# U.S. SECURITIES AND EXCHANGE COMMISSION 

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 June
30, 2001.
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<br>Summit Financial Group, Inc.<br>(Exact name of registrant as specified in its charter)<br>West Virginia 55-0672148<br>(State or other jurisdiction of (IRS Employer incorporation or organization) Identification No.)<br>223 North Main Street<br>Moorefield, West Virginia 26836<br>(Address of principal executive offices) (Zip Code)<br>(304) 538-7233<br>(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 $I_{-} \mid$

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

877,155 shares outstanding as of August 10, 2001

Summit Financial Group, Inc. and Subsidiaries
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$\qquad$

Summit Financial Group, Inc. and Subsidiaries
Consolidated Balance Sheets
$\left.\begin{array}{lrr} & \begin{array}{c}\text { June 30, } \\ 2001\end{array} & \begin{array}{c}\text { December 31, } \\ 2000\end{array} \\ \text { (unaudited) }\end{array}\right)$

| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Deposits |  |  |  |  |
| Non interest bearing | \$ | 32,570,233 | \$ | 30, 031,409 |
| Interest bearing |  | 335,482,088 |  | 315, 930, 441 |
| Total deposits |  | 368, 052,321 |  | 345, 961, 850 |
| Short-term borrowings |  | 11, 965,120 |  | 9,390,814 |
| Long-term borrowings |  | 90,599,652 |  | 81, 085,929 |
| Other liabilities |  | 3,300,079 |  | 5, 027,307 |
| Total liabilities |  | 473, 917,172 |  | 441, 465, 900 |
| Commitments and Contingencies |  |  |  |  |


| Shareholders' Equity |  |  |
| :---: | :---: | :---: |
| Common stock, \$2.50 par value; authorized |  |  |
| 5,000,000 shares; issued 890,390 shares | 2,225,978 | 2,225,978 |
| Capital surplus | 10,482,873 | 10,482, 873 |
| Retained earnings | 28,359,462 | 26,765,097 |
| Less cost of shares acquired for the treasury 2001-13,235 shares; 2000-12,835 shares | $(532,479)$ | $(517,725)$ |
| Accumulated other comprehensive income | 1,885,224 | 816,978 |
| Total shareholders' equity | 42,421, 058 | 39,773,201 |
| Total liabilities and shareholders' equity | \$ 516,338,230 | \$ 481, 239,101 |

(*) - December 31, 2000 financial information has been extracted from audited consolidated financial statements

See Notes to Consolidated Financial Statements
Interest income
Interest and fees on loans
Taxable
Tax-exempt
Interest and dividends on securities
Taxable
Tax-exempt
Interest on interest bearing deposits wi
Interest on Federal funds sold
Interest expense
Interest on deposits interest income
Interest on short-term borrowings
Interest on long-term borrowings
Total interest expense
Provision for loan losser interest income

Provision for loan losses
Net interest income after provision for loan losses
Other income
Insurance commissions
Service fees
Securities gains (losses)
Gain on sale of branch
Other

## Total other income

Other expense
Salaries and employee benefits
Net occupancy expense
Equipment expense
Supplies
Amortization of intangibles
Other
Total other expense
Income before income taxes
Income tax expense
Net income

Basic earnings per common share
Diluted earnings per common share

Average common shares outstanding Basic

Diluted
Dividends per common share

| Three | Ended | Six Months Ended |  |
| :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { June } 30, \\ 2001 \end{gathered}$ | $\begin{aligned} & \text { June } 30, \\ & 2000 \end{aligned}$ | $\begin{gathered} \text { June } 30, \\ 2001 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2000 \end{gathered}$ |


| $\$ 6,300,208$ | $\$ 5,238,263$ |
| ---: | ---: |
| 42,425 | 41,695 |
|  |  |
| $2,729,810$ | $2,323,266$ |
| 227,708 | 168,690 |
| 5,315 | 7,397 |
| 74,924 | 21,122 |
| -------- | ..----- |
| $9,380,390$ | $7,800,433$ |


| $\$ 12,269,591$ | $\$ 10,313,913$ |
| ---: | ---: |
| 82,341 | 78,157 |
| $5,575,709$ | $4,225,363$ |
| 448,219 | 342,088 |
| 9,075 | 56,348 |
| 121,881 | 75,549 |
| $--------\cdots$ | .$---\cdots$ |
| $18,506,816$ | $15,091,418$ |

