FORM $10-\mathrm{Q}$
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2003.
or
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from $\qquad$ to $\qquad$ -.

Commission File Number 0-16587
Summit Financial Group, Inc.
(Exact name of registrant as specified in its charter)
West Virginia 55-0672148
(State or other jurisdiction of
(IRS Employer
incorporation or organization) Identification No.)

300 North Main Street
Moorefield, West Virginia 26836 (Address of principal executive offices) (Zip Code)
(304) 530-7233
(Registrant's telephone number, including area code)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 13 or 15(d) of the Securities and Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes $|X|$ No |_|

Indicate by check mark whether the registrant is an accelerated filer (as defined in Exchange Act Rule 12b-2). Yes $\left.\right|_{-} \mid$No $|X|$

Indicate the number of shares outstanding of each of the issuer's classes of Common Stock as of the latest practicable date.

Common Stock, \$2.50 par value
3,504,820 shares outstanding as of October 24, 2003

Summit Financial Group, Inc. and Subsidiaries
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## ASSETS

Cash and due from banks
Interest bearing deposits with other banks
Federal funds sold
Securities available for sale
Loans held for sale
Loans，net
Property held for sale
Premises and equipment，net
Accrued interest receivable
Intangible assets
Other assets
Total assets

LIABILITIES AND SHAREHOLDERS＇EQUITY

## iabilities

Deposits
Non interest bearing
Interest bearing
Total deposits
Short－term borrowings
Long－term borrowings
Company－obligated mandatorily redeemable capital
securities of subsidiary trust holding solely
subordinated debentures of the Company
Other liabilities
Total liabilities

|  |
| :---: |
| 474，954，585 |
| $\begin{array}{r} 41,049,045 \\ 165,526,033 \end{array}$ |
|  |  |
|  |
| 3，641，899 |
| 688，671，562 |

Commitments and Contingencies
Shareholders＇Equity Preferred stock，\＄1．00 par value；authorized

250，000 shares；no shares issued
Common stock，$\$ 2.50$ par value；authorized 5，000，000
shares，issued 2003 －3，562，760 shares ；December 2002 －
3，561，660 shares；September 2002 －3，561，560 shares
8，906，900 Capital surplus Retained earnings Less cost of shares acquired for the treasury， 2003 and December 2002 －57，940 shares and September 2002 －54，140 shares Accumulated other comprehensive income

Total shareholders＇equity

Total liabilities and shareholders＇equity

（unaudited）
$\$ 11,370,800$
3，681，418
99， 000
223，606， 544
709，400
473，779， 481 1，276， 798
14，476，797
3，564， 026
3，087，764
8，521， 058
\＄744，173，086
－＝＝＝＝＝＝＝＝＝＝

\＄11，470，311
2，185， 369
3，390，135
212，597，975 906， 900
414，245， 082 1，859，650
11，199， 037 4，025， 167 3，201， 128 6，703，636
\＄671，784， 390
＝＝＝＝＝＝＝＝＝＝＝＝

## September 30 2002 （unaudited）

\＄11，967，810 2，315， 399 1，384， 928 218，490，418 2，339， 060 405，846， 959 81， 000
13，109， 239 4，210， 043 3，238， 917 6，398， 094
\＄669，381， 867
－＝ーーーーー＝＝＝


8，903，900
3，804， 951
35，348， 274
$(554,403)$
3，876， 173
51，378， 895
\＄669，381， 867
＝＝＝＝＝＝＝＝＝＝＝＝＝
（＊）－December 31， 2002 financial information has been extracted from audited consolidated financial statements

See Notes to Consolidated Financial Statements

|  | Three Months Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2003 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2002 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2003 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2002 \end{gathered}$ |
| Interest income |  |  |  |  |
| Interest and fees on loans |  |  |  |  |
| Taxable | \$ 7,797,099 | \$ 7,323, 374 | \$22,827,468 | \$21, 075,193 |
| Tax-exempt | 79,868 | 89,622 | 242,412 | 258,699 |
| Interest and dividends on securities |  |  |  |  |
| Taxable | 1,886,823 | 2,406,690 | 5,944,617 | 7,506,835 |
| Tax-exempt | 486,581 | 480,518 | 1,442,439 | 1,268,976 |
| Interest on interest bearing deposits with other banks | 37,868 | 23, 097 | 115,199 | 69,607 |
| Interest on Federal funds sold | 3,985 | 22,156 | 17,660 | 43,832 |
| Total interest income | 10,292,224 | 10,345,457 | 30,589, 795 | 30,223,142 |
| Interest expense |  |  |  |  |
| Interest on deposits | 2,466,649 | 2,998,480 | 7,608,580 | 8,709,988 |
| Interest on short-term borrowings | 113,039 | 64,782 | 285,848 | 246,042 |
| Interest on long-term borrowings | 1,770,501 | 1,739,512 | 5,383,790 | 5,191,621 |
| Total interest expense | 4,350,189 | 4,802,774 | 13,278,218 | 14,147,651 |
| Net interest income | 5,942,035 | 5,542,683 | 17,311,577 | 16,075,491 |
| Provision for loan losses | 232,500 | 307,500 | 682,500 | 907,500 |
| Net interest income after provision for loan losses | 5,709,535 | 5,235,183 | 16,629, 077 | 15,167,991 |
| Other income |  |  |  |  |
| Insurance commissions | 64,963 | 61,771 | 149,832 | 136,921 |
| Service fees | 403,188 | 353,942 | 1,131,137 | 977,163 |
| Mortgage origination revenue | 210,789 | 120,706 | 533,564 | 219,861 |
| Securities gains |  | 8,651 | 106,410 | 73,728 |
| Other | 130,992 | 56,120 | 259,050 | 130,781 |
| Total other income | 809,932 | 601,190 | 2,179,993 | 1,538,454 |
| Other expense |  |  |  |  |
| Salaries and employee benefits | 2,141,611 | 1,700,763 | 5,940,432 | 5,056,470 |
| Net occupancy expense | 223,188 | 204,048 | 628,324 | 585,030 |
| Equipment expense | 326,401 | 313,969 | 937,238 | 949,084 |
| Supplies | 119,873 | 121, 040 | 351, 795 | 359,475 |
| Professional fees | 151,351 | 116,786 | 427,507 | 314,213 |
| Amortization of intangibles | 37,788 | 37,788 | 113,364 | 113,364 |
| Other | 796,423 | 620,313 | 2,177,757 | 2,002,253 |
| Total other expense | 3,796,635 | 3,114,707 | 10,576,417 | 9,379,889 |
| Income before income taxes | 2,722,832 | 2,721,666 | 8,232,653 | 7,326,556 |
| Income tax expense | 879,675 | 798,600 | 2,517,075 | 2,132,730 |
| Net income | \$ 1, 843, 157 | \$ 1, 923, 066 | \$ 5, 715, 578 | \$ 5,193,826 |
| Basic earnings per common share | \$ 0.53 | \$ 0.55 | \$ 1.63 | \$ 1.48 |
| Diluted earnings per common share | \$ 0.52 | \$ 0.54 | \$ 1.61 | \$ 1.47 |
| Average common shares outstanding |  |  |  |  |
| Basic | 3,504,820 | 3,508,566 | 3,504,373 | 3,508,602 |
| Diluted | 3,554,700 | 3,536,220 | 3,549,988 | 3,535,458 |
| Dividends per common share | \$ | \$ | \$ 0.20 | \$ 0.19 |

