# U.S. SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, DC 20549 

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

For the quarterly period ended March 31, 2002.
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.)

223 North Main Street
Moorefield, West Virginia 26836
(Address of principal executive offices) (Zip Code)
(304) 538-1000
(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 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
$1,754,310$ shares outstanding as of May 9, 2002

Summit Financial Group, Inc. and Subsidiaries
Table of Contents

Item 1. Financial Statements
Consolidated balance sheets
March 31, 2002 (unaudited) and December 31, 2001...................... 3
Consolidated statements of income
for the three months ended March 31, 2002
and 2001 (unaudited)
.4
Consolidated statements of shareholders' equity
for the three months ended
March 31, 2002 and 2001 (unaudited)
Consolidated statements of cash flows
for the three months ended
March 31, 2002 and 2001 (unaudited)
Notes to consolidated financial statements (unaudited).........8-18
Item 2. Management's Discussion and Analysis of Financial Condition
and Results of Operations............................................19-24
PART II. OTHER INFORMATION
Item 1. Legal Proceedings None

Item 2. Changes in Securities and Use of Proceeds.............................................
Item 3. Defaults upon Senior Securities
Item 4. Submission of Matters to a Vote of Security Holders ..... None
Item 5. Other Information ..... None

Item 6. Exhibits and Reports on Form 8-K
Exhibits
Exhibit 11. Statement re: Computation of Earnings per ShareInformation contained in Note 2 to the ConsolidatedFinancial Statements on page 8 of this QuarterlyReport is incorporated herein by reference.
Reports on Form 8-K ..... None
SIGNATURES ..... 25

Summit Financial Group, Inc. and Subsidiaries
Consolidated Balance Sheets

## ASSETS

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

| $\begin{gathered} \text { March 31, } \\ 2002 \\ \text { (unaudited) } \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2001 \\ (*) \end{gathered}$ |
| :---: | :---: |
| \$ 7,667,319 | \$ 11,776,231 |
| 2,309,456 | 2,261,826 |
| 208,070 | 1,848,129 |
| 206, 295, 842 | 206,967, 097 |
| 150,157 | 150,280 |
| 358,966, 877 | 344,415,429 |
| 12,942,917 | 12,911,507 |
| 4,288,987 | 3,874, 002 |
| 3, 314,493 | 3,352, 281 |
| 7,144,967 | 4,199,975 |
| \$ 603,289,085 | \$ 591, 756,757 |


| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Liabilities |  |  |  |  |
| Deposits |  |  |  |  |
| Non interest bearing | \$ | 38,337,889 | \$ | 38,685,688 |
| Interest bearing |  | 361,414,256 |  | 357,519,290 |
| Total deposits |  | 399,752,145 |  | 396,204,978 |
| Short-term borrowings |  | 18,861,192 |  | 24, 032,790 |
| Long-term borrowings |  | 133, 813, 139 |  | 123,444,531 |
| Other liabilities |  | 5,839,663 |  | 3,787,111 |
| Total liabilities |  | 558,266, 139 |  | 547,469,410 |
| Commitments and Contingencies |  |  |  |  |
| Shareholders' Equity |  |  |  |  |
| Common stock, \$2.50 par value; authorized |  |  |  |  |
| 5,000,000 shares; issued 1,780,780 shares |  | 4, 451,950 |  | 4,451,950 |
| Capital surplus |  | 8,256,901 |  | 8,256,901 |
| Retained earnings |  | 32,434,117 |  | 30,803,543 |
| Less cost of shares acquired for the treasury 2002-26,470 shares; 2001-25,670 shares |  | $(532,479)$ |  | $(532,479)$ |
| Accumulated other comprehensive income |  | 412,457 |  | 1,307,432 |
| Total shareholders' equity |  | 45, 022,946 |  | 44,287,347 |
| Total liabilities and shareholders' equity | \$ | 603,289, 085 | \$ | 591, 756, 757 |

(*) - December 31, 2001 financial information has been extracted from audited consolidated financial statements

