    | \$938    |
| Securities transferred to other assets                        | \$—      | \$330    |
| Other real estate owned transferred to premises and equipment | \$—      | \$20     |

See accompanying notes to consolidated financial statements.

ChoiceOne Financial Services, Inc.  
NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation

The consolidated financial statements include ChoiceOne Financial Services, Inc. (“ChoiceOne” or the “Registrant”) and its wholly-owned subsidiary, ChoiceOne Bank (the “Bank”), and the Bank’s wholly-owned subsidiary, ChoiceOne Insurance Agencies, Inc. Intercompany transactions and balances have been eliminated in consolidation.

The consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information, prevailing practices within the banking industry and the instructions to Form 10-Q. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements.

The accompanying consolidated financial statements reflect all adjustments ordinary in nature which are, in the opinion of management, necessary for a fair presentation of the Consolidated Balance Sheets as of September 30, 2013 and December 31, 2012, the Consolidated Statements of Income for the three- and nine-month periods ended September 30, 2013 and September 30, 2012, the Consolidated Statements of Comprehensive Income for the three- and nine-month periods ended September 30, 2013 and September 30, 2012, the Consolidated Statements of Changes in Shareholders' Equity for the nine-month periods ended September 30, 2013 and September 30, 2012, and the Consolidated Statements of Cash Flows for the nine-month periods ended September 30, 2013 and September 30, 2012. Operating results for the nine months ended September 30, 2013 are not necessarily indicative of the results that may be expected for the year ending December 31, 2013.

The accompanying consolidated financial statements should be read in conjunction with the consolidated financial statements and footnotes thereto included in the Registrant's Annual Report on Form 10-K for the year ended December 31, 2012.

Allowance for Loan Losses

The allowance for loan losses is maintained at a level believed adequate by management to absorb probable incurred losses inherent in the consolidated loan portfolio. Management’s evaluation of the adequacy of the allowance is an estimate based on reviews of individual loans, assessments of the impact of current economic conditions on the portfolio and historical loss experience of seasoned loan portfolios. See Note 3 to the interim consolidated financial statements for additional information.

Management believes the accounting estimate related to the allowance for loan losses is a “critical accounting estimate” because (1) the estimate is highly susceptible to change from period to period because of assumptions concerning the changes in the types and volumes of the portfolios and economic conditions and (2) the impact of recognizing an impairment or loan loss could have a material effect on ChoiceOne’s assets reported on the balance sheet as well as its net income.

Stock Transactions

A total of 3,411 shares of common stock were issued to the Registrant’s Board of Directors for a cash price of \$54,000 under the terms of the Directors’ Stock Purchase Plan in the first nine months of 2013. A total of 3,563 shares were issued to employees for a cash price of \$50,000 under the Employee Stock Purchase Plan in the first three quarters of 2013. A total of 191 shares were issued upon the exercise of stock options in the first three quarters of 2013. A total of 11,468 shares of common stock were repurchased in the first three quarters of 2013.

**Stock-Based Compensation**

Effective July 1, 2013, ChoiceOne granted Restricted Stock Units to a select group of employees under the Stock Incentive Plan of 2012. All of the Restricted Stock Units are initially unvested and vest in three annual installments on each of the next three anniversaries of the grant date. Certain additional vesting provisions apply. Each unit, once vested, is settled by delivery of one share of ChoiceOne common stock.

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## Reclassifications

Certain amounts presented in prior periods have been reclassified to conform to the current presentation.

## New Accounting Pronouncements

In February 2013, the Financial Accounting Standards Board issued Accounting Standards Update No. 2013-02, Reporting of Amounts Reclassified Out of Accumulated Other Comprehensive Income (“ASU 2013-02”), to improve the reporting of reclassifications out of accumulated other comprehensive income. ASU 2013-02 requires that an entity report the effect of significant reclassifications out of accumulated other comprehensive income on the respective line items in net income if the amount being reclassified is required under U.S. generally accepted accounting principles (“GAAP”) to be reclassified in its entirety to net income. For other amounts that are not required under U.S. GAAP to be reclassified in their entirety to net income in the same reporting period, an entity is required to cross-reference other disclosures required under U.S. GAAP that provide additional detail about these amounts. ASU 2013-02 is effective prospectively for reporting periods beginning after December 15, 2012. ChoiceOne adopted ASU 2013-02 as of January 1, 2013.

## NOTE 2 - SECURITIES

The fair value of securities available for sale and the related gross unrealized gains and losses recognized in accumulated other comprehensive income (loss) were as follows:

| (Dollars in thousands)             | Amortized<br>Cost | September 30, 2013           |                               | Fair<br>Value |
|------------------------------------|-------------------|------------------------------|-------------------------------|---------------|
|                                    |                   | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses |               |
| U.S. Government and federal agency | \$36,977          | \$178                        | \$(429)                       | \$36,726      |
| U.S. Treasury                      | 7,305             | 17                           | (86)                          | 7,236         |
| State and municipal                | 65,145            | 1,634                        | (1,024)                       | 65,755        |
| Mortgage-backed                    | 8,161             | 121                          | (66)                          | 8,216         |
| Corporate                          | 6,958             | 61                           | (31)                          | 6,988         |
| Foreign debt                       | 1,000             | -                            | (18)                          | 982           |
| Equity securities                  | 1,651             | 4                            | (116)                         | 1,539         |
| Total                              | \$127,197         | \$2,015                      | \$(1,770)                     | \$127,442     |

| (Dollars in thousands)             | Amortized<br>Cost | December 31, 2012            |                               | Fair<br>Value |
|------------------------------------|-------------------|------------------------------|-------------------------------|---------------|
|                                    |                   | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses |               |
| U.S. Government and federal agency | \$39,815          | \$455                        | \$(2)                         | \$40,268      |
| U.S. Treasury                      | 7,362             | 45                           | (9)                           | 7,398         |
| State and municipal                | 62,248            | 2,668                        | (238)                         | 64,678        |
| Mortgage-backed                    | 12,218            | 308                          | -                             | 12,526        |
| Corporate                          | 6,600             | 113                          | (1)                           | 6,712         |
| Foreign debt                       | 1,000             | 1                            | -                             | 1,001         |
| Equity securities                  | 1,902             | 12                           | (5)                           | 1,909         |
| Total                              | \$131,145         | \$3,602                      | \$(255)                       | \$134,492     |

ChoiceOne reviews its securities portfolio on a quarterly basis to determine whether unrealized losses are considered to be temporary or other-than-temporary. No other-than-temporary impairment charges were recorded during the nine months ended September 30, 2013. ChoiceOne believed that unrealized losses on securities were temporary in nature

and were due to changes in interest rates and reduced market liquidity and not as a result of credit quality issues.

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## NOTE 3 – LOANS AND ALLOWANCE FOR LOAN LOSSES

Activity in the allowance for loan losses and balances in the loan portfolio were as follows:

(Dollars in thousands)