[^0]Summit Financial Group, Inc. and Subsidiaries
Consolidated Statements of Shareholders' Equity (unaudited)


See Notes to Consolidated Financial Statements
Cash Flows from Operating Activities
Net income
Adjustments to reconcile net earnings to net cash
provided by operating activities:
Depreciation
Provision for loan losses
Deferred income tax (benefit) expense
Loans originated for sale
Proceeds from loans sold
Securities (gains) losses
(Gain) loss on disposal of other assets
Amortization of securities premiums (accretion of discounts) net
Amortization of goodwill and purchase accounting adjustments, net
(Increase) decrease in accrued interest receivable
(Increase) decrease in other assets
Increase (decrease) in other liabilities
Net cash provided by operating activities

Cash Flows from Investing Activities
Net (increase) decrease in interest bearing deposits with other banks
Proceeds from maturities and calls of securities available for sale Proceeds from maturities and calls of securities held to maturity
Proceeds from sales of securities available for sale
Principal payments received on securities available for sale
Purchases of securities available for sale
Net (increase) decrease in Federal funds sold
Net loans made to customers
Purchases of premises and equipment
Proceeds from sales of other assets
Purchases of life insurance contracts
Net cash provided by (used in) investing activities
Cash Flows from Financing Activities
Net increase (decrease) in demand deposit, NOW and savings accounts
Net increase (decrease) in time deposits
Net increase (decrease) in short-term borrowings
proceeds from long-term borrowings
Repayment of long-term borrowings
Exercise of stock options
Dividends paid
Purchase of treasury stock
Net cash provided by financing activities
Increase (decrease) in cash and due from banks
Cash and due from banks:
Beginning
Ending

| $\begin{gathered} \text { September } 30, \\ 2003 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2002 \end{gathered}$ |
| :---: | :---: |
| \$ 5,715,578 | \$ 5,193,826 |
| 767,878 | 763,796 |
| 682,500 | 907,500 |
| $(238,050)$ | $(400,470)$ |
| $(30,712,570)$ | $(11,502,070)$ |
| 30, 910, 070 | 10,681,375 |
| $(106,410)$ | $(73,728)$ |
| $(2,747)$ | 8,275 |
| 1,110,682 | 216,818 |
| 128,160 | 131, 244 |
| 461,141 | $(336,041)$ |
| $(545,021)$ | $(260,541)$ |
| 310,704 | $(294,561)$ |
| 8,481,915 | 5,035,423 |
| $(1,496,049)$ | $(53,573)$ |
| 23,361,500 | 10,711,500 |
|  | 150,000 |
| 6,485,830 | 18,983,528 |
| 77,349,314 | 30,597, 959 |
| $(121,902,748)$ | $(67,869,813)$ |
| 3,291,135 | 463,201 |
| $(61,006,768)$ | $(63,922,228)$ |
| $(4,694,493)$ | $(991,996)$ |
| 2,021,251 | 68,900 |
| - | $(2,250,000)$ |
| $(76,591,028)$ | $(74,112,522)$ |
| 3,283,990 | 38,193,878 |
| 13, 085, 239 | 29,609, 219 |
| 20,857,942 | $(11,867,488)$ |
| 40,000, 000 | 14,590, 000 |
| $(8,520,523)$ | $(585,912)$ |
| 11,765 | (040, - |
| $(700,863)$ | $(649,095)$ |
| $(7,948)$ | $(21,924)$ |
| 68,009,602 | 69,268,678 |
| $(99,511)$ | 191,579 |
| 11,470,311 | 11,776, 231 |
| \$ 11,370,800 | \$ 11, 967, 810 |

## (Continued)

See Notes to Consolidated Financial Statements

Consolidated Statements of Cash Flows - continued (unaudited)

|  | Nine Months Ended |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30, \\ 2003 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2002 \end{gathered}$ |
| Supplemental Disclosures of Cash Flow Information Cash payments for: |  |  |
| Interest | \$13,250, 968 | \$14,186,188 |
| Income taxes | \$ 2, 420, 000 | \$ 2, 317, 000 |
| Supplemental Schedule of Noncash Investing and Financing Activities <br> Other assets acquired in settlement of loans \$ 787,871 59,850 |  |  |
| Other assets acquired in settlement of loans | \$ 787,871 | \$ 59,850 |

Notes to Consolidated Financial Statements (unaudited)
Note 1. Basis of Presentation
We, Summit Financial Group, Inc. and subsidiaries, prepare our consolidated financial statements in accordance with accounting principles generally accepted in the United States of America for interim financial information and with instructions to Form 10-Q and Regulation S-X. Accordingly, they do not include all the information and footnotes required by accounting principles generally accepted in the United States of America for annual year end financial statements. In our opinion, all adjustments considered necessary for a fair presentation have been included and are of a normal recurring nature.

The presentation of financial statements in conformity with accounting principles generally accepted in the United States of America requires us to make estimates and assumptions that effect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ materially from these estimates.

The results of operations for the nine months ended September 30, 2003 are not necessarily indicative of the results to be expected for the full year. The consolidated financial statements and notes included herein should be read in conjunction with our 2002 audited financial statements and Annual Report on Form 10-K. Certain accounts in the consolidated financial statements for December 31, 2002 and September 30, 2002, as previously presented, have been reclassified to conform to current year classifications.