See Notes to Consolidated Financial Statements

|  | Months En |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2002 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ |
| Interest income |  |  |
| Interest and fees on loans |  |  |
| Taxable | \$ 6,714,084 | \$ 5,969,383 |
| Tax-exempt | 81,555 | 39,916 |
| Interest and dividends on securities |  |  |
| Taxable | 2,601,311 | 2,845,899 |
| Tax-exempt | 403,456 | 220,511 |
| Interest on interest bearing deposits with other banks | 22,850 | 3,760 |
| Interest on Federal funds sold | 11,359 | 46,957 |
| Total interest income | 9,834,615 | 9,126,426 |
| Interest expense |  |  |
| Interest on deposits | 2,891,194 | 3,960,775 |
| Interest on short-term borrowings | 86,493 | 171,150 |
| Interest on long-term borrowings | 1,677,698 | 1,171,620 |
| Total interest expense | 4,655,385 | 5,303,545 |
| Net interest income | 5,179,230 | 3,822,881 |
| Provision for loan losses | 292,500 | 145,000 |
| Net interest income after provision for loan losses | 4,886,730 | 3,677,881 |
| Other income |  |  |
| Insurance commissions | 25,337 | 15,158 |
| Service fees | 295,297 | 222,273 |
| Securities gains | 52,680 | 84,142 |
| Loss on disposal of assets | $(15,997)$ | (716) |
| Other | 5,036 | 43,746 |
| Total other income | 362,353 | 364,603 |
| Other expense |  |  |
| Salaries and employee benefits | 1,645,202 | 1,325, 042 |
| Net occupancy expense | 182,474 | 194,335 |
| Equipment expense | 290,779 | 284,073 |
| Supplies | 123,779 | 51,906 |
| Amortization of intangibles | 37,788 | 70,548 |
| Other | 697,257 | 595,661 |
| Total other expense | 2,977,279 | 2,521,565 |
| Income before income taxes | 2,271,804 | 1,520,919 |
| Income tax expense | 641,230 | 511,905 |
| Net income | \$ 1,630, 574 | \$ 1, 009, 014 |
| Basic earnings per common share | \$ 0.93 | \$ 0.57 |
| Diluted earnings per common share | \$ 0.92 | \$ 0.57 |
| Average common shares outstanding |  |  |
| Basic | 1,754,310 | 1,754,872 |
| Diluted | 1,766,201 | 1,754,872 |
| Dividends per common share | \$ | \$ |

[^0]

[^1]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
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 sales of securities available for sale
Principal payments received on securities available for sale
Principal payments received on securities held to maturity
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
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

| Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ |
| \$ | 1,630,574 | \$ | 1,009,014 |
|  | 250,869 |  | 223,069 |
|  | 292,500 |  | 145, 000 |
|  | $(149,270)$ |  | $(11,970)$ |
|  | $(52,680)$ |  | $(84,142)$ |
|  | 15,797 |  | 716 |
|  | 56,020 |  | $(127,891)$ |
|  | 45, 072 |  | 69,549 |
|  | $(414,985)$ |  | $(260,174)$ |
|  | $(462,883)$ |  | (270, 266 ) |
|  | 2, 052,552 |  | 670,408 |
| 3,263,566 |  |  | 1,363,313 |
| $(47,630)$ |  |  | 306,992 |
| $\begin{aligned} & 3,000,000 \\ & 4,814,367 \end{aligned}$ |  |  | 19,078,810 |
|  |  |  | 4,793,107 |
| 10,120,896 |  |  | 2,800,650 |
|  | (18, - |  | (31, ${ }^{-}$ |
| $(18,678,877)$ |  |  | $(31,069,852)$ |
| $\begin{gathered} 1,640,059 \\ (14,864,383) \end{gathered}$ |  |  | $(7,988,000)$ |
|  |  |  | $(10,707,523)$ |
| (311, 011) |  |  | $(359,398)$ |
| $\begin{gathered} 8,900 \\ (1,853,018) \end{gathered}$ |  |  | 25,822 |
|  |  |  | $(51,200)$ |
| $(16,170,697)$ |  |  | $(23,170,592)$ |
| $\begin{gathered} 4,308,805 \\ (707,595) \end{gathered}$ |  |  | 7,882,891 |
|  |  |  | 9,413, 082 |
| $(5,171,599)$ |  |  | (229, 466 ) |
| 10,530, 000 |  |  | 6,500,000 |
| $(161,392)$ |  |  | $(92,458)$ |
| (161,392) |  |  | $(14,754)$ |
| 8,798,219 |  |  | 23,459,295 |
| $(4,108,912)$ |  |  | 1,652,016 |
| 11,776,231 |  |  | 7,091,871 |
| \$ | 7,667,319 | \$ | 8,743,887 |