3, 853, 363
109, 133
1,237,569
$1,237,569$
$--------200,065$
3,200, 227 963, 895 165, 071
---------
$4,329,193$
--------
$4,180,325$
180,000
4, 000, 325
26,152
244,821
93,125
-
33,762
.-----------
$1,366,711$
183,893
283,894
83,308
70,548
775,721
------
$2,764,075$
------
$1,634,110$
434,750
--------
$\$ 1,199,360$
$==========$
1,235,760 170,424 242,477

378,228
2,448, 170 317,972 438, 898 98,776 156,587 1, 371, 165 4,831,568
2,685,614 822,720
\$ 1, 862, 894
==========

| $\$$ |  |
| :--- | ---: |
| ========== |  |
| \$ | 2.11 |
| =========== |  |


| 877,155 | 881, 275 |  | 877,295 |  | 881, 275 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 877,155 |  | 1,275 |  | , 295 |  | 1,275 |
| \$ 0.70 | \$ | 0.50 | \$ | 0.70 | \$ | 0.50 |



[^0]|  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2001 |  | June 30, 2000 |  |
| Cash Flows from Operating Activities |  |  |  |  |
| Net income | \$ | 2,208,373 | \$ | 1,862,894 |
| Adjustments to reconcile net earnings to net cash provided by operating activities: |  |  |  |  |
| Depreciation |  | 452,539 |  | 326,071 |
| Provision for loan losses |  | 325,000 |  | 255, 001 |
| Deferred income tax (benefit) expense |  | $(55,320)$ |  | $(47,310)$ |
| Securities (gains) losses |  | $(177,267)$ |  | - |
| (Gain) loss on disposal of bank premises, equipment and other assets |  | 106,417 |  | 12,598 |
| (Gain) on branch divestiture |  |  |  | $(224,629)$ |
| Amortization of securities premiums (accretion of discounts), net |  | $(217,969)$ |  | $(27,370)$ |
| Amortization of intangibles and purchase accounting adjustments, net |  | 139, 098 |  | 82,379 |
| (Increase) decrease in accrued interest receivable |  | $(119,652)$ |  | $(779,932)$ |
| (Increase) decrease in other assets |  | $(194,962)$ |  | $(126,053)$ |
| Increase (decrease) in other liabilities |  | $(48,492)$ |  | 64,846 |
| Net cash provided by operating activities |  | 2,417,765 |  | 1,398,495 |
| Cash Flows from Investing Activities |  |  |  |  |
| Net (increase) decrease in interest bearing deposits with other banks |  | $(680,609)$ |  | 5,591,048 |
| Proceeds from maturities and calls of securities available for sale |  | 29,148,858 |  | 1,947, 806 |
| Proceeds from maturities and calls of securities held to maturity |  | 250,000 |  | 140,000 |
| Proceeds from sales of securities available for sale |  | 13,591, 877 |  | 9,355,259 |
| Principal payments received on securities available for sale |  | 10,745,248 |  | 1,880,413 |
| Principal payments received on securities held to maturity |  |  |  | 254,381 |
| Purchases of securities available for sale |  | $(52,442,345)$ |  | $(54,685,904)$ |
| Net (increase) decrease in Federal funds sold |  | $(5,827,000)$ |  | 2,785,216 |
| Net loans made to customers |  | $(26,334,094)$ |  | $(12,937,960)$ |
| Purchases of premises and equipment |  | $(774,971)$ |  | $(2,134,430)$ |
| Proceeds from sales of other assets |  | 39,822 |  | 44,546 |
| Purchases of life insurance contracts |  | $(74,200)$ |  | $(1,000,000)$ |
| Net cash and cash equivalents paid |  |  |  |  |
| in branch bank divestiture |  | - |  | $(820,879)$ |
| Net cash provided by (used in) investing activities |  | $(32,357,414)$ |  | $(49,580,504)$ |
| Cash Flows from Financing Activities |  |  |  |  |
| Net increase (decrease) in demand deposit, NOW and |  |  |  |  |
| Net increase (decrease) in time deposits |  | $9,267,855$ $12,795,697$ |  | $(5,213,673)$ $23,314,141$ |
| Net increase (decrease) in short-term borrowings |  | 2,574,305 |  | 37,242,593 |
| Proceeds from long-term borrowings |  | 9,700, 000 |  | ,242,593 |
| Repayment of long-term borrowings |  | $(186,277)$ |  | $(6,175,700)$ |
| Dividends paid |  | $(614,008)$ |  | $(440,637)$ |
| Purchase of treasury stock |  | $(14,754)$ |  | - |
| Purchase of fractional shares |  | - |  | $(4,884)$ |
| Net cash provided by financing activities |  | 33,522,818 |  | 48,721, 840 |
| Increase (decrease) in cash and due from banks |  | 3,583,169 |  | 539,831 |
| Cash and due from banks: |  |  |  |  |
| Beginning |  | 7,091,871 |  | 7,010,196 |
| Ending |  | 10,675,040 | \$ | 7,550,027 |