Note 2. Earnings per Share
The computations of basic and diluted earnings per share follow:


The amortized cost, unrealized gains, unrealized losses and estimated fair values of securities at September 30, 2003 and December 31, 2002, and September 30, 2002 are summarized as follows:

|  | September 30, 2003 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized <br> Cost | Unrealized |  |  |  | Estimated <br> Fair Value |
|  |  |  | Gains |  | Losses |  |
| Available for Sale Taxable: |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| U. S. Government agencies |  |  |  |  |  |  |
| Mortgage-backed securities | 113,335,764 |  | 924,851 |  | 854,787 | 113, 405, 828 |
| State and political subdivisions | 4,602,024 |  | 32,371 |  | - | 4,634,395 |
| Corporate debt securities | 20,796,792 |  | 1,063,383 |  | - | 21,860,175 |
| Federal Reserve Bank stock | 436,000 |  | - |  | - | 436,000 |
| Federal Home Loan Bank stock | 10,257,400 |  | - |  | - | 10,257,400 |
| Other equity securities | 175,535 |  | - |  | - | 175,535 |
| Total taxable | 178,794,437 |  | 2,695,268 |  | 880,386 | 180,609,319 |
| Tax-exempt: |  |  |  |  |  |  |
| State and political subdivisions | 34,805,206 |  | 1,238,243 |  | 51,308 | 35,992,141 |
| Federal Reserve Bank stock | 8,400 |  | - |  | - | 8,400 |
| Other equity securities | 7,528,703 |  | - |  | 532,019 | 6,996,684 |
| Total tax-exempt | 42,342,309 |  | 1,238,243 |  | 583,327 | 42,997, 225 |
| Total | \$221,136,746 | \$ | 3,933,511 | \$ | 1,463,713 | \$223,606,544 |

December 31, 2002

Available for Sale Taxable:
U. S. Government agencies and corporations
Mortgage-backed securities State and political subdivisions Corporate debt securities Federal Reserve Bank stock Federal Home Loan Bank stock Other equity securities

Total taxable
Tax-exempt:
State and political subdivisions
Federal Reserve Bank stock
Other equity securities
Total tax-exempt
Total
Available for Sale
Taxable:
U. S. Government agencies
and corporations
Mortgage-backed securities
State and political subdivisions
Corporate debt securities
Federal Reserve Bank stock
Federal Home Loan Bank stock
Other equity securities
Total taxable
Tax-exempt:
State and political subdivisions
Federal Reserve Bank stock

Other equity securities

## Total tax-exempt

Total

| \$ 32, 699, 059 | \$ | 1,121,860 | \$ | - | \$ 33, 820, 919 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 94, 022,894 |  | 1,925,599 |  | 168, 040 | 95,780,453 |
| 5,450, 901 |  | 94, 315 |  | - | 5,545,216 |
| 27, 961, 831 |  | 1,163,744 |  | 7,352 | 29,118,223 |
| 397, 000 |  | - |  | - | 397, 000 |
| 7,738,200 |  | - |  | - | 7,738,200 |
| 88,348 |  | - |  | - | 88,348 |
| 168, 358, 233 |  | 4,305,518 |  | 175, 392 | 172, 488, 359 |
| 34, 003,131 |  | 1,166,600 |  | 101, 629 | 35, 068,102 |
| 8,400 |  | - |  | - - | 8,400 |
| 5, 065,152 |  | 106,169 |  | 138,207 | 5, 033, 114 |
| 39,076,683 |  | 1,272,769 |  | 239,836 | 40,109,616 |
| \$207, 434, 916 | \$ | 5,578,287 | \$ | 415, 228 | \$212, 597, 975 |

September 30, 2002

| September 30, 2002 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amortized | Unrealized |  |  |  | Estimated |  |
| Cost |  | Gains |  | Losses |  | Fair Value |
| \$ 36,728,531 | \$ | 1,187,948 | \$ | - | \$ | 37, 916,479 |
| 95, 245, 831 |  | 2, 208,555 |  | 131, 061 |  | 97, 323, 325 |
| 5,448,472 |  | 185, 333 |  | - |  | 5,633,805 |
| 30,106,915 |  | 1,228,554 |  | 62,878 |  | 31, 272,591 |
| 397, 000 |  | - |  | - |  | 397, 000 |
| 7,368,800 |  | - |  | - |  | 7,368,800 |
| 6,625 |  | - |  | - |  | 6,625 |
| 175,302,174 |  | 4, 810, 390 |  | 193,939 |  | 79, 918, 625 |
| 31,977,763 |  | 1,515,256 |  | 4,678 |  | 33,488, 341 |
| 8,400 |  | - |  | - |  | 8,400 |
| 5, 066,498 |  | 152, 325 |  | 143,771 |  | 5,075,052 |
| 37, 052,661 |  | 1,667,581 |  | 148,449 |  | 38,571,793 |
| \$212, 354, 835 | \$ | 6,477,971 | \$ | 342,388 |  | 18, 490, 418 |

The maturites, amortized cost and estimated fair values of securities at September 30, 2003, are summarized as follows:

|  | Amortized Cost | Estimated Fair Value |
| :---: | :---: | :---: |
| Due in one year or less | \$ 65,747,863 | \$ 66,222,749 |
| Due from one to five years | 86, 013,998 | 87,200,108 |
| Due from five to ten years | 26,648, 097 | 27,321,940 |
| Due after ten years | 24,320, 750 | 24,987,728 |
| Equity securities | 18,406, 038 | 17,874, 019 |
|  | \$221,136,746 | \$223,606,544 |

## Note 4. Loans

Loans are summarized as follows:

|  | $\begin{gathered} \text { September } 30, \\ 2003 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 2002 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2002 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Commerical | \$ 43, 887, 181 | \$ 34,745,430 | \$ 32,308,945 |
| Commercial real estate | 201, 011, 465 | 171, 822, 280 | 165,271, 845 |
| Real estate - construction | 4,042,282 | 4,493,569 | 3,885, 468 |
| Real estate - mortgage | 183,141, 730 | 161, 005, 744 | 160,619,722 |
| Consumer | 40, 846, 458 | 40,655, 422 | 39, 774, 206 |
| Other | 6,330,576 | 6,389,812 | 8,715,381 |
| Total loans | 479,259,692 | 419, 112, 257 | 410,575,567 |
| Less unearned income | 995,948 | 814,044 | 809,726 |
| Total loans net of unearned income | 478,263,744 | 418,298,213 | 409, 765, 841 |
| Less allowance for loan losses | 4,484,263 | 4,053,131 | 3,918, 882 |
| Loans, net | \$473, 779, 481 | \$414, 245, 082 | \$405, 846, 959 |

## Note 5. Allowance for Loan Losses

An analysis of the allowance for loan losses for the nine month periods ended September 30, 2003 and 2002, and for the year ended December 31, 2002 is as follows:

|  | Nine Months Ended September 30, |  | Year Ended December 31, |
| :---: | :---: | :---: | :---: |
|  | 2003 | 2002 | 2002 |
| Balance, beginning of period | \$4, 053,131 | \$3,110, 248 | \$3,110, 248 |
| Losses: |  |  |  |
| Commercial | 1,308 | 35,109 | 105,650 |
| Commercial real estate | 96,640 |  | 31,500 |
| Real estate - mortgage | 59,952 | 18,618 | 30,400 |
| Consumer | 150,378 | 88,982 | 173,430 |
| Other | 42,333 | 48,153 | 74,899 |
| Total | 350,611 | 190,862 | 415,879 |
| Recoveries: |  |  |  |
| Commercial | 1,583 | 4,339 | 39,251 |
| Commercial real estate | - | - | - |
| Real estate - mortgage | 300 | 15,289 | 16,489 |
| Consumer | 65,638 | 57,986 | 70,568 |
| Other | 31, 722 | 14,382 | 17,454 |
| Total | 99,243 | 91,996 | 143,762 |
| Net losses | 251,368 | 98,866 | 272,117 |
| Provision for loan losses | 682,500 | 907,500 | 1,215,000 |
| Balance, end of period | \$4, 484, 263 | \$3, 918, 882 | \$4, 053, 131 |