(Continued)
See Notes to Consolidated Financial Statements

|  | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2001 \end{gathered}$ |  |
| Supplemental Disclosures of Cash Flow Information Cash payments for: |  |  |  |  |
| Interest |  | 14,857 |  |  |
| Income taxes | \$ | 50,000 | \$ | - |
| Supplemental Schedule of Noncash Investingand Financing Activities |  |  |  |  |
| Other assets acquired in settlement of loans | \$ | 17,450 | \$ | - |

Summit Financial Group, Inc. and Subsidiaries
Notes to Consolidated Financial Statements (unaudited)
Note 1. Basis of Presentation
These consolidated financial statements of Summit Financial Group, Inc. and Subsidiaries ("Summit" or "Company") have been prepared 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 the opinion of management, 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 management 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 three months ended March 31, 2002 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 the Company's 2001 audited financial statements and Annual Report on Form 10-K. Certain accounts in the consolidated financial statements for December 31, 2001 and March 31, 2002, as previously presented, have been reclassified to conform to current year classifications.

Note 2. Accounting Change
In June 2001, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards No. 142, Goodwill and Other Intangible Assets ("SFAS 142"), which addresses the accounting and reporting for acquired goodwill and other intangible assets. Under the provisions of SFAS 142, goodwill and certain other intangible assets with indefinite useful lives are no longer amortized into net income over an estimated life, but rather are tested at least annually for impairment based on specific guidance provided in the new standard. However, SFAS 142 did not supercede Statement of Financial Accounting Standards No. 72, Accounting for Certain Acquisitions of Banking or Thrift Institutions ("SFAS 72"), and therefore, any goodwill accounted for in accordance with SFAS 72 will continue to be amortized until further guidance is issued from the FASB. SFAS 142 also requires that intangible assets determined to have definite useful lives be amortized over their estimated useful lives and also be subject to impairment testing.

The provisions of SFAS 142 were adopted by Summit as required effective January 1, 2002. During second quarter of 2002, the Company will perform the required impairment test of goodwill as of January 1, 2002; however, preliminarily Summit does not expect to record an impairment loss as a result of this test. Due to no longer having to amortize goodwill against earnings, Summit's net income is expected to increase by approximately $\$ 131,000$, or $\$ 0.07$ per diluted share in 2002

The following presents the Company's consolidated results of operations adjusted as though the adoption of SFAS 142 occurred as of January 1, 2001.

|  | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2002 |  | 2001 |  |
| Reported net income | \$ 1,630,574 |  | \$ 1, 009, 014 |  |
| Add back: goodwill amortization, net of applicable tax effect |  | - | 32,760 |  |
| Adjusted net income |  | , 574 |  | 1,774 |
| Basic earnings per share |  |  |  |  |
| Reported net income | \$ | 0.93 | \$ | 0.57 |
| Add back: goodwill amortization, net of applicable tax effect |  | - |  | 0.02 |
| Adjusted net income | \$ | 0.93 | \$ | 0.59 |
| Diluted earnings per share |  |  |  |  |
| Reported net income | \$ | 0.92 | \$ | 0.57 |
| Add back: goodwill amortization, net of applicable tax effect |  | - |  | 0.02 |
| Adjusted net income | \$ | 0.92 | \$ | 0.59 |

The carrying amount of goodwill at March 31, 2002 and December 31, 2001 was $\$ 1,488,030$. Accordingly, no changes in goodwill were recorded during the three months ended March 31, 2002.

At March 31, 2002 and December 31, 2001, Summit had \$1,826,463 and \$1,864,251, respectively, in unamortized acquired intangible assets consisting entirely of goodwill recorded in accordance with SFAS 72. Amortization of $\$ 37,788$ was recorded for the three months ended March 31, 2002 relative to these intangible assets. Annual amortization is expected to be approximately $\$ 151,000$ for each of the years ending 2002 through 2006.

## Note 3. Pending Acquisition

On April 26, 2002, Summit announced that the Boards of Directors of Summit and Monroe Financial, Inc. ("Monroe"), a $\$ 30$ million asset bank holding company with three full service banking offices located in Monroe and Summers Counties of West Virginia, have approved a plan to affiliate, whereby Summit will acquire Monroe and its wholly owned subsidiary, Bank of Greenville. In accordance with the plan, Bank of Greenville will be merged with Summit's subsidiary, Capital State Bank, Inc. The transaction is intended to be a tax-free exchange of stock whereby Monroe's shareholders will receive, subject to certain potential adjustments, 0.85 shares of Summit common stock for each share of Monroe's common stock owned. The transaction is subject to certain conditions, among them the negotiation of a definitive acquisition agreement, regulatory approvals and the approval of Monroe's shareholders.