|                                       | Commercial<br>and<br>Agricultural Industrial |        | Consumer | Commercial Real Estate | Construction Real Estate | Residential Real Estate | Unallocated | Total    |
|---------------------------------------|--|--------|----------|------------------------|--------------------------|-------------------------|-------------|----------|
| Allowance for Loan Losses             |  |        |          |                        |                          |                         |             |          |
| Three Months Ended                    |  |        |          |                        |                          |                         |             |          |
| September 30, 2013                    |  |        |          |                        |                          |                         |             |          |
| Beginning balance                     | \$ 140                                       | \$ 810 | \$ 215   | \$ 2,450               | \$ 20                    | \$ 1,671                | \$ 558      | \$5,864  |
| Charge-offs                           | (88 )  | (5 )   | (102 )   | —                      | —                        | (148 )                  | —           | (343 )   |
| Recoveries                            | 3  | 19     | 41       | 24                     | —                        | 104                     | —           | 191      |
| Provision                             | 83   | (203 ) | 51       | 74                     | (7 )                     | 126                     | (124 )      | —        |
| Ending balance                        | \$ 138                                       | \$ 621 | \$ 205   | \$ 2,548               | \$ 13                    | \$ 1,753                | \$ 434      | \$5,712  |
| Nine Months Ended                     |  |        |          |                        |                          |                         |             |          |
| September 30, 2013                    |  |        |          |                        |                          |                         |             |          |
| Beginning balance                     | \$140  | \$381  | \$250    | \$2,596                | \$15                     | \$1,923                 | \$547       | \$5,852  |
| Charge-offs                           | (88 )  | (54 )  | (286 )   | (166 )                 | —                        | (431 )                  | —           | (1,025 ) |
| Recoveries                            | 5  | 258    | 145      | 55                     | —                        | 122                     | —           | 585      |
| Provision                             | 81   | 36     | 96       | 63                     | (2 )                     | 139                     | (113 )      | 300      |
| Ending balance                        | \$138  | \$621  | \$205    | \$2,548                | \$13                     | \$1,753                 | \$434       | \$5,712  |
| Individually evaluated for impairment | \$—  | \$174  | \$4      | \$1,145                | \$—                      | \$492                   | \$—         | \$1,815  |
| Collectively evaluated for impairment | \$138  | \$490  | \$201    | \$1,360                | \$13                     | \$1,261                 | \$434       | \$3,897  |
| Three Months Ended                    |  |        |          |                        |                          |                         |             |          |
| September 30, 2012                    |  |        |          |                        |                          |                         |             |          |
| Beginning balance                     | \$121  | \$690  | \$236    | \$2,611                | \$15                     | \$1,674                 | \$262       | \$5,609  |
| Charge-offs                           | —  | (347 ) | (128 )   | (84 )                  | —                        | (44 )                   | —           | (603 )   |
| Recoveries                            | 1  | 15     | 52       | 192                    | —                        | 7                       | —           | 267      |
| Provision                             | 18   | 313    | 70       | (378 )                 | (3 )                     | 215                     | 265         | 500      |
| Ending balance                        | \$140  | \$671  | \$230    | \$2,341                | \$12                     | \$1,852                 | \$527       | \$5,773  |
| Nine Months Ended                     |  |        |          |                        |                          |                         |             |          |
| September 30, 2012                    |  |        |          |                        |                          |                         |             |          |
| Beginning balance                     | \$55   | \$609  | \$197    | \$2,300                | \$34                     | \$1,846                 | \$172       | \$5,213  |
| Charge-offs                           | —  | (377 ) | (261 )   | (518 )                 | —                        | (784 )                  | —           | (1,940 ) |
| Recoveries                            | 4  | 45     | 177      | 213                    | —                        | 86                      | —           | 525      |
| Provision                             | 81   | 394    | 117      | 346                    | (22 )                    | 704                     | 355         | 1,975    |
| Ending balance                        | \$140  | \$671  | \$230    | \$2,341                | \$12                     | \$1,852                 | \$527       | \$5,773  |

|  |          |          |          |          |         |          |       |           |
|--|----------|----------|----------|----------|---------|----------|-------|-----------|
| Individually evaluated<br>for impairment | \$—      | \$159    | \$—      | \$101    | \$—     | \$—      | \$—   | \$260     |
| Collectively evaluated<br>for impairment | \$140    | \$512    | \$230    | \$2,240  | \$12    | \$1,852  | \$527 | \$5,513   |
| Loans                                    |          |          |          |          |         |          |       |           |
| September 30, 2013                       |          |          |          |          |         |          |       |           |
| Individually evaluated<br>for impairment | \$307    | \$585    | \$42     | \$5,811  | \$—     | \$2,759  | \$—   | \$9,504   |
| Collectively evaluated<br>for impairment | 34,227   | 69,039   | 20,012   | 90,159   | 959     | 91,792   | —     | 306,188   |
| Ending balance                           | \$34,534 | \$69,624 | \$20,054 | \$95,970 | \$959   | \$94,551 | \$—   | \$315,692 |
| December 31, 2012                        |          |          |          |          |         |          |       |           |
| Individually evaluated<br>for impairment | \$166    | \$198    | \$32     | \$3,723  | \$—     | \$1,820  | \$—   | \$5,939   |
| Collectively evaluated<br>for impairment | 31,624   | 67,167   | 19,335   | 89,589   | 1,056   | 96,758   | —     | 305,529   |
| Ending balance                           | \$31,790 | \$67,365 | \$19,367 | \$93,312 | \$1,056 | \$98,578 | \$—   | \$311,468 |



The process to monitor the credit quality of ChoiceOne's loan portfolio includes tracking (1) the risk ratings of business loans, (2) the level of classified business loans, and (3) delinquent and nonperforming consumer loans. Business loans are risk rated on a scale of 1 to 8. A description of the characteristics of the ratings follows:

Risk ratings 1 and 2: These loans are considered pass credits. They exhibit good to exceptional credit risk and demonstrate the ability to repay the loan from normal business operations.

Risk rating 3: These loans are considered pass credits. They exhibit acceptable credit risk and demonstrate the ability to repay the loan from normal business operations.

Risk rating 4: These loans are considered pass credits. However, they have potential developing weaknesses that, if not corrected, may cause deterioration in the ability of the borrower to repay the loan. While a loss is possible for a loan with this rating, it is not anticipated.

Risk rating 5: These loans are considered special mention credits. Loans in this risk rating are considered to be inadequately protected by the net worth and debt service coverage of the borrower or of any pledged collateral. These loans have well defined weaknesses that may jeopardize the borrower's ability to repay the loan. If the weaknesses are not corrected, loss of principal and interest could be probable.

Risk rating 6: These loans are considered substandard credits. These loans have well defined weaknesses, the severity of which makes collection of principal and interest in full, questionable. Loans in this category may be placed on nonaccrual status.

Risk rating 7: These loans are considered doubtful credits. Some loss of principal and interest has been determined to be probable. The estimate of the amount of loss could be affected by factors such as the borrower's ability to provide additional capital or collateral. Loans in this category are on nonaccrual status.

Risk rating 8: These loans are considered loss credits. They are considered uncollectible and will be charged off against the allowance for loan losses.

Information regarding the Bank's credit exposure is as follows:

(Dollars in thousands)

Corporate Credit Exposure - Credit Risk Profile By Creditworthiness Category

|                      | Agricultural       |                   | Commercial and Industrial |                   | Commercial Real Estate |                   |
|----------------------|--------------------|-------------------|---------------------------|-------------------|------------------------|-------------------|
|                      | September 30, 2013 | December 31, 2012 | September 30, 2013        | December 31, 2012 | September 30, 2013     | December 31, 2012 |
| Risk ratings 1 and 2 | \$10,795           | \$ 8,615          | \$10,046                  | \$ 9,040          | \$3,100                | \$ 2,711          |
| Risk rating 3        | 17,019             | 16,173            | 45,230                    | 43,549            | 47,888                 | 45,295            |
| Risk rating 4        | 5,543              | 5,040             | 12,879                    | 13,417            | 30,132                 | 30,223            |
| Risk rating 5        | 1,177              | 1,939             | 963                       | 855               | 7,284                  | 7,847             |
| Risk rating 6        | —                  | 19                | 418                       | 361               | 7,140                  | 6,960             |
| Risk rating 7        | —                  | 4                 | 88                        | 143               | 426                    | 276               |
|                      | \$34,534           | \$ 31,790         | \$69,624                  | \$ 67,365         | \$95,970               | \$ 93,312         |

Corporate Credit Exposure - Credit Risk Profile Based On Payment Activity

|               | Consumer           |                   | Construction Real Estate |                   | Residential Real Estate |                   |
|---------------|--------------------|-------------------|--------------------------|-------------------|-------------------------|-------------------|
|               | September 30, 2013 | December 31, 2012 | September 30, 2013       | December 31, 2012 | September 30, 2013      | December 31, 2012 |
| Performing    | \$20,043           | \$ 19,334         | \$959                    | \$ 1,056          | \$94,467                | \$ 98,018         |
| Nonperforming | 11                 | 33                | —                        | —                 | 84                      | 560               |
|               | \$20,054           | \$ 19,367         | \$959                    | \$ 1,056          | \$94,551                | \$ 98,578         |

The following schedule provides information on loans that were TDRs as of September 30, 2013 that were modified during the third quarter and nine months ended September 30, 2013:

| (Dollars in thousands) | Three Months Ended September 30, 2013 |                              |                               | Nine Months Ended September 30, 2013 |                              |                               |
|------------------------|---------------------------------------|------------------------------|-------------------------------|--------------------------------------|------------------------------|-------------------------------|
|                        | Number of Loans                       | Pre-Modification Outstanding | Post-Modification Outstanding | Number of Loans                      | Pre-Modification Outstanding | Post-Modification Outstanding |
|                        |                                       | Recorded Investment          | Recorded Investment           |                                      | Recorded Investment          | Recorded Investment           |
| Commercial real estate | 1                                     | \$ 214                       | \$ 214                        | 1                                    | \$ 214                       | \$ 214                        |

There were no loans that were considered TDRs as of September 30, 2012 that were modified during the three months ended September 30, 2012. The following schedule provides information on loans that were TDRs as of September 30, 2012 that were modified during the nine months ended September 30, 2012:

| (Dollars in thousands)    | Nine Months Ended September 30, 2012 |  |   |
|---------------------------|--------------------------------------|--|---|
|                           | Number of Loans                      | Pre-Modification Outstanding Recorded Investment | Post-Modification Outstanding Recorded Investment |
| Agricultural              | 1                                    | \$73   | \$73  |
| Commercial and industrial | 2                                    | 158  | 149   |

|                         |   |       |       |
|-------------------------|---|-------|-------|
| Consumer                | 1 | 33    | 33    |
| Commercial real estate  | 2 | 145   | 145   |
| Residential real estate | 3 | 355   | 355   |
|                         | 9 | \$764 | \$755 |

The pre-modification and post-modification outstanding recorded investment represents amounts as of the date of loan modification. If a difference exists between the pre-modification and post-modification outstanding recorded investment, it represents impairment recognized through the provision for loan losses computed based on a loan's post-modification present value of expected future cash flows discounted at the loan's original effective interest rate. If no difference exists, a loss is not expected to be incurred based on an assessment of the borrower's expected cash flows.