[^1]Consolidated Statements of Cash Flows - continued (unaudited)

| Six Months Ended |  |
| :---: | :---: |
| June 30, | June 30, |
| 2001 | 2000 |

Supplemental Disclosures of Cash Flow Information
Cash payments for:
Interest

| $\$ 10,640,583$ | $\$ 8,057,647$ |
| :--- | :--- |
| $=========$ | $=========$ |
| $\$ 1,025,000$ | $\$ 953,561$ |
| $==========$ | $=========$ |

Supplemental Schedule of Noncash Investingand Financing Activities Other assets acquired in settlement of loans
\$ 31, 817 \$ 51, 000

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 six months ended June 30, 2001 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 2000 audited financial statements and Annual Report on Form 10-K. Certain accounts in the consolidated financial statements for December 31, 2000 and June 30, 2001, as previously presented, have been reclassified to conform to current year classifications.

Note 2. New Accounting Pronouncements
In July 2001, the Financial Accounting Standards Board issued Statements of Financial Accounting Standards No. 141, Business Combinations ("SFAS 141") and No. 142, Goodwill and Other Intangible Assets ("SFAS 142"). SFAS 141 requires all business combinations initiated after June 30, 2001, to be accounted for using the purchase method. Under SFAS 142, goodwill and intangible assets with indefinite lives are no longer amortized but are reviewed annually (or more frequently if impairment indicators arise) for impairment. Separable intangible assets that are not deemed to have indefinite lives will continue to be amortized over their useful lives. The amortization provisions of SFAS 142 apply to goodwill and intangible assets acquired after June 30, 2001. With respect to goodwill and intangible assets acquired prior to July 1, 2001, the Company is required to adopt SFAS 142 effective January 1, 2002. Summit currently incurs pre-tax annual goodwill amortization of $\$ 282,000$ that will cease upon adoption of this standard. The Company is currently evaluating the effect that adoption of the provisions of SFAS 142 that are effective January 1, 2002, will have on its results of operations and financial position.

Note 3. 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 June 30, 2001 and December 31, 2000 are summarized as follows:

|  | June 30, 2001 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized <br> Cost | Unrealized |  |  |  | Estimated |
|  |  |  | Gains |  | sses | Fair Value |
| Available for Sale Taxable: |  |  |  |  |  |  |
| U. S. Government agencies and corporations | \$ 48,668,987 | \$ | 1,201, 057 | \$ | 4,035 | \$ 49,866,009 |
| Mortgage-backed securities - <br> U. S. Government agencies and corporations | 70,519,158 |  | 1,074,643 |  | 200,870 | 71,392,931 |
| State and political subdivisions | 4,637,931 |  | 17,897 |  | - | 4,655,828 |
| Corporate debt securities | 26,763,218 |  | 761,741 |  | 796 | 27,524,163 |
| Federal Reserve Bank stock | 341, 300 |  | - |  | - | 341,300 |
| Federal Home Loan Bank stock | 5,184, 000 |  | - |  | - ${ }^{-}$ | 5,184,000 |
| Other equity securities | 306,625 |  | - |  | 87,000 | 219,625 |
| Total taxable | 156,421, 219 |  | 3, 055,338 |  | 292,701 | 159,183, 856 |
| Tax-exempt: |  |  |  |  |  |  |
| State and political subdivisions | 11,412,316 |  | 284,416 |  | 6,386 | 11,690,346 |
| Federal Reserve Bank stock | 4,100 |  | - |  | - | 4,100 |
| Other equity securities | 4,514,902 |  | 2,403 |  | 2,419 | 4,514,886 |
| Total tax-exempt | 15, 931, 318 |  | 286,819 |  | 8,805 | 16,209,332 |
| Total | \$172, 352, 537 | \$ | 3,342,157 | \$ | 301,506 | \$175, 393,188 |