The computations of basic and diluted earnings per share follow:

Three Months Ended March 31,

| 2002 | 2001 |
| :---: | :---: |
| \$ 1,630,574 | \$ 1, 009, 014 |
| 1,754,310 | 1,754,872 |
| 11,891 |  |
| 1,766, 201 | 1,754,872 |
| \$ 0.93 | \$ 0.57 |
| \$ 0.92 | \$ 0.57 |

## Note 5. Securities

The amortized cost, unrealized gains, unrealized losses and estimated fair values of securities at March 31, 2002 and December 31, 2001 are summarized as follows:


December 31, 2001

| Amortized | Unrealized |  | Estimated |
| :---: | :---: | :---: | :---: |
| Cost | Gains | Losses | Fair Value |

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

Held to Maturity
Tax-exempt:
State and political subdivisions $\$ 150,280 \quad \$ \quad 1,410 \quad \$ \quad 157 \quad \$ \quad 151,533$
============ ============ =========================

The maturites, amortized cost and estimated fair values of securities at March 31, 2002, are summarized as follows:

Due in one year or less
Due from one to five years
Due from five to ten years
Due after ten years
Equity securities

Due in one year or less
Due from one to five years
Due from five to ten years
Due after ten years
Equity securities

Available for Sale

|  | Amortized Cost | Estimated |  |
| :---: | :---: | :---: | :---: |
| \$ | 52,372,008 | \$ | 703,693 |
|  | 96,365,862 |  | 135,943 |
|  | 19,775,916 |  | 933, 808 |
|  | 25,785,826 |  | 159,601 |
|  | 11,357,631 |  | 362,797 |
|  | 205,657,243 |  | 295,842 |
| Held to Maturity |  |  |  |
| $\begin{aligned} & \text { Amortized } \\ & \text { Cost } \end{aligned}$ |  | Estimated Fair Value |  |
| \$ | 150,157 | \$ | 150,293 |
|  | - |  | - |
|  | - |  |  |
|  | - |  | - |
| \$ | 150,157 | \$ | 150,293 |


| $\begin{gathered} \text { March 31, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: |
| 28,012,043 | \$ | 26,464,421 |
| 134,612, 059 |  | 121,576,437 |
| 1,361,508 |  | 2,393,754 |
| 152,113,861 |  | 149, 050,426 |
| 40,698,188 |  | 41,508,960 |
| 6,292,221 |  | 7,263,448 |
| 363, 089, 880 |  | 348,257,446 |
| 731,487 |  | 731, 769 |
| 362,358, 393 |  | 347,525,677 |
| 3,391,516 |  | 3,110,248 |
| \$ 358, 966, 877 |  | 344, 415, 429 |

Note 7. Allowance for Loan Losses
An analysis of the allowance for loan losses for the three month periods ended March 31, 2002 and 2001, and for the year ended December 31, 2001 is as follows:

|  | Three Months Ended March 31, |  | Year Ended December 31, |
| :---: | :---: | :---: | :---: |
|  | 2002 | 2001 | 2001 |
| Balance, beginning of period | \$3,110, 248 | \$2,570,777 | \$2,570,776 |
| Losses: |  |  |  |
| Commercial | - | - | 38,624 |
| Commercial real estate | - | 48,996 | 69,233 |
| Real estate - mortgage | 1,817 | - | 46,977 |
| Consumer | 28,570 | 28,532 | 190,804 |
| Other | 15,786 | 18,857 | 75,643 |
| Total | 46,173 | 96,385 | 421, 281 |
| Recoveries: |  |  |  |
| Commercial | 347 | 432 | 2,672 |
| Commercial real estate | - | - | 7,500 |
| Real estate - mortgage | 16,737 | - | 728 |
| Consumer | 14,545 | 12,735 | 98,940 |
| Other | 3,312 | 4,010 | 20,913 |
| Total | 34,941 | 17,177 | 130,753 |
| Net losses | 11,232 | 79,208 | 290,528 |
| Provision for loan losses | 292,500 | 145, 000 | 830,000 |
| Balance, end of period | \$3,391, 516 | \$2,636,569 | \$3,110,248 |

## Note 8. Deposits

The following is a summary of interest bearing deposits by type as of March 31, 2002 and December 31, 2001:

Interest bearing demand deposits Savings deposits
Certificates of deposit
Individual retirement accounts
Total

| $\begin{gathered} \text { March } 31, \\ 2002 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2001 \end{gathered}$ |
| :---: | :---: |
| \$ 84,772, 287 | \$ 81, 509,961 |
| 45,160, 225 | 43, 765,947 |
| 209,928,542 | 211,116,608 |
| 21,553,202 | 21,126,774 |
| \$361, 414, 256 | \$357, 519, 290 |
| $=========$ | ======== |

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 March 31, 2002:

|  | Amount | Percent |
| :---: | :---: | :---: |
| Three months or less | \$ 12,377,122 | 22.3\% |
| Three through six months | 7,798, 048 | 14.0\% |
| Six through twelve months | 14,481, 261 | 26.1\% |
| Over twelve months | 20,863,515 | 37.6\% |
| Total | \$ 55, 519,946 | 100.0\% |

A summary of the scheduled maturities for all time deposits as of March 31, 2002
is as follows:
Nine month period ending December 31, 2002
Year Ending December 31, 2003
\$ 114,988, 587
62, 402, 416
Year Ending December 31, 2004
Year Ending December 31, 2005
39,130,256
Year Ending December 31, 2006
5, 781, 662
4,109, 058
5, 069, 765
\$ 231,481,744
$===========$

Note 9. Borrowed Funds
Short-term borrowings: A summary of short-term borrowings is presented below:

| Federal Funds Purchased and |  | Federal Home Loan Bank |
| :---: | :---: | :---: |
| Lines of | Repurchase | Short-term |
| Credit | Agreements | Advances |
| \$ 1,513, 000 | \$ 8,948,192 | \$ 8,400, 000 |
| 1,295,178 | 8,624,953 | 7,009,534 |
| 1,513,000 | 8,995,934 | 8,400, 000 |
| 3.96\% | 1.73\% | 2.12\% |
| 3.52\% | 1.79\% | 2.25\% |

Year Ended December 31, 2001
$\left.\begin{array}{crr}\begin{array}{c}\text { Federal Funds } \\ \text { Purchased } \\ \text { and }\end{array} & & \begin{array}{c}\text { Federal } \\ \text { Home }\end{array} \\ \text { Lines of } \\ \text { Credit }\end{array} \begin{array}{c}\text { Repurchase } \\ \text { Agreements }\end{array} \quad \begin{array}{c}\text { Short-term } \\ \text { Advances }\end{array}\right]$

Long-term borrowings: The Company's long-term borrowings of $\$ 133,813,139$ and $\$ 123,444,531$ at March 31, 2002 and December 31, 2001 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 three month period ended March 31, 2002 was $5.13 \%$ compared to $5.59 \%$ for the first three months of 2001.

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

Year Ending
December 31,
2002 \$ 1,403,066
2003
2004
2005
2006
Thereafter

## Amount

4, 893, 925
18, 857, 794
23,844,041
7,656,710
77,157,603
\$ 133, 813, 139

Summit and its 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, Summit and each of its subsidiaries must meet specific capital guidelines that involve quantitative measures of Summit's and its subsidiaries' assets, liabilities and certain off-balance sheet items as calculated under regulatory accounting practices. Summit and each of its 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 Summit and each of its 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). Management believes, as of March 31, 2002, that Summit and each of its subsidiaries met all capital adequacy requirements to which they were subject.

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

Summit's and its subsidiaries', Summit Community Bank's ("Summit Community", the entity resulting from the merger of two former Summit bank subsidiaries, South Branch Valley National Bank and Potomac Valley Bank on January 18, 2002), Capital State Bank, Inc.'s ("Capital State") and Shenandoah Valley National Bank's ("Shenandoah") actual capital amounts and ratios are presented in the following table.