The following schedule provides information on TDRs as of September 30, 2013 where the borrower was past due with respect to principal and/or interest for 30 days or more during the three months and nine months ended September 30, 2013 that had been modified during the year prior to the default:

| (Dollars in thousands)    | Three Months Ended<br>September 30, 2013 |                        | Nine Months Ended<br>September 30, 2013 |                        |
|---------------------------|--|------------------------|---|------------------------|
|                           | Number<br>of Loans                       | Recorded<br>Investment | Number<br>of Loans                      | Recorded<br>Investment |
| Commercial and industrial | —  | \$—                    | 1                                       | \$88                   |
| Commercial real estate    | 1  | 246                    | 2                                       | 368                    |
| Consumer                  | —  | —                      | 1                                       | 29                     |
|                           | 1  | \$246                  | 4                                       | \$485                  |

The following schedule provides information on TDRs as of September 30, 2012 where the borrower was past due with respect to principal and/or interest for 30 days or more during the three months and nine months ended September 30, 2012 that had been modified during the year prior to the default:

| (Dollars in thousands)    | Three Months Ended<br>September 30, 2012 |                        | Nine Months Ended<br>September 30, 2012 |                        |
|---------------------------|--|------------------------|---|------------------------|
|                           | Number<br>of Loans                       | Recorded<br>Investment | Number<br>of Loans                      | Recorded<br>Investment |
| Commercial and industrial | 3  | \$198                  | 3                                       | \$198                  |
| Commercial real estate    | 3  | 757                    | 5                                       | 1,341                  |
| Consumer                  | 1  | 32                     | 1                                       | 32                     |
| Residential real estate   | —  | —                      | 5                                       | 642                    |
|                           | 7  | \$987                  | 14                                      | \$2,213                |

Loans are classified as performing when they are current as to principal and interest payments or are past due on payments less than 90 days. Loans are classified as nonperforming when they are past due 90 days or more as to principal or interest payments or are considered a troubled debt restructuring.

Impaired loans by loan category follow:

(Dollars in thousands)

|                                    | Recorded<br>Investment | Unpaid<br>Principal<br>Balance | Related<br>Allowance | Average<br>Recorded<br>Investment | Interest<br>Income<br>Recognized |
|------------------------------------|------------------------|--------------------------------|----------------------|-----------------------------------|----------------------------------|
| September 30, 2013                 |                        |                                |                      |                                   |                                  |
| With no related allowance recorded |                        |                                |                      |                                   |                                  |
| Agricultural                       | \$ —                   | \$ —                           | \$ —                 | \$ 142                            | \$ 7                             |
| Commercial and industrial          | 11                     | 14                             | —                    | 49                                | —                                |
| Consumer                           | 2                      | 2                              | —                    | 3                                 | —                                |
| Commercial real estate             | 750                    | 1,162                          | —                    | 670                               | (1 )                             |
| Residential real estate            | 483                    | 689                            | —                    | 348                               | 3                                |
| Subtotal                           | 1,246                  | 1,867                          | —                    | 1,212                             | 9                                |
| With an allowance recorded         |                        |                                |                      |                                   |                                  |
| Agricultural                       | 307                    | 307                            | —                    | 140                               | 1                                |
| Commercial and industrial          | 574                    | 621                            | 174                  | 334                               | 7                                |
| Consumer                           | 40                     | 40                             | 4                    | 45                                | 3                                |
| Commercial real estate             | 5,061                  | 4,883                          | 1,145                | 4,305                             | 200                              |
| Residential real estate            | 2,276                  | 2,282                          | 492                  | 2,275                             | 61                               |
| Subtotal                           | 8,258                  | 8,133                          | 1,815                | 7,099                             | 272                              |
| Total                              |                        |                                |                      |                                   |                                  |
| Agricultural                       | 307                    | 307                            | —                    | 282                               | 8                                |
| Commercial and industrial          | 585                    | 635                            | 174                  | 383                               | 7                                |
| Consumer                           | 42                     | 42                             | 4                    | 48                                | 3                                |
| Commercial real estate             | 5,811                  | 6,045                          | 1,145                | 4,975                             | 199                              |
| Residential real estate            | 2,759                  | 2,971                          | 492                  | 2,623                             | 64                               |
| Total                              | \$ 9,504               | \$ 10,000                      | \$ 1,815             | \$ 8,311                          | \$ 281                           |

December 31, 2012

With no related allowance recorded

|                            |       |       |     |       |     |
|----------------------------|-------|-------|-----|-------|-----|
| Agricultural               | \$94  | \$441 | \$— | \$19  | \$— |
| Commercial and industrial  | 49    | 49    | —   | 223   | 6   |
| Consumer                   | —     | —     | —   | —     | —   |
| Commercial real estate     | 577   | 848   | —   | 1,586 | —   |
| Residential real estate    | —     | —     | —   | 1,366 | 48  |
| Subtotal                   | 720   | 1,338 | —   | 3,194 | 54  |
| With an allowance recorded |       |       |     |       |     |
| Agricultural               | 72    | 72    | 1   | 14    | 1   |
| Commercial and industrial  | 149   | 169   | 112 | 112   | —   |
| Consumer                   | 32    | 32    | —   | 6     | —   |
| Commercial real estate     | 3,146 | 3,193 | 449 | 1,576 | 24  |
| Residential real estate    | 1,820 | 1,820 | 138 | 364   | 20  |
| Subtotal                   | 5,219 | 5,286 | 700 | 2,072 | 45  |
| Total                      |       |       |     |       |     |
| Agricultural               | 166   | 513   | 1   | 33    | 1   |
| Commercial and industrial  | 198   | 218   | 112 | 335   | 6   |
| Consumer                   | 32    | 32    | —   | 6     | —   |

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|                         |         |         |       |         |      |
|-------------------------|---------|---------|-------|---------|------|
| Commercial real estate  | 3,723   | 4,041   | 449   | 3,162   | 24   |
| Residential real estate | 1,820   | 1,820   | 138   | 1,730   | 68   |
| Total                   | \$5,939 | \$6,624 | \$700 | \$5,266 | \$99 |

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An aging analysis of loans by loan category follows:

(Dollars in thousands)

|                              | 30 to 59<br>Days | 60 to 89<br>Days | Greater<br>Than 90<br>Days (1) | Total   | Loans Not<br>Past Due | Total Loans | 90 Days<br>Past<br>Due and<br>Accruing |
|------------------------------|------------------|------------------|--------------------------------|---------|-----------------------|-------------|--|
| September 30,<br>2013        |                  |                  |                                |         |                       |             |  |
| Agricultural                 | \$5              | \$150            | \$307                          | \$462   | \$34,072              | \$34,534    | \$—                                    |
| Commercial and<br>industrial | 280              | 5                | 88                             | 373     | 69,251                | 69,624      | —                                      |
| Consumer                     | 41               | 11               | 13                             | 65      | 19,989                | 20,054      | 11                                     |
| Commercial real<br>estate    | 1,961            | 206              | 630                            | 2,797   | 93,173                | 95,970      | —                                      |
| Construction real<br>estate  | —                | —                | —                              | —       | 959                   | 959         | —                                      |
| Residential real<br>estate   | 1,230            | 249              | 354                            | 1,833   | 92,718                | 94,551      | 84                                     |
|                              | \$3,517          | \$621            | \$1,392                        | \$5,530 | \$310,162             | \$315,692   | \$95                                   |

December 31,  
2012

|                              |         |       |         |         |           |           |      |
|------------------------------|---------|-------|---------|---------|-----------|-----------|------|
| Agricultural                 | \$262   | \$—   | \$—     | \$262   | \$31,528  | \$31,790  | \$—  |
| Commercial and<br>industrial | 102     | 4     | 198     | 304     | 67,061    | 67,365    | —    |
| Consumer                     | 173     | 28    | 33      | 234     | 19,133    | 19,367    | 1    |
| Commercial real<br>estate    | 64      | 68    | 339     | 471     | 92,841    | 93,312    | —    |
| Construction real<br>estate  | —       | —     | —       | —       | 1,056     | 1,056     | —    |
| Residential real<br>estate   | 1,438   | 691   | 559     | 2,688   | 95,890    | 98,578    | 29   |
|                              | \$2,039 | \$791 | \$1,129 | \$3,959 | \$307,509 | \$311,468 | \$30 |

(1) Includes nonaccrual loans.