Note 6. Deposits
The following is a summary of interest bearing deposits by type as of September 30, 2003 and 2002 and December 31, 2002

|  | $\begin{gathered} \text { September } 30, \\ 2003 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2002 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2002 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Interest bearing demand deposits | \$101, 739, 751 | \$ 99,752,155 | \$103, 773, 031 |
| Savings deposits | 47,306,731 | 46,732,252 | 46,274,276 |
| Certificates of deposit | 252,405,795 | 241, 439,194 | 237,939,820 |
| Individual retirement accounts | 26,467,797 | 24,411,376 | 23,819,723 |
| Total | \$427, 920, 074 | \$412,334,977 | \$411, 806, 850 |

The following is a summary of the maturity distribution of certificates of deposit and Individual Retirement Accounts in denominations of $\$ 100,000$ or more as of September 30, 2003:

|  | Amount | Percent |
| :---: | :---: | :---: |
| Three months or less | \$15, 001, 461 | 18.5\% |
| Three through six months | 12,356,396 | 15.2\% |
| Six through twelve months | 22,942,343 | 28.2\% |
| Over twelve months | 30,993,405 | 38.1\% |
| Total | \$81,293,605 | 100.0\% |

A summary of the scheduled maturities for all time deposits as of September 30, 2003 is as follows:

Three month period ending December 31, 2003 \$ 43,013,868
Year Ending December 31, 2004

Note 7. Borrowed Funds
Short-term borrowings: A summary of short-term borrowings is presented below:


Balance at December 31
Average balance outstanding for the year
Maximum balance outstanding at
any month end
Weighted average interest rate for the year Weighted average interest rate for balances outstanding at December 31

Balance at September 30
Average balance outstanding for the period Maximum balance outstanding at
any month end during quarter
Weighted average interest rate for the period Weighted average interest rate for balances outstanding at September 30

Year Ended December 31, 2002

| Federal Funds |  | Federal Home |
| :---: | :---: | :---: |
| Purchased |  |  |
| and |  | Loan Bank |
| Lines of | Repurchase | Short-term |
| Credit | Agreements | Advances |
| \$ | \$ 8,596,103 | \$ 11,595,000 |
| 934,768 | 8,960,391 | 6,057,233 |
| 2,370,000 | 10,778,052 | 11,595,000 |
| 4.19\% | 1.71\% | 2.21\% |
| - | 1.57\% | 1.48\% |

ine Months Ended September 30, 2002

| Federal Funds |  | Federal Home |
| :---: | :---: | :---: |
| Purchased |  |  |
| and |  | Loan Bank |
| Lines of | Repurchase | Short-term |
| Credit | Agreements | Advances |
| \$ 650,000 | \$ 8,515,301 | \$ 3,000,000 |
| 1,050,176 | 9,315,707 | 5,040,910 |
| 2,370,000 | 10,778,052 | 9,344,800 |
| 4.20\% | 1.72\% | 2.45\% |
| 4.25\% | 1.86\% | 2.44\% |

Long-term borrowings: Our long-term borrowings of \$165,526,033, \$133,787,020 and $\$ 137,596,604$ at September 30, 2003, December 31, 2002, and September 30, 2002 respectively, consisted primarily of advances from the Federal Home Loan Bank ("FHLB").

These borrowings bear both fixed and variable rates and mature in varying amounts through the year 2016.

The average interest rate paid on long-term borrowings for the nine month period ended September 30, 2003 was $4.63 \%$ compared to $5.19 \%$ for the first nine months of 2002.

A summary of the maturities of all long-term borrowings for the next five years and thereafter is as follows:

| Year Ending |  |
| :---: | :---: |
| December 31, | Amount |
| 2003 | \$ 3,613,953 |
| 2004 | 20,428, 435 |
| 2005 | 17,101, 592 |
| 2006 | 11,690, 863 |
| 2007 | 5,519,208 |
| Thereafter | 107,171, 982 |
|  | \$ 165, 526, 033 |

Note 8. Stock Option Plan
In accordance with Statement of Financial Accounting Standards No. 123, Accounting for Stock-Based Compensation, we have elected to follow Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees, and related interpretations in accounting for our employee stock options.

The Officer Stock Option Plan, which provides for the granting of stock options for up to 480,000 shares of common stock to our key officers, was adopted in 1998 and expires in 2008. Each option granted under the plan vests according to a schedule designated at the grant date and shall have a term of no more than 10 years following the vesting date. Also, the option price per share shall not be less than the fair market value of our common stock on the date of grant. Accordingly, no compensation expense is recognized for options granted under the Plan.

The following pro forma disclosures present for the quarters ended and nine months ended September 30, 2003 and 2002, our reported net income and basic and diluted earnings per share had we recognized compensation expense for our Officer Stock Option Plan based on the grant date fair values of the options (the fair value method described in Statement of Financial Accounting Standards No. 123).


For purposes of computing the above pro form a amounts, we estimated the fair value of the options at the date of grant using a Black-Scholes option pricing model. There were no option grants during the first nine months of 2003 . For purposes of the pro forma disclosures, the estimated fair value of the options is amortized to expense over the options' vesting period.

Note 9. Stock Split
On February 21, 2003, our Board of Directors authorized a 2-for-1 split of our common stock to be effected in the form of a $100 \%$ stock dividend that was distributed on March 14, 2003 to shareholders of record as of March 3, 2003. All share and per share amounts included in the consolidated financial statements and the accompanying notes have been restated to give effect to the stock split.

Note 10. Restrictions on Capital
We and our subsidiaries are subject to various regulatory capital requirements administered by the banking regulatory agencies. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, we and each of our subsidiaries must meet specific capital guidelines that involve quantitative measures of our and our subsidiaries' assets, liabilities and certain off-balance sheet items as calculated under regulatory accounting practices. We and each of our subsidiaries' capital amounts and classifications are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

Quantitative measures established by regulation to ensure capital adequacy require us and each of our subsidiaries to maintain minimum amounts and ratios of total and Tier I capital (as defined in the regulations) to risk-weighted assets (as defined), and of Tier I capital (as defined) to average assets (as defined). We believe, as of September 30, 2003, that we and each of our subsidiaries met all capital adequacy requirements to which they were subject.