|  | Actual |  |  | Minimum Required Regulatory Capital |  |  | To be Well Capitalized under Prompt Corrective Action Provisions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | mount | Ratio |  | Amount | Ratio |  | mount | Ratio |
| As of March 31, 2002 |  |  |  |  |  |  |  |  |  |
| Total Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |  |
| Summit | \$ | 44,702 | 11.3\% | \$ | 31, 511 | 8.0\% | \$ | 39,389 | 10.0\% |
| Summit Community* |  | 24,546 | 11.3\% |  | 17,352 | 8.0\% |  | 21,690 | 10.0\% |
| Capital State |  | 9,845 | 10.5\% |  | 7,488 | 8.0\% |  | 9,361 | 10.0\% |
| Shenandoah |  | 10,784 | 12.7\% |  | 6,793 | 8.0\% |  | 8,491 | 10.0\% |
| Tier I Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |  |
| Summit |  | 41,297 | 10.5\% |  | 15,756 | 4.0\% |  | 23,633 | 6.0\% |
| Summit Community* |  | 22,411 | 10.3\% |  | 8,676 | 4.0\% |  | 13,014 | 6.0\% |
| Capital State |  | 9,129 | 9.8\% |  | 3,744 | 4.0\% |  | 5,616 | 6.0\% |
| Shenandoah |  | 10,230 | 12.0\% |  | 3,397 | 4.0\% |  | 5,095 | 6.0\% |
| Tier I Capital (to average assets) |  |  |  |  |  |  |  |  |  |
| Summit |  | 41,297 | 7.0\% |  | 17,708 | 3.0\% |  | 29,513 | 5.0\% |
| Summit Community* |  | 22,411 | 6.9\% |  | 9,734 | 3.0\% |  | 16,223 | 5.0\% |
| Capital State |  | 9,129 | 6.6\% |  | 4,172 | 3.0\% |  | 6,954 | 5.0\% |
| Shenandoah |  | 10,230 | 8.2\% |  | 3,763 | 3.0\% |  | 6,272 | 5.0\% |
| As of December 31, 2001 |  |  |  |  |  |  |  |  |  |
| Total Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |  |
| Summit | \$ | 42,695 | 11.3\% | \$ | 30,173 | 8.0\% | \$ | 29,586 | 10.0\% |
| South Branch* |  | 14, 014 | 10.4\% |  | 10,811 | 8.0\% |  | 13,514 | 10.0\% |
| Capital State |  | 9,407 | 10.4\% |  | 7,208 | 8.0\% |  | 9,011 | 10.0\% |
| Shenandoah |  | 10,386 | 13.7\% |  | 6,065 | 8.0\% |  | 7,581 | 10.0\% |
| Potomac* |  | 9,273 | 12.1\% |  | 6,121 | 8.0\% |  | 7,651 | 10.0\% |
| Tier I Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |  |
| Summit |  | 39,585 | 10.5\% |  | 15,080 | 4.0\% |  | 22,620 | 6.0\% |
| South Branch* |  | 12,564 | 9.3\% |  | 5,404 | 4.0\% |  | 8,106 | 6.0\% |
| Capital State |  | 8,754 | 9.7\% |  | 3,602 | 4.0\% |  | 5,404 | 6.0\% |
| Shenandoah |  | 9,978 | 13.2\% |  | 3,033 | 4.0\% |  | 4,549 | 6.0\% |
| Potomac* |  | 8,674 | 11.3\% |  | 3,062 | 4.0\% |  | 4,593 | 6.0\% |
| Tier I Capital (to average assets) |  |  |  |  |  |  |  |  |  |
| Summit |  | 39,585 | 7.1\% |  | 16,797 | 3.0\% |  | 27,995 | 5.0\% |
| South Branch* |  | 12,564 | 7.0\% |  | 5,369 | 3.0\% |  | 8,949 | 5.0\% |
| Capital State |  | 8,754 | 6.7\% |  | 3,902 | 3.0\% |  | 6,504 | 5.0\% |
| Shenandoah |  | 9,978 | 8.1\% |  | 3,709 | 3.0\% |  | 6,182 | 5.0\% |
| Potomac* |  | 8,674 | 7.0\% |  | 3,739 | 3.0\% |  | 6,231 | 5.0\% |

*South Branch and Potomac merged to form Summit Community Bank on January 18, 2002.

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

## INTRODUCTION

The following discussion and analysis focuses on significant changes in the financial condition and results of operations of Summit Financial Group, Inc. ("Company" or "Summit") and its 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 the Company's 2001 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 management. The following management's 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, the Company notes that a variety of factors could cause Summit's actual results and experience to differ materially from the anticipated results or other expectations expressed in those forward-looking statements

## RESULTS OF OPERATIONS

Earnings Summary
Net income for the quarter ended March 31, 2002 grew $61.6 \%$ to $\$ 1,631,000$, or $\$ 0.92$ per diluted share as compared to $\$ 1,009,000$, or $\$ 0.57$ per diluted share for the quarter ended March 31, 2001. Returns on average equity and assets for first quarter 2002 were $14.75 \%$ and 1.10\%, respectively, compared with $10.13 \%$ and $0.83 \%$ for the same period of 2001.

