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 September 30, 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
(State or other jurisdiction of incorporation or organization)

55-0672148
(IRS Employer Identification No.)
223 North Main Street
Moorefield, West Virginia 26836 (Address of principal executive offices) (Zip Code)
(304) 538-7233
(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 $15(\mathrm{~d})$ 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 $\mid$ _|

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
1,753,160 shares outstanding as of November 8, 2002

Summit Financial Group, Inc. and Subsidiaries
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Exhibit 99.1 Chief Executive Officer's CertificationPursuant to 18 U.S.C. Section 1350, as AdoptedPursuant to Section 906 of the Sarbanes-0xleyAct of 2002
Exhibit 99.2 Chief Financial Officer's CertificationPursuant to 18 U.S.C. Section 1350, as AdoptedPursuant to Section 906 of the Sarbanes-0xleyAct of 2002
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Summit Financial Group, Inc. and Subsidiaries
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Consolidated Balance Sheets

|  | September 30, 2002 (unaudited) | $\begin{gathered} \text { December 31, } \\ 2001 \\ (*) \end{gathered}$ | September 30, 2001 (unaudited) |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Cash and due from banks | \$ 11, 967, 810 | \$ 11,776,231 | \$ 8,384,827 |
| Interest bearing deposits with other banks | 2,315,399 | 2,261,826 | 116,122 |
| Federal funds sold | 1,384,928 | 1,848,129 | 8,382,000 |
| Securities available for sale | 218,490,418 | 206, 967, 097 | 184,946,145 |
| Securities held to maturity |  | 150,280 | 150,425 |
| Loans, net | 408,186, 019 | 344,415,429 | 320,713,286 |
| Premises and equipment, net | 13,109, 239 | 12,911,507 | 12,738,232 |
| Accrued interest receivable | 4,210,043 | 3,874, 002 | 3,972,518 |
| Intangible assets | 3,238,917 | 3,352, 281 | 3,422,828 |
| Other assets | 6,479,094 | 4,199,975 | 4,054,683 |
| Total assets | \$ 669,381, 867 | \$ 591, 756,757 | \$ 546, 881, 066 |


| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| Non interest bearing | \$ | 52,108,168 | \$ | 38,685,688 | \$ | 32,685,444 |
| Interest bearing |  | 411, 806,850 |  | 357,519, 290 |  | 354,121, 921 |
| Total deposits |  | 463, 915, 018 |  | 396,204,978 |  | 386,807,365 |
| Short-term borrowings |  | 12,165,301 |  | 24,032,790 |  | 12,988,575 |
| Long-term borrowings |  | 137,596,604 |  | 123,444,531 |  | 98,304,452 |
| Other liabilities |  | 4,326,049 |  | 3,787,111 |  | 4,031,276 |
| Total liabilities |  | 618,002,972 |  | 547,469,410 |  | 502,131,668 |
| Commitments and Contingencies |  |  |  |  |  |  |
| Shareholders' Equity |  |  |  |  |  |  |
| Common stock, $\$ 2.50$ par value; authorized |  |  |  |  |  |  |
| Capital surplus |  | 8,256,901 |  | 8,256,901 |  | 8,256,901 |
| Retained earnings |  | 35,348, 274 |  | 30,803,543 |  | 29,797, 041 |
| Less cost of shares acquired for the treasury 2002-27,070 shares and 2001-26,470 shares |  | $(554,403)$ |  | $(532,479)$ |  | $(532,479)$ |
| Accumulated other comprehensive income |  | 3,876,173 |  | 1,307,432 |  | 2,775,985 |
| Total shareholders' equity |  | 51,378,895 |  | 44,287,347 |  | 44,749,398 |
| Total liabilities and shareholders' equity | \$ | 669,381, 867 | \$ | 591,756,757 | \$ | 546,881, 066 |

(*) - December 31, 2001 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 with other banks Interest on Federal funds sold

Total interest income

Interest expense
Interest on deposits
Interest on short－term borrowings
Interest on long－term borrowings
Total interest expense
Net interest income
Provision for loan losses