The most recent notifications from the banking regulatory agencies categorized us and each of our subsidiaries as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized, we and each of our subsidiaries must maintain minimum total risk-based, Tier I risk-based, and Tier I leverage ratios as set forth in the table below.

Our actual capital amounts and ratios as well as our subsidiaries', Summit Community Bank's ("Summit Community"), Capital State Bank, Inc.'s ("Capital State") and Shenandoah Valley National Bank's ("Shenandoah") are presented in the following table.

|  | Actual |  |  | Minimum Required Regulatory Capital |  | under Prompt Corrective Action Provisions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | mount | Ratio | Amount | Ratio |  | mount | Ratio |
| As of September 30, 2003 |  |  |  |  |  |  |  |  |
| Total Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |
| Summit | \$ | 58,303 | 11.3\% | \$ 41, 234 | 8.0\% | \$ | 51,542 | 10.0\% |
| Summit Community |  | 28,275 | 11.2\% | 20,115 | 8.0\% |  | 25,144 | 10.0\% |
| Capital State |  | 12,277 | 10.6\% | 9,253 | 8.0\% |  | 11,567 | 10.0\% |
| Shenandoah |  | 16,024 | 11.1\% | 11,524 | 8.0\% |  | 14,404 | 10.0\% |
| Tier I Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |
| Summit |  | 53, 818 | 10.4\% | 20,617 | 4.0\% |  | 30,925 | 6.0\% |
| Summit Community |  | 25,914 | 10.3\% | 10, 058 | 4.0\% |  | 15,086 | 6.0\% |
| Capital State |  | 11,341 | 9.8\% | 4,627 | 4.0\% |  | 6,940 | 6.0\% |
| Shenandoah |  | 14,836 | 10.3\% | 5,762 | 4.0\% |  | 8,643 | 6.0\% |
| Tier I Capital (to average assets) |  |  |  |  |  |  |  |  |
| Summit |  | 53,818 | 7.4\% | 21,679 | 3.0\% |  | 36,131 | 5.0\% |
| Summit Community |  | 25,914 | 7.2\% | 10,778 | 3.0\% |  | 17,964 | 5.0\% |
| Capital State |  | 11,341 | 7.0\% | 4,874 | 3.0\% |  | 8,124 | 5.0\% |
| Shenandoah |  | 14,836 | 7.5\% | 5,967 | 3.0\% |  | 9,945 | 5.0\% |
| As of December 31, 2002 |  |  |  |  |  |  |  |  |
| Total Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |
| Summit | \$ | 53,114 | 11.7\% | \$ 36,310 | 8.0\% | \$ | 45,388 | 10.0\% |
| Summit Community |  | 25,916 | 11.1\% | 18,661 | 8.0\% |  | 23,327 | 10.0\% |
| Capital State |  | 11,041 | 10.7\% | 8,247 | 8.0\% |  | 10,309 | 10.0\% |
| Shenandoah |  | 12,816 | 11.0\% | 9,304 | 8.0\% |  | 11,630 | 10.0\% |
| Tier I Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |
| Summit |  | 49,043 | 10.8\% | 18,155 | 4.0\% |  | 27,233 | 6.0\% |
| Summit Community |  | 23,708 | 10.2\% | 9,334 | 4.0\% |  | 14,001 | 6.0\% |
| Capital State |  | 10,146 | 9.8\% | 4,124 | 4.0\% |  | 6,187 | 6.0\% |
| Shenandoah |  | 11,848 | 10.2\% | 4,651 | 4.0\% |  | 6,976 | 6.0\% |
| Tier I Capital (to average assets) |  |  |  |  |  |  |  |  |
| Summit |  | 49,043 | 7.4\% | 20,012 | 3.0\% |  | 33,353 | 5.0\% |
| Summit Community |  | 23,708 | 7.0\% | 10,161 | 3.0\% |  | 16,934 | 5.0\% |
| Capital State |  | 10,146 | $6.8 \%$ | 4,457 | 3.0\% |  | 7,428 | 5.0\% |
| Shenandoah |  | 11,848 | 6.7\% | 5,289 | 3.0\% |  | 8,815 | 5.0\% |

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

## INTRODUCTION

The following discussion and analysis focuses on significant changes in our financial condition and results of operations of Summit Financial Group, Inc. ("Company" or "Summit") and our wholly owned subsidiaries, Summit Community Bank ("Summit Community"), Capital State Bank, Inc. ("Capital State"), and Shenandoah Valley National Bank ("Shenandoah") for the periods indicated. This discussion and analysis should be read in conjunction with our 2002 audited financial statements and Annual Report on Form 10-K.

The Private Securities Litigation Act of 1995 indicates that the disclosure of forward-looking information is desirable for investors and encourages such disclosure by providing a safe harbor for forward-looking statements by us. Our following discussion and analysis of financial condition and results of operations contains certain forward-looking statements that involve risk and uncertainty. In order to comply with the terms of the safe harbor, we note that a variety of factors could cause our actual results and experience to differ materially from the anticipated results or other expectations expressed in those forward-looking statements.

## CRITICAL ACCOUNTING POLICIES

Our consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United States of America and follow general practices within the financial services industry. Application of these principles requires us to make estimates, assumptions, and judgments that affect the amounts reported in our financial statements and accompanying notes. These estimates, assumptions, and judgments are based on information available as of the date of the financial statements; accordingly, as this information changes, the financial statements could reflect different estimates, assumptions, and judgments. Certain policies inherently have a greater reliance on the use of estimates, assumptions, and judgments and as such have a greater possibility of producing results that could be materially different than originally reported.

Our most significant accounting policies are presented in Note 1 to the consolidated financial statements of our 2002 Annual Report on Form 10-K. These policies, along with the disclosures presented in the other financial statement notes and in this financial review, provide information on how significant assets and liabilities are valued in the financial statements and how those values are determined.

Based on the valuation techniques used and the sensitivity of financial statement amounts to the methods, assumptions, and estimates underlying those amounts, we have identified the determination of the allowance for loan losses and the valuation of goodwill to be the accounting areas that require the most subjective or complex judgments, and as such could be most subject to revision as new information becomes available.

The allowance for loan losses represents our estimate of probable credit losses inherent in the loan portfolio. Determining the amount of the allowance for loan losses is considered a critical accounting estimate because it requires significant judgment and the use of estimates related to the amount and timing of expected future cash flows on impaired loans, estimated losses on pools of homogeneous loans based on historical loss experience, and consideration of current economic trends and conditions, all of which may be susceptible to significant change. The loan portfolio also represents the largest asset type on our consolidated balance sheet. To the extent actual outcomes differ from our estimates, additional provisions for loan losses may be required that would negatively impact earnings in future periods. Note 1 to the consolidated financial statements of our 2002 Annual Report on Form 10-K describes the methodology used to determine the allowance for loan losses and a discussion of the factors driving changes in the amount of the allowance for loan losses is included in the Asset Quality section of the financial review of the 2002 Annual Report on Form 10-K.