Nonaccrual loans by loan category follow:

(Dollars in thousands)

|                           | September 30,<br>2013 | December 31,<br>2012 |
|---------------------------|-----------------------|----------------------|
| Agricultural              | \$307                 | \$94                 |
| Commercial and industrial | 530                   | 220                  |
| Consumer                  | 4                     | 33                   |
| Commercial real estate    | 1,090                 | 1,230                |
| Construction real estate  | —                     | —                    |
| Residential real estate   | 1,041                 | 754                  |

\$2,972

\$2,331



## NOTE 4 - EARNINGS PER SHARE

Earnings per share are based on the weighted average number of shares outstanding during the period. A computation of basic earnings per share and diluted earnings per share follows:

| (Dollars in thousands, except per share data)                              | Three Months Ended |           | Nine Months Ended |           |
|--|--------------------|-----------|-------------------|-----------|
|  | September 30,      |           | September 30,     |           |
|  | 2013               | 2012      | 2013              | 2012      |
| <b>Basic Earnings Per Share</b>  |                    |           |                   |           |
| Net income available to common shareholders                                | \$ 1,201           | \$ 1,122  | \$ 3,748          | \$ 3,158  |
| Weighted average common shares outstanding                                 | 3,294,480          | 3,299,424 | 3,298,607         | 3,296,462 |
| Basic earnings per share   | \$0.37             | \$0.34    | \$ 1.14           | \$0.96    |
| <b>Diluted Earnings Per Share</b>  |                    |           |                   |           |
| Net income available to common shareholders                                | \$ 1,201           | \$ 1,122  | \$ 3,748          | \$ 3,158  |
| Weighted average common shares outstanding                                 | 3,294,480          | 3,299,424 | 3,298,607         | 3,296,462 |
| Plus dilutive stock options and restricted stock units                     | 6,135              | 1,100     | 5,850             | 436       |
| Weighted average common shares outstanding and potentially dilutive shares | 3,300,615          | 3,300,524 | 3,304,457         | 3,296,898 |
| Diluted earnings per share   | \$0.36             | \$0.34    | \$ 1.13           | \$0.96    |

There were 24,800 stock options as of September 30, 2013 and 28,625 as of September 30, 2012, that are considered to be anti-dilutive to earnings per share for the three-month and nine-month periods ended September 30, 2013 and 2012. These stock options have been excluded from the calculation above.

## NOTE 5 – FINANCIAL INSTRUMENTS

Financial instruments as of the dates indicated were as follows (dollars in thousands):

|                                       | Carrying<br>Amount | Estimated<br>Fair Value | Quoted<br>Prices in<br>Active<br>Markets for<br>Identical<br>Assets<br>(Level 1) | Significant<br>Other<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) |
|---------------------------------------|--------------------|-------------------------|--|---|--|
| September 30, 2013                    |                    |                         |  |   |  |
| Assets:                               |                    |                         |  |   |  |
| Cash and due from banks               | \$13,694           | \$13,694                | \$13,694   | \$—   | \$ —   |
| Securities available for sale         | 127,442            | 127,442                 | 155  | 123,129   | 4,158  |
| Federal Home Loan Bank and<br>Federal |                    |                         |  |   |  |
| Reserve Bank stock                    | 3,750              | 3,750                   | —  | 3,750   | —  |
| Loans held for sale                   | 973                | 999                     | —  | 999   | —  |
| Loans, net                            | 309,980            | 312,825                 | —  | —   | 312,825  |
| Liabilities:                          |                    |                         |  |   |  |
| Noninterest-bearing deposits          | 92,078             | 92,078                  | —  | 92,078  | —  |
| Interest-bearing deposits             | 314,276            | 314,276                 | —  | 314,276   | —  |
| Repurchase agreements                 | 19,218             | 19,218                  | —  | 19,218  | —  |
| Federal Home Loan Bank<br>advances    |                    |                         |  |   |  |
|                                       | 9,399              | 9,444                   | —  | 9,444   | —  |
| December 31, 2012                     |                    |                         |  |   |  |
| Assets:                               |                    |                         |  |   |  |
| Cash and due from banks               | \$19,034           | \$19,034                | \$19,034   | \$—   | \$ —   |
| Securities available for sale         | 134,492            | 134,492                 | —  | 131,893   | 2,599  |
| Federal Home Loan Bank and<br>Federal |                    |                         |  |   |  |
| Reserve Bank stock                    | 3,750              | 3,750                   | —  | 3,750   | —  |
| Loans held for sale                   | 1,874              | 1,933                   | —  | 1,933   | —  |
| Loans, net                            | 305,616            | 310,175                 | —  | —   | 310,175  |
| Liabilities:                          |                    |                         |  |   |  |
| Noninterest-bearing deposits          | 101,861            | 101,861                 | —  | 101,861   | —  |
| Interest-bearing deposits             | 322,338            | 323,457                 | —  | 323,457   | —  |
| Repurchase agreements                 | 19,572             | 19,572                  | —  | 19,572  | —  |
| Federal Home Loan Bank<br>advances    |                    |                         |  |   |  |
|                                       | 420                | 485                     | —  | 485   | —  |

The estimated fair values approximate the carrying amounts for all assets and liabilities except those described later in this paragraph. The methodology for determining the estimated fair value for securities available for sale is described in Note 6. The estimated fair value for loans is based on the rates charged at September 30, 2013 and December 31, 2012 for new loans with similar maturities, applied until the loan is assumed to reprice or be paid. The allowance for

loan losses is considered to be a reasonable estimate of discount for credit quality concerns. The estimated fair values for time deposits and Federal Home Loan Bank (“FHLB”) advances are based on the rates paid at September 30, 2013 and December 31, 2012 for new deposits or FHLB advances, applied until maturity. The estimated fair values for other financial instruments and off-balance sheet loan commitments are considered nominal.

NOTE 6 – FAIR VALUE MEASUREMENTS

The following tables present information about the Bank’s assets and liabilities measured at fair value on a recurring basis and the valuation techniques used by the Bank to determine those fair values.

In general, fair values determined by Level 1 inputs use quoted prices in active markets for identical assets or liabilities that the Bank has the ability to access.

Fair values determined by Level 2 inputs use other inputs that are observable, either directly or indirectly. These Level 2 inputs include quoted prices for similar assets and liabilities in active markets, and other inputs such as interest rates and yield curves that are observable at commonly quoted intervals.

Level 3 inputs are unobservable inputs, including inputs that are available in situations where there is little, if any, market activity for the related asset or liability.

In instances where inputs used to measure fair value fall into different levels in the above fair value hierarchy, fair value measurements in their entirety are categorized based on the lowest level input that is significant to the valuation. The Bank's assessment of the significance of particular inputs to these fair value measurements requires judgment and considers factors specific to each asset or liability.

There were no liabilities measured at fair value as of September 30, 2013 or December 31, 2012. Disclosures concerning assets measured at fair value are as follows:

Assets Measured at Fair Value on a Recurring Basis  
(Dollars in Thousands)

|  | Quoted Prices<br>in Active<br>Markets for<br>Identical<br>Assets (Level 1) | Significant<br>Other<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) | Balance at<br>Date<br>Indicated |
|--|--|---|--|---------------------------------|
| Investment Securities, Available for Sale – September 30, 2013 |  |   |  |                                 |
| U.S. Treasury  | \$ —   | \$7,236   | \$—  | \$7,236                         |
| U.S. Government and federal agency                             | —  | 36,726  | —  | 36,726                          |
| State and municipal  | —  | 62,097  | 3,658  | 65,755                          |
| Mortgage-backed  | —  | 8,216   | —  | 8,216                           |
| Corporate  | —  | 6,988   | —  | 6,988                           |
| Foreign debt   | —  | 982   | —  | 982                             |
| Equity securities  | 155  | 884   | 500  | 1,539                           |
| Total  | \$ 155   | \$123,129   | \$4,158  | \$127,442                       |
| Investment Securities, Available for Sale - December 31, 2012  |  |   |  |                                 |
| U.S. Treasury  | \$ —   | \$7,398   | \$—  | \$7,398                         |
| U.S. Government and federal agency                             | —  | 40,268  | —  | 40,268                          |
| State and municipal  | —  | 62,579  | 2,099  | 64,678                          |
| Mortgage-backed  | —  | 12,526  | —  | 12,526                          |
| Corporate  | —  | 6,712   | —  | 6,712                           |
| Foreign debt   | —  | 1,001   | —  | 1,001                           |
| Equity securities  | —  | 1,409   | 500  | 1,909                           |
| Total  | \$ —   | \$131,893   | \$2,599  | \$134,492                       |

Changes in Level 3 Assets Measured at Fair Value on a Recurring Basis  
(Dollars in Thousands)

|  | 2013    | 2012    |
|--|---------|---------|
| Investment Securities, Available for Sale              |         |         |
| Balance, January 1                                     | \$2,599 | \$2,771 |
| Total realized and unrealized gains included in income | —       | —       |

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|   |         |         |
|---|---------|---------|
| Total unrealized gains included in other comprehensive income | 8       | 6       |
| Purchases of securities                                       | 2,540   | 563     |
| Calls, maturities, and payments                               | (989 )  | (244 )  |
| Transfers into Level 3  | —       | 291     |
| Transfers out of Level 3                                      | —       | (311 )  |
| Balance, September 30   | \$4,158 | \$3,076 |

Of the Level 3 assets that were held by the Bank at September 30, 2013, the net unrealized gain for the nine months ended September 30, 2013 was \$8,000, which is recognized in other comprehensive income in the consolidated balance sheet. Purchases of level 3 securities during the first three quarters of 2013 and 2012 consisted of local municipal issues. There were no sales of Level 3 securities in the first nine months of 2013. One municipal security was reclassified to other assets in the first quarter of 2012. The issuer of the security defaulted upon its maturity of September 1, 2009. Settlement was reached with the security's issuer in December 2011 and the bond's carrying value was reclassified upon termination of the bond's contractual agreement.