## Net Interest Income

The Company's net interest income on a fully tax-equivalent basis totaled $\$ 5,417,000$ for the three month period ended March 31, 2002 compared to \$3,941,000 for the same period of 2001, representing an increase of \$1,476,000 or $37.5 \%$. This increase resulted from growth in interest earning assets, primarily loans, coupled with lower-cost funding in a falling rate environment. Average interest earning assets grew 22.0\% from \$460,133,000 during the first quarter of 2001 to $\$ 561,526,000$ for the first quarter of 2002 . Average interest bearing liabilities grew 22.6\% from \$414,654,000 at March 31, 2001 to $\$ 508,362,000$ at March 31, 2002, at an average yield for the first three months of 2002 of $3.7 \%$ compared to $5.1 \%$ for the same period of 2001 .

Summit's net yield on interest earning assets increased to $3.9 \%$ for the three month period ended March 31, 2002, compared to $3.4 \%$ for the same period in 2001. Consistent with industry trends, the Company's net interest margin has been narrowing as competition from nontraditional financial service providers and shifting customer preferences have made it difficult to attract core deposits, the most significant and lowest cost funding source of commercial banks.

Growth in the Company's net interest income is expected to continue due to anticipated continued growth in volumes of interest earning assets, principally loans, over the near term. However, if market interest rates were to rise significantly over the next 12 months, the spread between interest earning assets and interest bearing liabilities could begin to narrow due to Summit's current liability sensitive interest rate risk position, thus negatively impacting net interest income. Management continually monitors the net interest margin through net interest income simulation to minimize the potential for any significant negative impact. See the "Market Risk Management" section for further discussion of the impact changes in market interest rates could have on Summit. Further analysis of the Company's 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)

Interest earning assets
Loans, net of unearned income

| Taxable | \$ 346,877 | \$ 6,714 | 7.7\% | \$ 276,735 | \$ 5,973 | 8.6\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tax-exempt (1) | 5,775 | 124 | 8.6\% | 2,010 | 53 | 10.5\% |
| Securities |  |  |  |  |  |  |
| Taxable | 171,374 | 2,601 | $6.1 \%$ | 160,624 | 2,846 | 7.1\% |
| Tax-exempt (1) | 32,325 | 599 | 7.4\% | 16,913 | 322 | 7.6\% |
| Federal funds sold and interest |  |  |  |  |  |  |
| Total interest earning assets | 561, 526 | 10,072 | --- 7 - | 460, 133 | 9,246 | 8. 0\% |
|  |  | ------- | --- |  | ----- | -- |


| Noninterest earning assets |  |  |
| :---: | :---: | :---: |
| Cash \& due from banks | 8,174 | 7,885 |
| Premises and equipment | 12,975 | 12,225 |
| Other assets | 13,870 | 13,383 |
| Allowance for loan losses | $(3,233)$ | $(2,636)$ |
| Total assets | \$ 593, 312 | \$ 490,990 |

Interest bearing liabilities

| Interest bearing demand deposits | \$ 82,414 | \$ 296 | 1.4\% | \$ | 65,817 | \$ | 539 | 3.3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings deposits | 44,612 | 141 | 1.3\% |  | 37,671 |  | 254 | 2.7\% |
| Time deposits | 233,648 | 2,454 | 4.2\% |  | 215,198 |  | 3,169 | 5.9\% |
| Short-term borrowings | 16,930 | 87 | 2.1\% |  | 12,910 |  | 171 | 5.3\% |
| Long-term borrowings | 130,758 | 1,677 | 5.1\% |  | 83, 058 |  | 1,172 | 5.6\% |
| otal interest bearing liabilities | 508, 362 | 4,655 | 3.7\% |  | 414,654 |  | 5,305 | 5.1\% |
|  |  | --- | --- |  |  |  | - - | --- |


(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 \$237,000 and $\$ 120,000$ for the periods ended March 31, 2002 and 2001, respectively.

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

March 31, 2002 versus March 31, 2001


## Credit Experience

The provision for loan losses represents charges to earnings necessary to maintain an adequate allowance for potential future loan losses. Management's 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.

The Company recorded a $\$ 292,000$ provision for loan losses for the first three months of 2002, compared to $\$ 145,000$ for the same period in 2001. This increase represents continued growth of the loan portfolio. Net loan charge offs for the first quarter of 2002 were $\$ 11,000$, as compared to $\$ 79,000$ over the same period of 2001. At March 31, 2002, the allowance for loan losses totaled $\$ 3,392,000$ or $0.94 \%$ of loans, net of unearned income, compared to $\$ 3,110,000$ or $0.89 \%$ of loans, net of unearned income at December 31, 2001.