## June 30, 2001



December 31, 2000

| December 31, 2000 |  |  |  |
| :---: | :---: | :---: | :---: |
| Amortized |  |  | Estimated |
| Cost | Gains | Losses | Fair Value |

## Available for Sale <br> Taxable:

U. S. Treasury securities
U. S. Government agencies and corporations
Mortgage-backed securities -
U. S. Government agencies and corporations
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
\$ 1,499,026
$\$$
2,850
\$
\$ 1,501, 876
80,847,22
805, 826
262,259


December 31, 2000

| Amortized | Unrealized |  |  |  | Estimated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost | Gains |  | Losses |  | Fair Value |  |
| \$ 400, 835 | \$ | 2,213 | \$ |  | \$ |  |

The maturites, amortized cost and estimated fair values of securities at June 30, 2001, are summarized as follows:


Note 5. Loans
Loans are summarized as follows:

Commerical
Commercial real estate
Real estate - construction
Real estate - mortgage
Consumer
Other
Total loans
Less unearned income

Total loans net of unearned income Less allowance for loan losses

Loans, net

| $\begin{gathered} \text { June } 30, \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2000 \end{gathered}$ |
| :---: | :---: |
| \$ 26,904,660 | \$ 26,304,675 |
| 92,524,939 | 81, 809, 039 |
| 2,818, 227 | 2, 729,408 |
| 135,186,558 | 124,326,161 |
| 40, 414, 736 | 37,586,562 |
| 3, 042,717 | 2,000,900 |
| 300, 891, 837 | 274,756,745 |
| 627,166 | 603,317 |
| 300, 264, 671 | 274, 153, 428 |
| 2,698,742 | 2,570,776 |
| \$297, 565,929 | \$271, 582, 652 |

Note 6. Allowance for Loan Losses
An analysis of the allowance for loan losses for the six month periods ended June 30, 2001 and 2000, and for the year ended December 31, 2000 is as follows:

|  | Six Months Ended June 30, |  | Year Ended December 31 |
| :---: | :---: | :---: | :---: |
|  | 2001 | 2000 | 2000 |
| Balance, beginning of period | \$2,570,776 | \$2, 231, 555 | \$2,231, 555 |
| Losses: |  |  |  |
| Commercial | 91,179 | - | - |
| Real estate - mortgage | 13,881 | 12,666 | 62,839 |
| Consumer | 86,793 | 38, 028 | 174,719 |
| Other | 45,948 | 33,385 | 48,521 |
| Total | 237,801 | 84,079 | 286,079 |
| Recoveries: |  |  |  |
| Commercial | 1,057 | 989 | 2,031 |
| Real estate - mortgage | 728 | 1,602 | 1,603 |
| Consumer | 31,674 | 30,442 | 53,165 |
| Other | 7,308 | 11,103 | 11,001 |
| Total | 40,767 | 44,136 | 67,800 |
| Net losses | 197,034 | 39,943 | 218,279 |
| Provision for loan losses | 325,000 | 255, 001 | 557,500 |
| Balance, end of period | \$2,698,742 | \$2,446,613 | \$2,570,776 |

Note 7. Deposits
The following is a summary of interest bearing deposits by type as of June 30, 2001 and December 31, 2000:

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

Total

| $\begin{aligned} & \text { June } 30, \\ & 2001 \end{aligned}$ | $\begin{gathered} \text { December } 31 \\ 2000 \end{gathered}$ |
| :---: | :---: |
| \$ 74, 059,088 | \$ 69,038,854 |
| 39,438,595 | 37,729,798 |
| 201, 967,651 | 190,986,834 |
| 20,016,754 | 18,174,955 |
| \$335, 482, 088 | \$315, 930, 441 |