Both observable and unobservable inputs may be used to determine the fair value of positions classified as Level 3 investment securities and liabilities. As a result, the unrealized gains and losses for these assets and liabilities presented in the tables above may include changes in fair value that were attributable to both observable and unobservable inputs.

Available for sale investment securities categorized as Level 3 assets primarily consist of bonds issued by local municipalities. The Bank estimates the fair value of these bonds based on the present value of expected future cash flows using management's best estimate of key assumptions, including forecasted interest yield and payment rates, credit quality and a discount rate commensurate with the current market and other risks involved.

The Bank also has assets that under certain conditions are subject to measurement at fair value on a non-recurring basis. These assets are not normally measured at fair value, but can be subject to fair value adjustments in certain circumstances, such as impairment. Disclosures concerning assets measured at fair value on a non-recurring basis are as follows:

Assets Measured at Fair Value on a Non-recurring Basis  
(Dollars in Thousands)

|                    | Balance at<br>Dates Indicated | Quoted Prices<br>in Active<br>Markets for<br>Identical<br>Assets (Level 1) | Significant<br>Other<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) |
|--------------------|-------------------------------|--|---|--|
| Impaired Loans     |                               |  |   |  |
| September 30, 2013 | \$ 9,504                      | \$ —   | \$—   | \$9,504  |
| December 31, 2012  | \$ 5,939                      | \$ —   | \$—   | \$5,939  |
| Other Real Estate  |                               |  |   |  |
| September 30, 2013 | \$ 965                        | \$ —   | \$—   | \$965  |
| December 31, 2012  | \$ 2,019                      | \$ —   | \$—   | \$2,019  |

Impaired loans categorized as Level 3 assets consist of non-homogeneous loans that are considered impaired. The Bank estimates the fair value of the loans based on the present value of expected future cash flows using management's best estimate of key assumptions. These assumptions include future payment ability, timing of payment streams, and estimated realizable values of available collateral (typically based on outside appraisals). The changes in fair value consisted of charge-downs of impaired loans that were posted to the allowance for loan losses and write-downs of other real estate that were posted to a valuation account.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The following discussion is designed to provide a review of the consolidated financial condition and results of operations of ChoiceOne Financial Services, Inc. ("ChoiceOne" or the "Registrant") and its wholly-owned subsidiary, ChoiceOne Bank (the "Bank"), and the Bank's wholly-owned subsidiary, ChoiceOne Insurance Agencies, Inc. This discussion should be read in conjunction with the consolidated financial statements and related notes.

FORWARD-LOOKING STATEMENTS

This discussion and other sections of this quarterly report contain forward-looking statements that are based on management's beliefs, assumptions, current expectations, estimates and projections about the financial services

industry, the economy, and ChoiceOne itself. Words such as "anticipates," "believes," "estimates," "expects," "forecasts," "intends," "is likely," "plans," "predicts," "projects," "may," "could," variations of such words and similar expressions are intended to identify such forward-looking statements. Management's determination of the provision and allowance for loan losses, the carrying value of goodwill and loan servicing rights, and the fair value of investment securities (including whether any impairment on any investment security is temporary or other-than-temporary) and management's assumptions concerning pension and other postretirement benefit plans involve judgments that are inherently forward-looking. All of the information concerning interest rate sensitivity is forward-looking. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions ("risk factors") that are difficult to predict with regard to timing, extent, likelihood, and degree of occurrence. Therefore, actual results and outcomes may materially differ from what may be expressed, implied or forecasted in such forward-looking statements. Furthermore, ChoiceOne undertakes no obligation to update, amend, or clarify forward-looking statements, whether as a result of new information, future events, or otherwise.

Risk factors include, but are not limited to, the risk factors discussed in Item 1A of the Registrant's Annual Report on Form 10-K for the year ended December 31, 2012; changes in banking laws and regulations; changes in tax laws; changes in prices, levies, and assessments; the impact of technological advances; governmental and regulatory policy changes; the outcomes of pending and future litigation and contingencies; trends in customer behavior as well as their abilities to repay loans; changes in the local and national economies; changes in market conditions; the level and timing of asset growth; various other local and global uncertainties such as acts of terrorism and military actions; and current uncertainties and fluctuations in the financial markets and stocks of financial services providers due to concerns about capital and credit availability and concerns about the Michigan economy in particular. These are representative of the risk factors that could cause a difference between an ultimate actual outcome and a preceding forward-looking statement.

## RESULTS OF OPERATIONS

### Summary

Net income for the third quarter of 2013 was \$1,201,000, which represented an increase of \$79,000 or 7% compared to the same period in 2012. Net income for the first nine months of 2013 was \$3,748,000, which represented an increase of \$590,000 or 19% over the same period in 2012. Decreases in net interest income and noninterest income were offset by a decrease in noninterest expense and income tax expense for the third quarter compared to the second quarter of 2013. A decrease in interest expense and in the provision for loan losses was offset partially by a decrease in interest income and noninterest income in the third quarter of 2013 compared to the same period in the prior year. Basic earnings per common share were \$0.37 for the third quarter of 2013 and \$1.14 for the first nine months of 2013, compared to \$0.34 and \$0.96, respectively, for the same periods in 2012. Diluted earnings per common share were \$0.36 for the third quarter of 2013 and \$1.13 for the first nine months of 2013, compared to \$0.34 and \$0.96, respectively, for the same periods in 2012. The return on average assets and return on average shareholders' equity percentages were 1.00% and 8.18%, respectively, for the first three quarters of 2013, compared to 0.84% and 7.13%, respectively, for the same periods in 2012.

### Dividends

Cash dividends of \$462,000 or \$0.14 per share were declared in the third quarter of 2013, compared to \$429,000 or \$0.13 per share in the third quarter of 2012. The cash dividends declared in the first nine months of 2013 were \$1,320,000 or \$0.40 per share, compared to \$1,220,000 or \$0.37 per share declared in the same period in 2012. The cash dividend payout percentage was 35% for the first nine months of 2013 as well as 2012.

### Interest Income and Expense

Tables 1 and 2 on the following pages provide information regarding interest income and expense for the nine-month periods ended September 30, 2013 and 2012. Table 1 documents ChoiceOne's average balances and interest income and expense, as well as the average rates earned or paid on assets and liabilities. Table 2 documents the effect on interest income and expense of changes in volume (average balance) and interest rates. These tables are referred to in the discussion of interest income, interest expense and net interest income.