Net interest income after provision for loan losses
Other income
Insurance commissions
Service fees
Securities gains（losses）
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 Months Ended
September 30，$\quad$ September 30，
2002
Nine Months Ended
September 30，$\quad$ September 30，
2002

| $\begin{array}{r} \$ 7,323,374 \\ 89,622 \end{array}$ |
| :---: |
| 2，406，690 |
| 480， 518 |
| 23， 097 |
| 22，156 |
| 10，345，457 |
| 2，998，480 |
| 64，782 |
| 1，739，512 |
| 4，802，774 |
| 5，542，683 |
| 307，500 |
| 5，235， 183 |

$\$ 6,589,313$
48,826
$2,675,642$
241,125
3,548
77,415
$----\cdots-$
$9,635,869$
$---\cdots$
$3,698,379$
90,627
$1,326,016$
--------
$5,115,022$
-------
$4,520,847$
227,500
\＄21，075，193
\＄18，858，904
131， 167

8，251， 351 689， 344 12， 623
199， 296
$28,142,685$
$11,512,517$
370， 910
3，735，205
15，618， 632
$12,524,053$ 552， 500

11，971， 553

67，632
738，946
381， 672
134， 337
$1,322,587$

4，133， 228
564，610 866， 092 209，748 211， 644 2，042， 531
－－－－－－－－
5，266， 287
1，620， 335
\＄3，645， 952 ＝＝ニ＝ニ＝＝ニ＝＝＝
\＄ 2.08
＝＝＝＝＝＝＝＝＝＝
＝＝＝＝＝＝＝＝＝＝

1，754，495
$1,754,495$
＝＝＝＝＝＝＝＝＝＝
\＄
0.35


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
Securities (gains) losses
(Gain) loss on disposal of bank premises, equipment and other assets Amortization of securities premiums (accretion of discounts), net Amortization of intangibles 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 disposal of 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
Dividends paid
Purchase of treasury shares
Net cash provided by financing activities
Increase (decrease) in cash and due from banks
Cash and due from banks
Beginning
Ending

| Nine Months Ended |  |  |
| :---: | :---: | :---: |
| $\begin{gathered} \text { September } 30, \\ 2002 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2001 \end{gathered}$ |  |
| \$ 5,193,826 | \$ | 3,645,952 |
| 763,796 |  | 682,527 |
| 907,500 |  | 552,500 |
| $(400,470)$ |  | $(137,340)$ |
| $(73,728)$ |  | $(381,670)$ |
| 8,275 |  | 100,159 |
| 216,818 |  | $(293,616)$ |
| 131,244 |  | 209,593 |
| $(336,041)$ |  | $(211,817)$ |
| $(260,541)$ |  | $(174,691)$ |
| $(294,561)$ |  | 218,773 |
| 5,856,118 |  | 4,210,370 |

## $(53,573)$

10,711,500 150,000
18,983,528
30,597,959
$(67,869,813)$
463,201
$(64,742,923)$
(991,996)
68,900
(2,250,000)
$(74,933,217)$
356, 878
43, 959, 529
250, 000
24,150,733
19,168,665
(94, 070, 010)
$(6,571,000)$
(49, 800, 232 )
$(1,298,894)$
88,278
$(74,200)$
$(63,840,253)$

| 38,193,878 | 18,440, 513 |
| :---: | :---: |
| 29,609,219 | 22,294,803 |
| $(11,867,488)$ | 3,597,762 |
| 14,590, 000 | 17,500,000 |
| $(585,912)$ | $(281,477)$ |
| $(649,095)$ | $(614,008)$ |
| $(21,924)$ | $(14,754)$ |
| 69,268,678 | 60,922,839 |
| 191,579 | 1,292,956 |
| 11,776,231 | 7,091,871 |
| \$ 11, 967, 810 | \$ 8,384,827 |

## summit Financial Group, Inc. and Subsidiaries

Consolidated Statements of Cash Flows - continued (unaudited)

|  | Nine Months Ended |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30, \\ 2002 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2001 \end{gathered}$ |
| Supplemental Disclosures of Cash Flow Information Cash payments for: |  |  |
| Interest | \$ 14,186,188 | \$ 15, 846,167 |
| Income taxes | \$ 2,317,000 | \$ 1,712,000 |
| Supplemental Schedule of Noncash Investingand Financing Activities |  |  |
| Other assets acquired in settlement of loans | \$ 59,850 | \$ 126,098 |

See Notes to Consolidated Financial Statements

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 nine months ended September 30, 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 September 30, 2001, as previously presented, have been reclassified to conform to current year classifications.