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 June 30, 2001:

| Amount | Percent |
| :---: | :---: |
| ----------- |  |
| $\$ 14,615,508$ | $27.0 \%$ |
| $11,487,577$ | $21.2 \%$ |
| $16,575,194$ | $30.5 \%$ |
| $11,546,403$ | $21.3 \%$ |
| ---------- | --- |
| $\$ 54,224,682$ | $100.0 \%$ |
| $==========$ | $====$ |

A summary of the scheduled maturities for all time deposits as of June 30, 2001 is as follows:

Six Month Period Ending December 31, 2001

| $\$ 109,029,978$ |
| ---: |
| $87,712,426$ |
| $15,766,878$ |
| $6,312,345$ |
| $1,430,346$ |
| $1,732,432$ |
| $--\cdots---1$ |
| $\$ 221,984,405$ |
| $=========$ |

Note 8. Borrowed Funds
Short-term borrowings: A summary of short-term borrowings is presented below:

Six Months Ended June 30, 2001

| Federal Funds |  | Federal |
| :---: | :---: | :---: |
| Purchased |  | Home |
| and Other |  | Loan Bank |
| Short-term | Repurchase | Short-term |
| Advances | Agreements | Advances |
|  |  |  |
| \$1, 000, 000 | \$7,460,519 | \$3,504,600 |
| 1,321,603 | 6,808,106 | 3,558,363 |
| 4,298,000 | 7,460,519 | 7,467,100 |
| 3.94\% | 4.18\% | 5.50\% |
| 6.50\% | 3.45\% | 4.27\% |


| Federal Funds |  | Federal |
| :---: | :---: | :---: |
|  |  | Home |
| and Other |  | Loan Bank |
| Short-term | Repurchase | Short-term |
| Advances | Agreements | Advances |
| \$ 1,252,000 | \$ 6,187,914 | \$ 1,950,900 |
| 3,922,918 | 7,450,110 | 37,489,925 |
| 1,252,000 | 12,758,541 | 72,702,003 |
| 7.03\% | 5.13\% | 7.13\% |
| 7.00\% | 4.95\% | 6.63\% |

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

Long-term borrowings: The Company's long-term borrowings of \$90,599,652 and \$81,085,929 at June 30, 2001 and December 31, 2000, 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 2011.

The average interest rate paid on long-term borrowings for the six month period ended June 30, 2001 was $5.64 \%$ compared to $5.50 \%$ for the first six months of 2000

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 |
| 2001 | \$ | 191, 803 |
| 2002 |  | 1,150, 841 |
| 2003 |  | 424,973 |
| 2004 |  | 3,360,592 |
| 2005 |  | 17,323,714 |
| Thereafter |  | 68,147,729 |
|  |  | 90,599,652 |

Note 9. Pending Stock Split
On July 27, 2001, Summit's Board of Directors authorized a 2-for-1 split of the Company's common stock to be effected in the form of a $100 \%$ stock dividend distributable on August 20, 2001 to shareholders of record as of August 10, 2001.

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 June 30, 2001, 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', South Branch Valley National Bank's ("South Branch"), Capital State Bank, Inc.'s ("Capital State"), Shenandoah Valley National Bank's ("Shenandoah") and Potomac Valley Bank's ("Potomac") actual capital amounts and ratios are also presented in the following table.