Table 1 – Average Balances and Tax-Equivalent Interest Rates

| (Dollars in thousands)  | Nine Months Ended September 30, |           |        |                 |           |        |
|---|---------------------------------|-----------|--------|-----------------|-----------|--------|
|   | 2013                            |           |        | 2012            |           |        |
|   | Average Balance                 | Interest  | Rate   | Average Balance | Interest  | Rate   |
| <b>Assets:</b>  |                                 |           |        |                 |           |        |
| Loans (1)   | \$ 312,528                      | \$ 11,954 | 5.10 % | \$ 308,141      | \$ 12,795 | 5.54 % |
| Taxable securities (2) (3)  | 91,296                          | 1,364     | 1.99   | 89,213          | 1,471     | 2.20   |
| Nontaxable securities (1) (2)   | 42,290                          | 1,575     | 4.97   | 37,569          | 1,523     | 5.41   |
| Other   | 4,455                           | 8         | 0.24   | 12,076          | 19        | 0.21   |
| Interest-earning assets   | 450,569                         | 14,901    | 4.41   | 446,999         | 15,808    | 4.72   |
| Noninterest-earning assets  | 51,608                          |           |        | 54,117          |           |        |
| Total assets  | \$ 502,177                      |           |        | \$ 501,116      |           |        |
| <b>Liabilities and Shareholders' Equity:</b>  |                                 |           |        |                 |           |        |
| <b>Equity:</b>  |                                 |           |        |                 |           |        |
| Interest-bearing demand deposits  | \$ 134,178                      | \$ 200    | 0.20 % | \$ 138,216      | \$ 300    | 0.29 % |
| Savings deposits  | 65,739                          | 30        | 0.06   | 49,166          | 27        | 0.07   |
| Certificates of deposit   | 120,392                         | 801       | 0.89   | 139,843         | 1,316     | 1.25   |
| Advances from Federal Home Loan Bank  | 6,165                           | 29        | 0.63   | 7,408           | 247       | 4.45   |
| Other   | 18,175                          | 32        | 0.23   | 22,287          | 171       | 1.02   |
| Interest-bearing liabilities  | 344,649                         | 1,092     | 0.42   | 356,920         | 2,061     | 0.77   |
| Noninterest-bearing demand deposits   | 93,073                          |           |        | 81,350          |           |        |
| Other noninterest-bearing liabilities   | 3,387                           |           |        | 3,749           |           |        |
| Total liabilities   | 441,109                         |           |        | 442,019         |           |        |
| Shareholders' equity  | 61,068                          |           |        | 59,097          |           |        |
| Total liabilities and Shareholders' Equity  | \$ 502,177                      |           |        | \$ 501,116      |           |        |
| <b>Net interest income (tax-equivalent basis)- interest spread</b>                  |                                 |           |        |                 |           |        |
|   |                                 | 13,809    | 3.99 % |                 | 13,747    | 3.95 % |
| Tax-equivalent adjustment (1)   |                                 | (543 )    |        |                 | (526 )    |        |
| Net interest income   |                                 | \$ 13,266 |        |                 | \$ 13,221 |        |
| <b>Net interest income as a percentage of earning assets (tax-equivalent basis)</b> |                                 |           |        |                 |           |        |
|   |                                 |           | 4.09 % |                 |           | 4.10 % |

(1) Adjusted to a fully tax-equivalent basis to facilitate comparison to the taxable interest-earning assets. The adjustment uses an incremental tax rate of 34% for the periods presented.

(2) Includes the effect of unrealized gains or losses on securities.

(3)

Taxable securities include dividend income from Federal Home Loan Bank and Federal Reserve Bank stock.

Table 2 – Changes in Tax-Equivalent Net Interest Income

| (Dollars in thousands)                           | Nine Months Ended September 30, |        |            |
|--|---------------------------------|--------|------------|
|  | Total                           | Volume | Rate       |
| Increase (decrease) in interest income (1)       |                                 |        |            |
| Loans (2)  | \$(841 )                        | \$283  | \$(1,124 ) |
| Taxable securities                               | (107 )                          | 52     | (159 )     |
| Nontaxable securities (2)                        | 52                              | 232    | (180 )     |
| Other  | (11 )                           | (15 )  | 4          |
| Net change in tax-equivalent interest income     | (907 )                          | 552    | (1,459 )   |
| Increase (decrease) in interest expense (1)      |                                 |        |            |
| Interest-bearing demand deposits                 | (105 )                          | (8 )   | (97 )      |
| Savings deposits                                 | 3                               | 10     | (7 )       |
| Certificates of deposit                          | (515 )                          | (166 ) | (349 )     |
| Advances from Federal Home Loan Bank             | (218 )                          | (36 )  | (182 )     |
| Other  | (134 )                          | (27 )  | (107 )     |
| Net change in interest expense                   | (969 )                          | (227 ) | (742 )     |
| Net change in tax-equivalent net interest income | \$62                            | \$779  | \$(717 )   |

(1) The volume variance is computed as the change in volume (average balance) multiplied by the previous year's interest rate. The rate variance is computed as the change in interest rate multiplied by the previous year's volume (average balance). The change in interest due to both volume and rate has been allocated to the volume and rate changes in proportion to the relationship of the absolute dollar amounts of the change in each.

(2) Interest on nontaxable investment securities and loans has been adjusted to a fully tax-equivalent basis using an incremental tax rate of 34% for the periods presented.

#### Net Interest Income

The presentation of net interest income on a tax-equivalent basis is not in accordance with generally accepted accounting principles ("GAAP"), but is customary in the banking industry. This non-GAAP measure ensures comparability of net interest income arising from both taxable and tax-exempt loans and investment securities. The adjustments to determine net interest income on a tax-equivalent basis were \$543,000 and \$526,000 for the nine months ended September 30, 2013 and 2012, respectively. These adjustments were computed using a 34% federal income tax rate.

As shown in Tables 1 and 2, tax-equivalent net interest income increased \$62,000 in the first nine months of 2013 compared to the same period in 2012. The relationship between growth in average interest-earning assets and a reduction in the average balance of interest-bearing liabilities caused net interest income to increase \$779,000 in the first three quarters of 2013 compared to the same period in the prior year. An increase of 4 basis points in the net interest spread from 3.95% in the first nine months of 2012 to 3.99% in the first nine months of 2013 resulted in a \$717,000 decrease in net interest income. Although the net interest spread increased slightly from 2012 to 2013, the decrease in the average interest rate earned on interest-earning assets was applied to a much larger dollar base than the decrease in the rate paid on interest-bearing liabilities.

The average balance of loans increased \$4.4 million in the first nine months of 2013 compared to the same period in 2012. Average residential mortgage loans were \$1.6 million higher, the average balance of commercial loans increased \$2.2 million, and average consumer loans increased \$0.6 million in the first three quarters of 2013 compared to the same period in 2012. The average interest rate earned on loans declined 44 basis points from the first nine months of 2012 to the same period in 2013 as a result of renewals of existing loans and new loan production at lower rates than in the existing portfolio. The increase in the average loans balance, offset by the decrease in the average rate earned caused tax-equivalent interest income from loans to decline \$841,000 in the first three quarters of 2013 compared to the same period in the prior year. The average balance of total securities grew \$6.8 million in the first nine months of 2013 compared to the same period in 2012. Additional securities were purchased during 2013 to provide earning asset growth. Growth in average securities, offset by the effect of lower interest rates earned, caused tax-equivalent interest income to decrease \$55,000 in the first nine months of 2013 compared to the same period in 2012.

The average balance of interest-bearing demand deposits decreased \$4.0 million in the first nine months of 2013 compared to the same period in 2012. The effect of the lower average balance and a 9 basis point decline in the average rate paid, caused interest expense to decrease \$100,000 in the first three quarters of 2013 compared to the same period in 2012. The average balance of savings deposits increased \$16.6 million in the first nine months of 2013 compared to the same period in the prior year. The impact of the savings deposit growth was offset by a 1 basis point drop in the average rate paid, which caused interest expense to increase \$3,000 in the first nine months of 2013 compared to the same period in 2012. The average balance of certificates of deposit was down \$19.5 million in the first nine months of 2013 compared to the same period in 2012. The decline in certificates of deposit plus a 36 basis point reduction in the average rate paid on certificates caused interest expense to fall \$515,000 in the first nine months of 2013 compared to the same period in 2012. A \$1.2 million decrease in the average balance of Federal Home Loan Bank advances plus a 382 basis point reduction in the average rate paid caused interest expense to decline \$218,000 in the first nine months of 2013 compared to the same period in the prior year. The significant reduction in interest rates was due to higher rate advances from early 2012 being paid off and replaced with lower rate advances in 2013 after rates decreased significantly. A \$4.1 million decrease in the average balance of other interest-bearing liabilities in the first nine months of 2013 compared to the first nine months of 2012 and the effect of a 75 basis point decrease in the average rate paid caused a \$139,000 decrease in interest expense.

ChoiceOne's net interest income spread was 3.99% in the first nine months of 2013, compared to 3.95% for the first nine months of 2012. The increase in the interest spread was due to a 35 basis point decrease in the average rate paid on interest-bearing liabilities, which was partially offset by a 31 basis point decrease in the average rate earned on interest-earning assets in the first nine months of 2013 compared to the same period in 2012. The reduction in the average rate earned on interest-earning assets was caused by relatively low general market rates which affected new loan originations and securities purchases in 2012 and the first nine months of 2013. Interest rates on loans are also being impacted by rate pressure from some of ChoiceOne's competing financial institutions. The lower rate paid on interest-bearing liabilities resulted from repricing of local deposits as general market interest rates remained low during 2012 and the first nine months of 2013. If market interest rates continue to remain low, ChoiceOne's net interest spread may decrease in future quarters if reductions in the average rate on interest-earning assets exceed the ability to reprice local deposits.