With the adoption of SFAS No. 142 on January 1, 2002, we discontinued the amortization of goodwill resulting from acquisitions. Goodwill is now subject to impairment testing at least annually to determine whether write-downs of the recorded balances are necessary. A fair value is determined based on at least one of three various market valuation methodologies. If the fair value equals or exceeds the book value, no write-down of recorded goodwill is necessary. If the fair value is less than the book value, an expense may be required on our books to write down the goodwill to the proper carrying value. During the third quarter, we completed the required annual impairment test for 2003 and determined that no impairment write-offs were necessary. We cannot assure you that future goodwill impairment tests will not result in a charge to earnings. See Notes 1 and 9 of the consolidated financial statements of our Annual Report on Form 10-K for further discussion of our intangible assets, which include goodwill.

RESULTS OF OPERATIONS
Earnings Summary
Net income for the quarter ended September 30, 2003 declined $4.2 \%$ to $\$ 1,843,000$, or $\$ 0.52$ per diluted share as compared to $\$ 1,923,000$, or $\$ 0.54$ per diluted share for the quarter ended September 30, 2002. Returns on average equity and assets for the first nine months of 2003 were $14.06 \%$ and $1.08 \%$, respectively, compared with $14.94 \%$ and $1.13 \%$ for the same period of 2002.

Net Interest Income
Net interest income is the principal component of our earnings and represents the difference between interest and fee income generated from earning assets and the interest expense paid on deposits and borrowed funds. Fluctuations in interest rates as well as changes in the volume and mix of earning assets and interest bearing liabilities can materially impact net interest income.

Our net interest income on a fully tax-equivalent basis totaled $\$ 18,145,000$ for the nine months period ended September 30, 2003 compared to $\$ 16,831,000$ for the same period of 2002, representing an increase of $\$ 1,314,000$ or $7.8 \%$. This increase resulted from growth in interest earning assets, primarily loans, which served to more than offset the 85 basis points decline in the yield on interest earning assets during the same period. Average interest earning assets grew $15.5 \%$ from $\$ 581,042,000$ during the first nine months of 2002 to $\$ 670,907,000$ for the first nine months of 2003. Average interest bearing liabilities grew 14.8\% from \$526,040,000 at September 30, 2002 to $\$ 604,149,000$ at September 30, 2003, at an average yield for the first nine months of 2003 of $2.9 \%$ compared to $3.6 \%$ for the same period of 2002.

Our net yield on interest earning assets decreased to $3.6 \%$ for the nine month period ended September 30, 2003, compared to $3.9 \%$ for the same period in 2002, as the yields on taxable securities and loans declined 140 and 80 basis points, respectively, during the same period. Consistent with the experience of many other financial institutions, this margin compression is the result of earning assets repricing at historically low yields, while at the same time, we have limited ability to decrease correspondingly the rates paid on interest bearing liabilities. Further contributing to this situation are historically high prepayments of loans and mortgage-backed securities which necessitate the reinvestment of significant cash flows at rates well below each respective portfolio's overall yield.

We anticipate modest growth in our net interest income to continue over the near term as the growth in the volume of interest earning assets will more than offset the expected continued decline in our net interest margin. However, if market interest rates remain significantly unchanged, or go lower over the next 12 to 18 months, the spread between interest earning assets and interest bearing liabilities could narrow such that its impact could not be offset by growth in earning assets. See the "Market Risk Management" section for further discussion of the impact changes in market interest rates could have on us. Further analysis of our yields on interest earning assets and interest bearing liabilities are presented in Tables I and II below.

Table I - Average Balance Sheet and Net Interest Income Analysis
(Dollars in thousands)

| For the Nine Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| September 30, 2003 |  |  | September 30, 2002 |  |  |
| Average Balance | Earnings/ Expense | Yield/ Rate | Average Balance | Earnings/ Expense | Yield/ Rate |
| \$ 443, 628 | \$ 22,827 | 6.9\% | \$ 366,361 | \$ 21,075 | 7.7\% |
| 5,931 | 367 | 8.3\% | 6,166 | 392 | 8.5\% |
| 174,554 | 5,945 | 4.5\% | 168,983 | 7,507 | 5.9\% |
| 40,934 | 2,151 | 7.0\% | 33,846 | 1,892 | 7.5\% |
| 5,860 | 133 | 3.0\% | 5,686 | 113 | 2.6\% |
| 670,907 | 31,423 | 6. $2 \%$ | 581, 042 | 30,979 | 7.1\% |
| 8,645 |  |  | 8,518 |  |  |
| 13,091 |  |  | 13, 090 |  |  |
| 20,321 |  |  | 15,836 |  |  |
| $(4,240)$ |  |  | $(3,520)$ |  |  |
| \$ 708,724 |  |  | \$ 614,966 |  |  |
| \$ 97, 891 | \$ 590 | 0.8\% | \$ 89, 861 | \$ 1, 007 | 1.5\% |
| 46,821 | 202 | 0.6\% | 45,899 | 447 | 1.3\% |
| 278,648 | 6,816 | 3.3\% | 241,536 | 7,256 | 4.0\% |
| 26,407 | 286 | 1.4\% | 15,428 | 246 | 2.1\% |
| 154,382 | 5,384 | 4.6\% | 133,316 | 5,192 | 5.2\% |
| 604,149 | 13,278 | 2.9\% | 526,040 | 14,148 | 3.6\% |
| 45,394 |  |  | 38,193 |  |  |
| 4,965 |  |  | 4,373 |  |  |
| 54,216 |  |  | 46,360 |  |  |
| \$ 708,724 |  |  | \$ 614,966 |  |  |
|  | \$ 18,145 |  |  | \$ 16,831 |  |
|  |  | $3.6 \%$ |  |  | $3.9 \%$ |

(1) - Interest income on tax-exempt securities has been adjusted assuming an effective tax rate of $34 \%$ for both periods presented. The tax equivalent adjustment resulted in an increase in interest income of $\$ 833,000$ and $\$ 756,000$ for the periods ended September 30, 2003 and 2002, respectively.