## Note 2. Accounting Change and New Accounting Pronouncement

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 the second quarter of 2002, the Company performed the required transitional impairment test of goodwill as of January 1, 2002, and did not 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.


The carrying amount of goodwill at September 30, 2002 and December 31, 2001 was $\$ 1,488,030$. Accordingly, no changes in goodwill were recorded during the nine months ended September 30, 2002.

At September 30, 2002 and December 31, 2001, Summit had \$1,750,887 and \$1,864,251, respectively, in unamortized acquired intangible assets consisting entirely of goodwill recorded in accordance with SFAS 72. Amortization of $\$ 113,364$ was recorded for the nine months ended September 30, 2002 relative to these intangible assets. Annual amortization is expected to be approximately \$151, 000 for each of the years ending 2002 through 2006.

In October 2002, the FASB issued Statement of Financial Accounting Standards No. 147, Acquisitions of Certain Financial Institutions ("SFAS 147"). SFAS 147 removes acquisitions of financial institutions from the scope of SFAS 72 and requires that these transactions be accounted for in accordance with FASB Statement No. 141, Business Combinations, and SFAS 142. In addition, SFAS 147 clarifies that the acquisition of a less-than-whole financial institution (e.g. a branch acquisition) that meets the definition of a business should be accounted for as a business combination, otherwise the transaction should be accounted for as an acquisition of net assets that does not result in the recognition of goodwill. SFAS 147 also amends FASB Statement No. 144, Accounting for Impairment or Disposal of Long-Lived Assets, to include in its scope long-term customer-relationship intangible assets of financial institutions such as depositor- and borrower- relationship intangible assets. SFAS 147 is effective on and after October 1, 2002. The Company does not expect the adoption of SFAS 147 will result in a material impact on its financial position or its results of operations.

Note 3. Earnings per Share
The computations of basic and diluted earnings per share follow:


Note 4. Securities
The amortized cost, unrealized gains, unrealized losses and estimated fair values of securities at September 30, 2002, December 31, 2001, and September 30, 2001 are summarized as follows:

|  | September 30, 2002 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized <br> Cost | Unrealized |  |  |  | Estimated <br> Fair Value |
|  |  |  | Gains |  | Losses |  |
| Available for Sale |  |  |  |  |  |  |
| Taxable: |  |  |  |  |  |  |
| U. S. Government agencies and corporations | \$ 36,728,531 | \$ | 1,187,948 | \$ | - | \$ 37, 916,479 |
| Mortgage-backed securities | 95,245, 831 |  | 2,208,555 |  | 131,061 | 97, 323, 325 |
| State and political subdivisions | 5,448,472 |  | 185,333 |  | - | 5,633,805 |
| Corporate debt securities | 30,106,915 |  | 1,228,554 |  | 62,878 | 31,272,591 |
| Federal Reserve Bank stock | 397, 000 |  | - |  | - | 397,000 |
| Federal Home Loan Bank stock | 7,368,800 |  | - |  | - | 7,368,800 |
| Other equity securities | 6,625 |  | - |  | - | 6,625 |
| Total taxable | 175,302,174 |  | 4,810,390 |  | 193,939 | 179, 918, 625 |
| Tax-exempt: |  |  |  |  |  |  |
| State and political subdivisions | 31,977,763 |  | 1,515,256 |  | 4,678 | 33,488,341 |
| Federal Reserve Bank stock | 8,400 |  | - |  | - | 8,400 |
| Other equity securities | 5,066,498 |  | 152,325 |  | 143,771 | 5,075,052 |
| Total tax-exempt | 37,052,661 |  | 1,667,581 |  | 148,449 | 38,571,793 |
| Total | \$212,354, 835 | \$ | 6,477,971 | \$ | 342,388 | \$218, 490, 418 |

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
\$ 36,987,640
$103,002,225$
$4,957,792$ 21, 690, 167 341, 300 6,946,800 306, 625
---------
-----------
25,
, 857, 242 4,100
4, 823, 109
$30,684,451$
--------.--
============
\$ 1,133, 062 999,540 15, 511

$$
1,028,726
$$



3,176,839

279, 303
------------- --

279, 303
----------
===ニ=ニ======
\$ $\quad 37,477$
37,477
801,923

20,549
31,948
\$ 38, 083, 225
103, 199, 842
4,952,754
22,686,945
341, 300
6, 946, 800 253, 345
-----------