#### Provision and Allowance for Loan Losses

Total loans increased \$4.2 million since the end of 2012, while the allowance for loan losses declined \$140,000 from December 31, 2012 to September 30, 2013. The provision for loan losses was \$0 in the third quarter and \$300,000 in the first nine months of 2013, compared to \$500,000 and \$1,975,000, respectively, in the same periods in 2012. The reduction in the provision for loan losses was due to a lower level of net charge-offs in the first nine months of 2013 than in the same period in 2012. Nonperforming loans were \$7.4 million as of September 30, 2013, compared to \$6.2 million as of June 30, 2013 and \$6.8 million as of December 31, 2012. The increase in nonperforming loans in the third quarter of 2013 was due to an increase of \$1.6 million in nonaccrual loans during the quarter comprised primarily of \$0.5 million in residential real estate loans, \$0.4 million in commercial and industrial loans, and \$0.3 million in both commercial real estate and agricultural loans. The allowance for loan losses was 1.81% of total loans at September 30, 2013, compared to 1.86% at June 30, 2013 and 1.88% at December 31, 2012.

Charge-offs and recoveries for respective loan categories for the nine months ended September 30 were as follows:

| (Dollars in thousands)    | 2013        |            | 2012        |            |
|---------------------------|-------------|------------|-------------|------------|
|                           | Charge-offs | Recoveries | Charge-offs | Recoveries |
| Agricultural              | \$88        | \$5        | \$—         | \$4        |
| Commercial and industrial | 54          | 258        | 377         | 45         |
| Consumer                  | 286         | 145        | 261         | 177        |
| Real estate, commercial   | 166         | 55         | 518         | 213        |
| Real estate, residential  | 431         | 122        | 784         | 86         |
|                           | \$1,025     | \$585      | \$1,940     | \$525      |

Net charge-offs in the third quarter and first nine months of 2013 were \$152,000 and \$440,000, respectively, compared to \$336,000 in the third quarter of 2012 and \$1,415,000 in the first nine months of 2012. Net charge-offs on an annualized basis as a percentage of average loans were 0.19% in the first nine months of 2013 compared to 0.61% for the same period in the prior year. Management is aware that the economic climate in Michigan will continue to affect business and personal borrowers. Management has worked and intends to continue to work with delinquent borrowers in an attempt to lessen the negative impact to ChoiceOne. As charge-offs, changes in the level of nonperforming loans, and changes within the composition of the loan portfolio occur throughout 2013, the provision and allowance for loan losses will be reviewed by the Bank's management and adjusted as necessary.

#### Noninterest Income

Total noninterest income decreased \$324,000 in the third quarter of 2013 and \$341,000 in the first nine months of 2013 compared to the same periods in 2012. An increase in customer service charges of \$88,000 in the third quarter and \$274,000 in the first nine months of 2013 compared to the same periods in the prior year was due to changes in pricing and a higher volume of overdraft and debit card fees. Insurance and investment commissions increased \$124,000 in the third quarter of 2013 and \$85,000 in the first three quarters of 2013 compared to the same periods in 2012. Gains on loan sales decreased \$151,000 in the third quarter and increased \$63,000 in the first nine months of 2013 compared to the same periods in 2012. Residential mortgage refinancing activity has slowed in the third quarter, causing the decrease. Decreases of \$8,000 in the third quarter and \$218,000 in the first nine months of 2013 in gains on sales of securities when compared to the same periods in 2012 resulted from lower sales activity and higher rates in the first nine months of 2013 than in the same period of the prior year. Increases of \$439,000 in the third quarter and \$500,000 in the first nine months of 2013 in losses on sales and write-downs of other assets when compared to the same periods in 2012 resulted from more write-downs of foreclosed properties. Earnings on life insurance policies decreased \$143,000 in the first nine months of 2013 compared to the same period in the prior year due to a \$135,000 death benefit received in the first quarter of 2012.

#### Noninterest Expense

Total noninterest expense decreased \$39,000 in the third quarter of 2013 and increased \$439,000 in the first nine months of 2013 compared to the same periods in 2012. The increase of \$138,000 in salaries and benefits in the third quarter of 2013 and \$437,000 in the first nine months of 2013 compared to the same periods in 2012 resulted from higher incentive bonus accruals, salaries, and health insurance costs. Data processing expense decreased \$31,000 in the third quarter of 2013 and increased \$106,000 in the first nine months of 2013 compared to the same periods in the prior year. The first 6 months of 2013 incurred higher ATM and electronic banking expenses, which have been curtailed in the third quarter. Professional fees decreased \$66,000 in the third quarter of 2013 and \$73,000 in the first three quarters of 2013 compared to the same periods in 2012. The \$65,000 decrease in loan and collection expense in the third quarter of 2013 and \$130,000 year to date compared to the same periods in 2012 was due to a lower level of other real estate properties. FDIC insurance cost decreased \$12,000 in the third quarter of 2013 and \$43,000 in the first nine months of 2013 compared to the same periods in the prior year, due to a change in the assessment base for deposit insurance beginning in the second quarter of 2012.

Income Tax Expense

Income tax expense was \$1,299,000 in the first nine months of 2013 compared to \$949,000 for the same period in 2012. The effective tax rate was 25.7% for 2013 and 23.1% for 2012. The increase in the effective tax rate in 2013 compared to 2012 was due to a lower percentage of nontaxable income from municipal securities and nontaxable income from a life insurance death benefit received in the first quarter of 2012.

## FINANCIAL CONDITION

## Securities

The securities available for sale portfolio decreased \$3.7 million in the third quarter of 2013 and \$7.0 million in the first nine months of 2013. The decline in the securities portfolio was due to the lack of growth in deposits in the first nine months of 2013. Various securities totaling \$21.1 million were purchased in the first nine months of 2013 to provide earning assets and to replace maturities, principal repayments, and calls within the securities portfolio. Approximately \$16.4 million in various securities were called or matured since the end of 2012. Principal repayments on securities totaled \$3.6 million in the first nine months of 2013. Approximately \$4.4 million of securities were sold in the first three quarters of 2013 for a net gain of \$89,000.

## Loans

The loan portfolio (excluding loans held for sale) decreased \$143,000 in the third quarter of 2013 and \$4.2 million in the first nine months of 2013. Commercial and industrial loans and agricultural loans decreased \$138,000 and \$4.0 million, respectively, in the third quarter of 2013 and \$2.3 million and \$2.7 million, respectively, in the first nine months of 2013. Mortgage loans decreased \$2.7 million and \$4.1 million in third quarter and year to date in 2013, respectively. Commercial real estate loans decreased \$1.6 million in the third quarter but increased \$2.7 million in the first three quarters of 2013. The other loan categories experienced growth to a lesser extent or declines in the same time periods.

## Asset Quality

Information regarding impaired loans can be found in Note 3 to the consolidated financial statements included in this report. The total balance of loans classified as impaired was \$9.5 million both at September 30, 2013 and June 30, 2013 and was \$5.9 million as of December 31, 2012. The balance of commercial real estate loans classified as impaired has grown \$2.1 million and the balance of residential real estate loans classified as impaired has increased \$0.9 million since the end of 2012.

As part of its review of the loan portfolio, management also monitors the various nonperforming loans. Nonperforming loans are comprised of: (1) loans accounted for on a nonaccrual basis; (2) loans, not included in nonaccrual loans, which are contractually past due 90 days or more as to interest or principal payments; and (3) loans, not included in nonaccrual or loans past due 90 days or more, which are considered troubled debt restructurings.

The balances of these nonperforming loans were as follows:

(Dollars in thousands)

|  | September 30,<br>2013 | December 31,<br>2012 |
|--|-----------------------|----------------------|
| Loans accounted for on a nonaccrual basis  | \$2,972               | \$2,331              |
| Accruing loans contractually past due 90 days or more as to principal or interest payments | 95                    | 30                   |
| Loans considered troubled debt restructurings  | 4,380                 | 4,405                |
| Total  | \$7,447               | \$6,766              |

At September 30, 2013, nonaccrual loans included \$1,090,000 in commercial real estate loans, \$1,041,000 in residential real estate loans, \$530,000 in commercial and industrial loans, and \$307,000 in agricultural loans. At December 31, 2012, nonaccrual loans included \$1,230,000 in commercial real estate loans, \$754,000 in residential real estate loans, \$220,000 in commercial and industrial loans and \$94,000 in agricultural loans. The increase in nonaccrual loans was due to the deterioration of certain credits. Management believes the allowance allocated to its nonperforming loans is sufficient at September 30, 2013; however, management believes future credit deterioration is possible given the status of the Michigan economy.



**Other Real Estate Owned**

The balance of other real estate owned (“OREO”) decreased \$608,000 in the third quarter of 2013 and \$1,054,000 in the first nine months of 2013. Commercial real estate and residential real estate loans totaling \$472,000 were transferred into OREO during the first nine months of 2013 while sales of properties or payments upon them or write-downs of the value of other real estate properties were \$1.4 million for the same time period. Due to the current state of the Michigan economy, management believes there may be continuing transfers from loans into OREO during the remainder of 2013. The OREO balance may also be affected by troubled debt restructurings in future quarters as loans can be restructured as an alternative to foreclosure. Management is continuing to work with borrowers in an attempt to mitigate potential losses for ChoiceOne.