Table II - Changes in Interest Margin Attributable to Rate and Volume (Dollars in thousands)

For the Nine Months Ended September 30, 2003 versus September 30, 2002

|  | Increase (Decrease) Due to Change in: |  |  |
| :---: | :---: | :---: | :---: |
|  | Volume | Rate | Net |
| Interest earned on: Loans |  |  |  |
|  |  |  |  |
| Taxable | \$ 4,132 | \$(2,380) | \$ 1,752 |
| Tax-exempt | (15) | (10) | (25) |
| Securities |  |  |  |
| Taxable | 240 | $(1,802)$ | $(1,562)$ |
| Tax-exempt | 378 | (119) | 259 |
| Federal funds sold and interest bearing deposits with other banks | 3 | 17 | 20 |
| Total interest earned on |  |  |  |
| interest earning assets | 4,738 | $(4,294)$ | 444 |
| Interest paid on: |  |  |  |
| Interest bearing demand deposits | 83 | (500) | (417) |
| Savings deposits | 9 | (254) | (245) |
| Time deposits | 1,021 | $(1,461)$ | (440) |
| Short-term borrowings | 136 | (96) | 40 |
| Long-term borrowings and capital trust securities | 768 | (576) | 192 |
| Total interest paid on interest bearing liabilities | 2,017 | $(2,887)$ | (870) |
|  | ---- | $(2,887)$ | ------ |
| Net interest income | \$ 2,721 | \$(1,407) | \$ 1,314 |

## Credit Experience

The provision for loan losses represents charges to earnings necessary to maintain an adequate allowance for potential future loan losses. Our determination of the appropriate level of the allowance is based on an ongoing analysis of credit quality and loss potential in the loan portfolio, change in the composition and risk characteristics of the loan portfolio, and the anticipated influence of national and local economic conditions. The adequacy of the allowance for loan losses is reviewed quarterly and adjustments are made as considered necessary.

We recorded a $\$ 683,000$ provision for loan losses for the first nine months of 2003, compared to $\$ 908,000$ for the same period in 2002. Net loan charge offs for the first nine months of 2003 were $\$ 251,000$, as compared to $\$ 99,000$ over the same period of 2002. At September 30, 2003, the allowance for loan losses totaled $\$ 4,484,000$ or $0.94 \%$ of loans, net of unearned income, compared to $\$ 4,053,000$ or $0.97 \%$ of loans, net of unearned income at December 31, 2002.

Our asset quality remains sound. As illustrated in Table III below, our non-performing assets and loans past due 90 days or more and still accruing interest have increased during the past 12 months, but still remain at a historically moderate level.

Table III - Summary of Past Due Loans and Non-Performing Assets (Dollars in thousands)

|  | September 30, |  | December 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2003 | 2002 | 2002 |  |
| Accruing loans past due 90 days or more | \$ 259 | \$ 241 | \$ | 574 |
| Nonperforming assets: |  |  |  |  |
| Nonaccrual loans | 345 | 734 |  | 917 |
| Nonaccrual securities | 399 | - |  | 421 |
| Foreclosed properties | 560 | 81 |  | 81 |
| Repossessed assets | 11 | 4 |  | 14 |
| Total | \$1,574 | \$1, 060 |  | 007 |
| Total nonperforming loans as a percentage of total loans | 0.2\% | 0.3\% |  | 0.4\% |
| Total nonperforming assets as a percentage of total assets | 0.2\% | 0.2\% |  | 0.3\% |
|  | == | == |  | == |

## Noninterest Expense

Total noninterest expense increased approximately $\$ 1,196,000$, or $12.8 \%$ to $\$ 10,576,000$ during the first nine months of 2003 as compared to the same period in 2002. Substantially all of this increase resulted primarily from an increase in salaries and employee benefits as we awarded general merit raises and also, the addition of new staff positions required as a result of our growth.

## FINANCIAL CONDITION

Our total assets were \$742,173,000 at September 30, 2003, compared to $\$ 671,784,000$ at December 31, 2002, representing a $10.5 \%$ increase. Table IV below serves to illustrate significant changes in our financial position between December 31, 2002 and September 30, 2003.

## Table IV - Summary of Significant Changes in Financial Position

 (Dollars in thousands)|  | Balance December 31, |  | Increase (Decrease) |  |  | Balance <br> September 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002 |  | Amount | Percentage |  | 2003 |
| Assets |  |  |  |  |  |  |  |
| Federal funds sold | \$ | 3,390 | \$ | $(3,291)$ | -97.1\% |  | \$ 99 |
| Securities available for sale |  | 212,598 |  | 11,009 | 5.2\% |  | 223,607 |
| Loans, net of unearned income |  | 415, 152 |  | 59,337 | 14.3\% |  | 474,489 |
| Liabilities |  |  |  |  |  |  |  |
| Interest bearing deposits | \$ | 412,335 | \$ | 15,585 | 3.8\% | \$ | 427,920 |
| Short-term borrowings |  | 20,191 |  | 20,858 | 103.3\% |  | 41, 049 |
| Long-term borrowings |  | 133,787 |  | 31,739 | 23.7\% |  | 165,526 |

Loan growth during the first nine months of 2003, occurring principally in the commercial and real estate portfolios, was funded primarily by both long-term and short-term borrowings from the FHLB.

Refer to Notes $3,4,6$ and 7 of the notes to the accompanying consolidated financial statements for additional information with regard to changes in the composition of our securities, loans, deposits and borrowings between September 30, 2003 and December 31, 2002.

## LIQUIDITY

Liquidity reflects our ability to ensure the availability of adequate funds to meet loan commitments and deposit withdrawals, as well as provide for other transactional requirements. Liquidity is provided primarily by funds invested in cash and due from banks, Federal funds sold, non-pledged securities, and available lines of credit with the FHLB, the total of which approximated $\$ 91$ million, or $12 \%$ of total assets at September 30, 2003 versus $\$ 116$ million, or $17 \%$ of total assets at December 31, 2002.

Our liquidity position is monitored continuously to ensure that day-to-day as well as anticipated funding needs are met. We are not aware of any trends, commitments, events or uncertainties that have resulted in or are reasonably likely to result in a material change to our liquidity.

CAPITAL RESOURCES
One of our continuous goals is maintenance of a strong capital position. Through management of our capital resources, we seek to provide an attractive financial return to our shareholders while retaining sufficient capital to support future growth. Shareholders' equity at September 30, 2003 totaled $\$ 55,502,000$ compared to $\$ 52,080,000$ at December 31, 2002, representing an increase of $6.6 \%$.

Refer to Note 10 of the notes to the accompanying consolidated financial statements for information regarding regulatory restrictions on our capital as well as our subsidiaries' capital

During our normal course of business, we incur contractual cash obligations. The following table summarizes our contractual cash obligations at September 30, 2003.

|  | Long Term Debt | Capital <br> Trust <br> Securities |  |
| :---: | :---: | :---: | :---: |
| 2003 | \$ 3, 613, 953 | \$ |  |
| 2004 | 20,428,435 |  |  |
| 2005 | 17,101, 592 |  |  |
| 2006 | 11,690,863 |  |  |
| 2007 | 5,519, 208 |  | - |
| Thereafter | 107,171,982 |  |  |
| Total | \$ 165,526, 033 | \$ |  |

## OFF-BALANCE SHEET ARRANGEMENTS

We are involved with some off-balance sheet arrangements that have or are reasonably likely to have an effect on our financial condition, liquidity, or capital. These arrangements at September 30, 2003 are presented in the following table.