|  | Actual |  |  | Minimum Required Regulatory Capital |  |  | To be Well Capitalized under Prompt Corrective Action Provisions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Ratio |  | Amount | Ratio |  | mount | Ratio |
| As of June 30, 2001 |  |  |  |  |  |  |  |  |  |
| Total Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |  |
| Summit | \$ | 39,740 | 12.2\% | \$ | 26,096 | 8.0\% | \$ | 32,620 | 10.0\% |
| South Branch |  | 13,151 | 10.9\% |  | 9,669 | 8.0\% |  | 12,086 | 10.0\% |
| Capital State |  | 8,717 | 11.2\% |  | 6,240 | 8.0\% |  | 7,800 | 10.0\% |
| Shenandoah |  | 8,828 | 18.1\% |  | 3,892 | 8.0\% |  | 4,865 | 10.0\% |
| Potomac |  | 8,170 | 14.7\% |  | 4,458 | 8.0\% |  | 5,573 | 10.0\% |
| Tier I Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |  |
| Summit |  | 37,040 | 11.4\% |  | 13,048 | 4.0\% |  | 19,572 | 6.0\% |
| South Branch |  | 11,810 | 9.8\% |  | 4,834 | 4.0\% |  | 7,252 | 6.0\% |
| Capital State |  | 8,162 | 10.5\% |  | 3,120 | 4.0\% |  | 4,680 | 6.0\% |
| Shenandoah |  | 7,980 | 14.3\% |  | 2,229 | 4.0\% |  | 3,344 | 6.0\% |
| Potomac |  | 8,213 | 11.6\% |  | 2,844 | 4.0\% |  | 4,266 | 6.0\% |
| Tier I Capital (to average assets) |  |  |  |  |  |  |  |  |  |
| Summit |  | 37,040 | 7.3\% |  | 15,240 | 3.0\% |  | 25,400 | 5.0\% |
| South Branch |  | 11,810 | 7.1\% |  | 4,976 | 3.0\% |  | 8,293 | 5.0\% |
| Capital State |  | 8,162 | 6.6\% |  | 3,710 | 3.0\% |  | 6,183 | 5.0\% |
| Shenandoah |  | 7,980 | 8.2\% |  | 2,933 | 3.0\% |  | 4,888 | 5.0\% |
| Potomac |  | 8,213 | 7.0\% |  | 3,532 | 3.0\% |  | 5,886 | 5.0\% |
| As of December 31, 2000 |  |  |  |  |  |  |  |  |  |
| Total Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |  |
| Summit | \$ | 37,900 | 12.8\% | \$ | 23,688 | 8.0\% | \$ | 29,586 | 10.0\% |
| South Branch |  | 12,751 | 10.6\% |  | 9,623 | 8.0\% |  | 12,029 | 10.0\% |
| Capital State |  | 7,679 | 11.0\% |  | 5,585 | 8.0\% |  | 6,981 | 10.0\% |
| Shenandoah |  | 6,521 | 17.1\% |  | 3, 051 | 8.0\% |  | 3,813 | 10.0\% |
| Potomac |  | 8,483 | 13.0\% |  | 5,220 | 8.0\% |  | 6,525 | 10.0\% |
| Tier I Capital (to risk weighted assets) |  |  |  |  |  |  |  |  |  |
| Summit |  | 35,329 | 11.9\% |  | 11,875 | 4.0\% |  | 17,813 | 6.0\% |
| South Branch |  | 11,460 | 9.5\% |  | 4,825 | 4.0\% |  | 7,238 | 6.0\% |
| Capital State |  | 7,135 | 10.2\% |  | 2,798 | 4.0\% |  | 4,197 | 6.0\% |
| Shenandoah |  | 6,405 | 16.8\% |  | 1,525 | 4.0\% |  | 2,288 | 6.0\% |
| Potomac |  | 7,863 | 12.0\% |  | 2,621 | 4.0\% |  | 3,932 | 6.0\% |
| Tier I Capital (to average assets) |  |  |  |  |  |  |  |  |  |
| Summit |  | 35,329 | 8.2\% |  | 12,925 | 3.0\% |  | 21,542 | 5.0\% |
| South Branch |  | 11,460 | 7.1\% |  | 4,842 | 3.0\% |  | 8,070 | 5.0\% |
| Capital State |  | 7,135 | 6.2\% |  | 3,452 | 3.0\% |  | 5,754 | 5.0\% |
| Shenandoah |  | 6,405 | 8.3\% |  | 2,315 | 3.0\% |  | 3,858 | 5.0\% |
| Potomac |  | 7,863 | 7.1\% |  | 3,322 | 3.0\% |  | 5,537 | 5.0\% |

Summit Financial Group, Inc. and Subsidiaries
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, South Branch Valley National Bank ("South Branch"), Capital State Bank, Inc. ("Capital State"), Shenandoah Valley National Bank ("Shenandoah") and Potomac Valley Bank ("Potomac") for the periods indicated. This discussion and analysis should be read in conjunction with the Company's 2000 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