### Deposits and Borrowings

Total deposits increased \$1.9 million in the third quarter of 2013 and declined \$17.8 million since the end of 2012. Checking and savings deposits decreased \$0.1 million in the third quarter of 2013 and decreased \$2.6 million in the first nine months of 2013. Local certificates of deposit increased \$2.0 million in the third quarter and decreased \$13.7 million in the first nine months of 2013. Nonlocal certificates of deposit were reduced \$1.5 million in the first nine months of 2013.

A decrease of \$354,000 in repurchase agreements in the first nine months of 2013 was due to normal fluctuations in funds provided by bank customers. Certain securities are sold under agreements to repurchase them the following day. Management plans to continue this practice as a low-cost source of funding. Federal Home Loan Bank advances increased \$9.0 million in the first nine months of 2013 due to short-term advances taken in the second quarter of 2013.

### Shareholders' Equity

Total shareholders' equity increased \$295,000 from December 31, 2012 to September 30, 2013. Growth in equity resulted from current year's net income and proceeds from the issuance of ChoiceOne stock, offset by a decrease in accumulated other comprehensive income, cash dividends paid, and repurchases of shares. The \$2.0 million decline in accumulated other comprehensive income since the end of 2012 was caused by a \$3.1 million decrease in net unrealized gains on available for sale securities. The change in unrealized gains resulted from increases in mid- and short-term rates in the second and third quarters of 2013, which reduced the market value of the Bank's securities.

Following is information regarding the Bank's compliance with regulatory capital requirements:

| (Dollars in thousands)  | Leverage<br>Capital |   | Tier 1<br>Capital |   | Total<br>Risk-<br>Based<br>Capital |   |
|---|---------------------|---|-------------------|---|------------------------------------|---|
| Capital balances at September 30, 2013  | \$44,415            |   | \$44,415          |   | \$48,418                           |   |
| Required regulatory capital to be considered "well capitalized"                     | 24,405              |   | 20,390            |   | 33,983                             |   |
| Capital in excess of "well capitalized" minimum                                     | 20,010              |   | 24,025            |   | 14,435                             |   |
| Capital ratios at September 30, 2013  | 9.10                | % | 13.07             | % | 14.25                              | % |
| Regulatory capital ratios - minimum requirement to be considered "well capitalized" | 5.00                | % | 6.00              | % | 10.00                              | % |

Management reviews the capital levels of ChoiceOne and the Bank on a regular basis. The Board of Directors (the "Board") and management believe that the capital levels as of September 30, 2013 are adequate for the foreseeable future. The Board's determination of appropriate cash dividends for future periods will be based on market conditions and ChoiceOne's requirements for cash and capital.

### Liquidity

Net cash provided from operating activities was \$7.9 million for the nine months ended September 30, 2013 compared to \$8.0 million provided in the same period a year ago. Higher proceeds from loan sales were offset by higher loans originated for sale. A lower provision for loan losses in 2013 and higher write-downs of OREO properties also affected operating activities. Net cash used in investing activities was \$2.6 million for the first nine months of 2013 compared to \$9.0 million in the same period in 2012. The change was due to a higher level of net loan originations, which was offset by a lower level of net securities purchases. Net cash used in financing activities was \$10.6 million in the nine months ended September 30, 2013, compared to \$10.9 million in cash provided by financing activities in the same period in the prior year. A larger decrease in deposits in 2013 and a reduction in repurchase agreements in 2013 compared to an increase in 2012 was offset by an increase in federal funds purchased and higher net borrowing

in Federal Home Loan Bank advances.

Management believes that the current level of liquidity is sufficient to meet the Bank's normal operating needs. This belief is based upon the availability of deposits from both the local and national markets, maturities of securities, normal loan repayments, income retention, federal funds purchased from correspondent banks, and advances available from the Federal Home Loan Bank. The Bank also has a secured line of credit available from the Federal Reserve Bank.

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Item 4. Controls and Procedures.

An evaluation was performed under the supervision and with the participation of the Registrant's management, including the Chief Executive Officer and Principal Financial Officer, of the effectiveness of the design and operation of the Registrant's disclosure controls and procedures. Based on and as of the time of that evaluation, the Registrant's management, including the Chief Executive Officer and Principal Financial Officer, concluded that the Registrant's disclosure controls and procedures were effective as of the end of the period covered by this report to ensure that material information required to be disclosed in the reports that ChoiceOne files or submits under the Securities Exchange Act of 1934 (the "Exchange Act") is recorded, processed, summarized and reported within the time periods specified by the Securities and Exchange Commission's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed in the reports that ChoiceOne files or submits under the Exchange Act is accumulated and communicated to management, including ChoiceOne's principal executive and principal financial officers, as appropriate to allow for timely decisions regarding required disclosure. There was no change in the Registrant's internal control over financial reporting that occurred during the quarter ended September 30, 2013 that has materially affected, or that is reasonably likely to materially affect, the Registrant's internal control over financial reporting.

PART II. OTHER INFORMATION

Item 1. Legal Proceedings.

There are no material pending legal proceedings to which the Registrant or the Bank is a party or to which any of their properties are subject, except for proceedings that arose in the ordinary course of business. In the opinion of management, pending or current legal proceedings will not have a material effect on the consolidated financial condition of the Registrant.

Item 1A. Risk Factors.

Information concerning risk factors is contained in the discussion in Item 1A, "Risk Factors," in the Registrant's Annual Report on Form 10-K for the year ended December 31, 2012. As of the date of this report, ChoiceOne does not believe that there has been a material change in the nature or categories of ChoiceOne's risk factors, as compared to the information disclosed in the Registrant's Annual Report on Form 10-K for the year ended December 31, 2012.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.

On July 24, 2013 the Registrant issued 713 shares of common stock, without par value, to the directors of the Registrant pursuant to the Directors' Stock Purchase Plan for an aggregate cash price of \$12,000. On August 28, 2013, the Registrant issued 133 shares of common stock, without par value, to the directors of the Registrant pursuant to the Directors' Stock Purchase Plan for an aggregate cash price of \$2,000. The Registrant relied on the exemption contained in Section 4(a)(5) of the Securities Act of 1933 in connection with these sales.

## ISSUER PURCHASES OF EQUITY SECURITIES

The following table provides information regarding the Registrant's purchases of its own common stock during the quarter ended September 30, 2013.

| Period                                     | Total Number of Shares Purchased | Average Price Paid per Share | Total Number of Shares Purchased as Part of a Publicly Announced Plan | Maximum Number of Shares that May Yet be Purchased Under the Plan |
|--|----------------------------------|------------------------------|---|---|
| July 1 - July 31, 2013                     | —                                | \$—                          | —   | 88,920  |
| August 1 - August 31, 2013(1)              | 4,000                            | \$ 16.75                     | 4,000   | 84,920  |
| September 1 - September 30, 2013           | —                                | \$—                          | —   | 84,920  |
| Total for Quarter ended September 30, 2013 | 4,000                            | \$ 16.75                     | 4,000   | 84,920  |

(1) On August 5, 2013, the Registrant purchased 4,000 shares of common stock for an aggregate cash price of \$67,000. As of September 30, 2013, there are 84,920 shares remaining that may yet be purchased under approved plans or programs. The repurchase plan was adopted and announced on July 26, 2007. There is no stated expiration date. The plan authorized the repurchase of up to 100,000 shares.

## Item 6. Exhibits

The following exhibits are filed or incorporated by reference as part of this report:

| Exhibit Number | Document   |
|----------------|--|
| 3.1            | Amended and Restated Articles of Incorporation of the Registrant. Previously filed as an exhibit to the Registrant's Form 10-Q Quarterly Report for the quarter ended June 30, 2008. Here incorporated by reference.         |
| 3.2            | Bylaws of the Registrant as currently in effect and any amendments thereto. Previously filed as an exhibit to the Registrant's Form 10-K Annual Report for the year ended December 31, 2008. Here incorporated by reference. |
| 31.1           | Certification of President and Chief Executive Officer under Section 302 of the Sarbanes-Oxley Act of 2002.  |
| 31.2           | Certification of Treasurer under Section 302 of the Sarbanes-Oxley Act of 2002.  |
| 32.1           | Certification pursuant to 18 U.S.C. § 1350.  |

101.1 Interactive Data File.

SIGNATURES

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

CHOICEONE FINANCIAL SERVICES, INC.

Date: November 13, 2013

/s/ James A. Bosserd  
James A. Bosserd  
President and Chief Executive Officer  
(Principal Executive Officer)

Date: November 13, 2013

/s/ Thomas L. Lampen  
Thomas L. Lampen  
Treasurer  
(Principal Financial and Accounting Officer)

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