Summit's asset quality remains sound. As illustrated in Table III below, the Company's non-performing assets and loans past due 90 days or more and still accruing interest have decreased during the past 12 months, remaining at a historically moderate level.

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


## Noninterest Expense

Total noninterest expense increased approximately \$456,000, or 18.1\% to $\$ 2,977,000$ during the first quarter of 2002 as compared to the same period in 2001. Substantially all of this increase resulted primarily from an increase in salaries and employee benefits expense as result of the Company awarding general merit raises and the addition of new staff positions required as result of Summit's growth.

FINANCIAL CONDITION
Total assets of the Company were $\$ 603,289,000$ at March 31, 2002, compared to $\$ 591,757,000$ at December 31, 2001, representing a $2.0 \%$ increase. Table IV below serves to illustrate significant changes in the Company's financial position between December 31, 2001 and March 31, 2002.

Table IV - Summary of Significant Changes in Financial Position (Dollars in thousands)

|  | Balance December 31, | Increase(Decrease |  |  | Balance March 31, |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | Amount | Percentage | 2002 |
| Assets |  |  |  |  |  |
| Federal funds sold | \$ 1,848 | \$ | $(1,640)$ | -88.7\% | \$ 208 |
| Securities available for sale | 206,967 |  | (671) | -0.3\% | 206,296 |
| Loans, net of unearned income | 344,415 |  | 14,552 | 4.2\% | 358, 967 |
| Liabilities |  |  |  |  |  |
| Interest bearing deposits | \$357, 519 | \$ | 3,895 | 1.1\% | \$361, 414 |
| Short-term borrowings | 24, 033 |  | $(5,172)$ | -21.5\% | 18, 861 |
| Long-term borrowings | 123,445 |  | 10,368 | 8.4\% | 133,813 |

Loan growth during the first three months of 2002, occurring principally in the commercial and real estate portfolios, was funded primarily by long-term borrowings from the FHLB.

Short-term borrowings decreased during the first quarter of 2002 as the company borrowed long-term with the FHLB and paid down the short-term borrowings.

Refer to Notes 5, 6, 8 and 9 of the notes to the accompanying consolidated financial statements for additional information with regard to changes in the composition of the Summit's securities, loans, deposits and borrowings between March 31, 2002 and December 31, 2001.

## LIQUIDITY

Liquidity reflects the Company's 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 $\$ 109$ million, or $18 \%$ of total assets at March 31, 2002 versus $\$ 126$ million, or 21\% of total assets at December 31, 2001.

The Company's liquidity position is monitored continuously to ensure that day-to-day as well as anticipated funding needs are met. Management is not aware of any trends, commitments, events or uncertainties that have resulted in or are reasonably likely to result in a material change to the Summit's liquidity.

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 Summit's 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 the Company's actions in this regard are taken under the guidance of its 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 the Company uses in its financial planning and budgeting process and establishes policies which control and monitor the Company's sources, uses and prices of funds.

Some amount of interest rate risk is inherent and appropriate to the banking business. Summit's net income is affected by changes in the absolute level of interest rates. The Company's 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 Company 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. Summit primarily uses 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 March 31, 2002, Summit's earnings simulation model projects net interest income would decrease by approximately $3.0 \%$ if rates rise evenly by 200 basis points over the next year, as compared to projected stable rate net interest income. Conversely, the model projects that if rates fall evenly by 200 basis points over the next year, Company net interest income would rise by approximately $0.9 \%$, as compared to projected stable rate net interest income. These projected changes are well within Summit's ALCO policy limit of +/-10\%.

## CAPITAL RESOURCES

Maintenance of a strong capital position is a continuing goal of Company management. Through management of its capital resources, the Company seeks to provide an attractive financial return to its shareholders while retaining sufficient capital to support future growth. Shareholders' equity at March 31, 2002 totaled \$45,023,000 compared to \$44,287,000 at December 31, 2001, representing an increase of $1.7 \%$.

Refer to Note 10 of the notes to the accompanying consolidated financial statements for information regarding regulatory restrictions on the Company's and its subsidiaries' capital.

## 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.

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


[^0]:    See Notes to Consolidated Financial Statements

[^1]:    See Notes to Consolidated Financial Statements