Summit reported net income of $\$ 1,199,000$, or $\$ 1.37$ per diluted share for the second quarter of 2001 , as compared to $\$ 934,000$, or $\$ 1.06$ per diluted share for the second quarter of 2000. Net income for the six months ended June 30, 2001 grew $18.5 \%$ to $\$ 2,208,000$, or $\$ 2.52$ per diluted share as compared to $\$ 1,863,000$, or $\$ 2.11$ per diluted share for the six months ended June 30, 2000. Returns on average equity and assets for the first six months of 2001 were $10.71 \%$ and $0.88 \%$, respectively, compared with $10.42 \%$ and $0.91 \%$ for the same period of 2000. Improved financial performance for the first six months of 2001 resulted primarily from growth in net interest income.

## Net Interest Income

The Company's net interest income on a fully tax-equivalent basis totaled $\$ 8,243,000$ for the six month period ended June 30, 2001 compared to $\$ 7,228,000$ for the same period of 2000, representing an increase of $\$ 1,015,000$ or $14.0 \%$. This increase resulted from growth in interest earning assets. Average interest earning assets grew $21.9 \%$ from $\$ 385,124,000$ during the first six months of 2000 to $\$ 469,480,000$ for the first six months of 2001, which resulted primarily from the growth of Shenandoah.

Summit's net yield on interest earning assets declined to $3.5 \%$ for the six month period ended June 30, 2001, compared to $3.8 \%$ for the same period in 2000 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. The Company's net interest margin is anticipated to remain stable or increase slightly over the remainder of 2001 due to the recent lowering of rates which has positively influenced the Company's cost of funds.

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)

(1) - Interest income on tax-exempt securities and loans 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 $\$ 240,000$ and $\$ 215,000$ for the periods ended June 30, 2001 and 2000, respectively.

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

For the Six Ended<br>June 30, 2001 versus June 30, 2000

|  | Increase (Decrease) Due to Change in: |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Volume | Rate |  | Net |  |
| \$ 1,877 | \$ | 86 | \$ | 1,963 |
| 1,237 |  | 122 |  | 1,359 |
| 140 |  | (20) |  | 120 |
| 44 |  | (45) |  | (1) |
| 3,298 |  | 143 |  | 3,441 |

Interest paid on:
Interest bearing demand
deposits

| 158 | (63) | 95 |
| :---: | :---: | :---: |
| (30) | (19) | (49) |
| 1,101 | 497 | 1,598 |
| (949) | (258) | $(1,207)$ |
| 1,976 | 13 | 1,989 |
| 2,256 | 170 | 2,426 |
| \$ 1, 042 | \$ (27) | \$ 1, 015 |
| ====== | ======= | ======= |

## 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 $\$ 325,000$ provision for loan losses for the first six months of 2001, compared to $\$ 255,000$ for the same period in 2000, an increase of $\$ 70,000$ or $27.5 \%$. This increase represents higher net loan charge offs, greater levels of nonperforming assets and continued growth of the loan portfolio. Net loan charge offs for the first six months of 2001 were $\$ 197,000$, as compared to $\$ 40,000$ over the same period of 2000. At June 30, 2001, the allowance for loan losses totaled $\$ 2,699,000$ or $0.90 \%$ of loans, net of unearned income, compared to $\$ 2,571,000$ or $0.94 \%$ of loans, net of unearned income at December 31, 2000.

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 increased significantly during the past 12 months, but remains at a historically moderate level. Included in nonaccrual loans are three commercial credits totaling $\$ 915,000$ at June 30,2001 , or approximately $73.0 \%$ of all such loans. Each of these credits is secured by real estate and other business assets.

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

|  | June 30, |  |  | December 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 | 2000 |  | 2000 |  |
| Accruing loans past due 90 days or more | \$ 157 | \$ | 83 | \$ | 267 |
| Nonperforming assets: |  |  |  |  |  |
| Nonaccrual loans | 1,254 |  | 75 |  | 568 |
| Foreclosed properties | - |  | 27 |  | 36 |
| Repossessed assets | 31 |  | 1 |  | 115 |
| Total | \$1,442 | \$ | 186 | \$ | 986 |
| Percentage of total loans | 0.5\% |  | 0.1\% |  | 0.4\% |

## Noninterest Expense

Total noninterest expense increased approximately $\$ 454,000$, or $9.4 \%$ to $\$ 5,286,000$ during the first six months of 2001 as compared to the same period in 2000. This increase was due primarily to an increase in salaries and employee expense associated with additional employees at Shenandoah and an increase in occupancy and equipment expense associated with the Company's centralization of data processing for all bank subsidiaries at the company headquarters in Moorefield, West Virginia.