September 30,
2003

Commitments to extend credit:
Revolving home equity and credit card lines
\$ 18,540,518
Construction loans 29,904,727
Other loans 27,283,875
Standby letters of credit $2,652,282$

$$
\text { Total } \quad \$ 78,381,402
$$

## MARKET RISK MANAGEMENT

Market risk is the risk of loss arising from adverse changes in the fair value of financial instruments due to changes in interest rates, exchange rates and equity prices. Interest rate risk is our primary market risk and results from timing differences in the repricing of assets, liabilities and off-balance sheet instruments, changes in relationships between rate indices and the potential exercise of imbedded options. The principal objective of asset/liability management is to minimize interest rate risk and our actions in this regard are taken under the guidance of our Asset/Liability Management Committee ("ALCO"), which is comprised of members of senior management and members of the Board of Directors. The ALCO actively formulates the economic assumptions that we use in our financial planning and budgeting process and establishes policies which control and monitor our sources, uses and prices of funds.

Some amount of interest rate risk is inherent and appropriate to the banking business. Our net income is affected by changes in the absolute level of interest rates. Our interest rate risk position is liability sensitive; that is, liabilities are likely to reprice faster than assets, resulting in a decrease in net income in a rising rate environment. Conversely, net income should increase in a falling interest rate environment. Net income is also subject to changes in the shape of the yield curve. In general, a flattening yield curve would result in a decline in our earnings due to the compression of earning asset yields and funding rates, while a steepening would result in increased earnings as margins widen.

Several techniques are available to monitor and control the level of interest rate risk. We primarily use earnings simulations modeling to monitor interest rate risk. The earnings simulation model forecasts the effects on net interest income under a variety of interest rate scenarios that incorporate changes in the absolute level of interest rates and changes in the shape of the yield curve. Assumptions used to project yields and rates for new loans and deposits are derived from historical analysis. Securities portfolio maturities and prepayments are reinvested in like instruments. Mortgage loan prepayment assumptions are developed from industry estimates of prepayment speeds. Noncontractual deposit repricings are modeled on historical patterns.

As of September 30, 2003, our earnings simulation model projects net interest income would increase by approximately $0.4 \%$ if rates fall evenly by 200 basis points over the next year, as compared to projected stable rate net interest income. The model projects that if rates rise evenly by 200 basis points over the next year, our net interest income would decline by $2.2 \%$, as compared to projected stable rate net interest income. These projected changes are well within our ALCO policy limit of +/-10\%.

## NEW MORTGAGE ORIGINATION BUSINESS UNIT

In third quarter 2003, we organized and established Summit Financial, LLC ("SFLLC") as a wholly owned subsidiary of Shenandoah Valley National Bank. SFLLC, headquartered in Herndon, Virginia, will originate for resale: 1) primarily residential second mortgage debt consolidation loans to customers throughout the United States marketed utilizing direct mail; and 2) traditional residential first mortgage loans to borrowers in northern Virginia. SFLLC incurred a net loss of $\$ 135,000$ (net of income tax benefit of $\$ 70,000$ ) during third quarter 2003, which is included in our consolidated earnings for the same period.

CONTROLS AND PROCEDURES
Our management, including the Chief Executive Officer and Chief Financial Officer, have conducted as of September 30, 2003, an evaluation of the effectiveness of disclosure controls and procedures as defined in Exchange Act Rule 13a-15(e). Based on that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the disclosure controls and procedures as of September 30, 2003 were effective. There were no changes in our internal control over financial reporting that occurred during the quarter ended September 30, 2003 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Summit Financial Group, Inc. and Subsidiaries
Part II. Other Information
Item 1. Legal Proceedings
We are involved in various pending legal actions, all of which are regarded as litigation arising in the ordinary course of business and are not expected to have a materially adverse effect on our business or financial condition.

Item 6. Reports on Form 8-K
On July 29, 2003, we filed our news release dated July 29, 2003 announcing our financial results for the three months and six months ended June 30, 2003.

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.

SUMMIT FINANCIAL GROUP, INC.
(registrant)

By: /s/ H. Charles Maddy, III
H. Charles Maddy, III,

President and Chief Executive Officer

By: /s/ Robert S. Tissue
Robert S. Tissue,
Senior Vice President and Chief Financial Officer

SARBANES-OXLEY ACT SECTION 302
CERTIFICATION OF CHIEF EXECUTIVE OFFICER
I, H. Charles Maddy, III, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Summit Financial Group, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other
financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) Any fraud, whether or not material, that involves management or other employees who have a significant role in registrant's internal control over financial reporting.

SARBANES-OXLEY ACT SECTION 302
CERTIFICATION OF CHIEF FINANCIAL OFFICER
I, Robert S. Tissue, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Summit Financial Group, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) Any fraud, whether or not material, that involves management or other employees who have a significant role in registrant's internal control over financial reporting.

Date: November 12, 2003

## /s/ Robert S. Tissue

## Robert S. Tissue

Sr. Vice President and Chief Financial Officer

SARBANES-OXLEY ACT SECTION 906
CERTIFICATION OF CHIEF EXECUTIVE OFFICER

In connection with the Quarterly Report of Summit Financial Group, Inc. ("Summit
") on Form 10-Q for the period ending September 30, 2003 as filed with the
Securities and Exchange Commission on the date hereof (the "Report"), I, H.
Charles Maddy, III, President and Chief Executive Officer of Summit, certify pursuant to 18 U.S.C. ss. 1350, as adopted pursuant to ss. 906 of the Sarbanes-0xley Act of 2002, that:
(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
(2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of Summit.

## /s/ H. Charles Maddy, III

H. Charles Maddy, III,

President and Chief Executive Officer

Date: November 12, 2003

The foregoing certification is being furnished solely pursuant to 18 U.S.C. ss. 1350 and is not being filed as part of the Report or as a separate disclosure document.

SARBANES-OXLEY ACT SECTION 906
CERTIFICATION OF CHIEF FINANCIAL OFFICER

In connection with the Quarterly Report of Summit Financial Group, Inc. ("Summit ") on Form 10-Q for the period ending September 30, 2003 as filed with the
Securities and Exchange Commission on the date hereof (the "Report"), I, Robert S. Tissue, Senior Vice President and Chief Financial Officer of Summit, certify pursuant to 18 U.S.C. ss. 1350, as adopted pursuant to ss. 906 of the Sarbanes-Oxley Act of 2002, that:
(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
(2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of Summit.
/s/ Robert S. Tissue
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Robert S. Tissue,
Sr. Vice President and Chief Financial Officer

Date: November 12, 2003

The foregoing certification is being furnished solely pursuant to 18 U.S.C. ss. 1350 and is not being filed as part of the Report or as a separate disclosure document.


[^0]:    See Notes to Consolidated Financial Statements