FINANCIAL CONDITION
Total assets of the Company were $\$ 516,338,000$ at June 30 , 2001, compared to $\$ 481,239,000$ at December 31, 2000, representing a $7.3 \%$ increase. Table IV below serves to illustrate significant changes in the Company's financial position between December 31, 2000 and June 30, 2001.

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

|  | Balance December 31, | Increase | (Decrease) | Balance June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | Amount | Percentage | 2001 |
| Assets |  |  |  |  |
| Securities available for sale | \$ 176,340 | \$ (947) | -0.5\% | \$ 175,393 |
| Loans, net of unearned income | 271,583 | 25,983 | 9.6\% | 297,566 |
| Liabilities |  |  |  |  |
| Interest bearing deposits | \$ 315,930 | \$ 19,552 | 6.2\% | \$ 335,482 |
| Short-term borrowings | 9,391 | 2,574 | 27.4\% | 11,965 |
| Long-term borrowings | 81,086 | 9,514 | 11.7\% | 90,600 |

Loan growth during the first six months of 2001, occurring principally in the commercial and real estate portfolios, was funded by interest bearing deposits and long-term borrowings from the FHLB.

Substantially all of the increase in interest bearing deposits is attributable to the continued growth of Shenandoah's deposit base during first six months of 2001.

Refer to Notes 4, 5, 6, 7 and 8 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 short-term borrowing activity between June 30, 2001 and December 31, 2000.

## 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 $\$ 120$ million or $23 \%$ of total assets at June 30, 2001 versus $\$ 143$ million, or $30 \%$ of total assets at December 31, 2000.

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 June 30, 2001, Summit's earnings simulation model projects net interest income would decrease by approximately $2.0 \%$ if rates rise evenly by 200 basis points over the next 12 month period, as compared to a 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 $0.7 \%$, as compared to a 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 June 30, 2001 totaled $\$ 42,421,000$ compared to $\$ 39,773,000$ at December 31, 2000, representing an increase of $6.7 \%$ which resulted primarily from net retained earnings of the Company during the first six months of 2001 and the appreciation of the Company's available for sale securities portfolio.

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.

Summit Financial Group, Inc. and Subsidiaries
Part II. Other Information
Item 4. Submission of Matters to a Vote of Security Holders
On May 15, 2001, at the annual meeting of the shareholders of Summit Financial Group, Inc., the matters set forth below were voted upon. The number of votes cast for or against, as well as the number of abstentions and withheld votes concerning each matter are indicated in the following tabulations.

1. Election of the following listed individuals to the Company's Board of Directors for three year terms.

|  | For | Withheld |
| :--- | :--- | :--- |
| Oscar M. Bean | 656,453 | 930 |
| Dewey F. Bensenhaver | 657,383 | 0 |
| John W. Crites | 652,527 | 4,856 |
| James Paul Geary | 651,751 | 5,632 |
| Phoebe F. Heishman | 656,093 | 1,290 |
| Charles S. Piccirillo | 656,092 | 1,291 |

The following directors' terms of office continued after the 2001 annual shareholders' meeting: Frank A. Baer, III, James M. Cookman, Patrick N. Frye, Thomas J. Hawse, III, Gary L. Hinkle, Gerald W. Huffman, H. Charles Maddy, III, Duke A. McDaniel, Harold K. Michael, Ronald F. Miller, George, R. Ours and Harry C. Welton.
2. Ratify Arnett \& Foster, CPA's to serve as the Company's independent auditors for 2001.

| For | Against | Abstentions |
| :--- | :--- | :--- |
| 656,833 | 355 | 1,024 |

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,
Vice President and Chief Financial Officer


[^0]:    See Notes to Consolidated Financial Statements

[^1]:    (Continued)
    See Notes to Consolidated Financial Statements