25,690,650 4,100
4, 808, 136
-----------
----------
$\$ 206,967,097$
===========

December 31, 2001

| December 31, 2001 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amortized | Unrealized |  |  |  |  | mated |
| Cost | Gains |  | Losses |  | Fair Value |  |
| \$ 150,280 | \$ | 1,410 | \$ | 157 | \$ | 151,533 |

September 30, 2001

|  | September 30, 2001 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Unrealized |  |  |  | Estimated |  |
|  |  |  | Gains |  | sses |  | Fair Value |
| Available for Sale |  |  |  |  |  |  |  |
| Taxable: |  |  |  |  |  |  |  |
| U. S. Government agencies and corporations | \$ 46,347,609 | \$ | 1,575,298 | \$ | 5,106 |  | 47, 917, 801 |
| Mortgage-backed securities | 78, 430, 406 |  | 1,589,294 |  | 60, 081 |  | 79,959,619 |
| State and political subdivisions | 5,329,922 |  | 22,807 |  | 1,375 |  | 5,351,354 |
| Corporate debt securities | 25,411,147 |  | 1,148,484 |  | 11,084 |  | 26,548,547 |
| Federal Reserve Bank stock | 341,300 |  | - |  |  |  | 341,300 |
| Federal Home Loan Bank stock | 5,377,900 |  | - |  | - |  | 5,377,900 |
| Other equity securities | 306,625 |  | - |  | 87,000 |  | 219,625 |
| Total taxable | 161,544,909 |  | 4,335,883 |  | 164,646 |  | 165, 716,146 |
| Tax-exempt: |  |  |  |  |  |  |  |
| State and political subdivisions | 14,094,706 |  | 421,195 |  | 292 |  | 14,515,609 |
| Federal Reserve Bank stock | 4,100 |  | - |  |  |  | 4,100 |
| Other equity securities | 4,825, 068 |  | - |  | 114,778 |  | 4,710,290 |
| Total tax-exempt | 18,923,874 |  | 421,195 |  | 115, 070 |  | 19,229,999 |
| Total | \$180, 468, 783 | \$ | 4,757,078 | \$ | 279,716 |  | 184,946,145 |

September 30, 2001

| Amortized | Unrealized |  |  |  | Estimated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost | Gains |  | Losses |  | Fair Value |  |
| 150,425 | \$ | 2,350 | \$ | 157 | \$ |  |

The maturities, amortized cost and estimated fair values of securities at September 30, 2002, are summarized as follows:

|  | Available for Sale |  |  |
| :---: | :---: | :---: | :---: |
| Amortized Cost |  | Estimated Fair Value |  |
|  |  |  |  |
| \$ | 70,432,785 | \$ | 71,731, 068 |
|  | 85,300,928 |  | 88,316,965 |
|  | 15,703,193 |  | 16,490,657 |
|  | 28,070,606 |  | 29, 095,851 |
|  | 12,847,323 |  | 12,855,877 |
| \$ | 212,354,835 | \$ | 218,490,418 |

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

| $\begin{gathered} \text { September } 30, \\ 2002 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 2001 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: |
| \$ 32,308,945 | \$ 26,464,421 | \$ 26,480,269 |
| 165,271, 845 | 121,576,437 | 106,837,585 |
| 3,885,468 | 2,393,754 | 2,700,827 |
| 160, 619, 722 | 149, 050,426 | 141,958,535 |
| 42,113,266 | 41,508,960 | 39, 872, 354 |
| 8,715,381 | 7,263,448 | 6,415, 024 |
| 412,914, 627 | 348,257,446 | 324,264,594 |
| 809,726 | 731,769 | 697,094 |
| 412,104,901 | 347,525,677 | 323,567,500 |
| 3,918, 882 | 3,110, 248 | 2,854,214 |
| \$408, 186, 019 | \$344, 415,429 | \$320, 713, 286 |
| , | - |  |

Note 6. Allowance for Loan Losses
An analysis of the allowance for loan losses for the nine month periods ended September 30, 2002 and 2001, and for the year ended December 31, 2001 is as follows:

|  | Nine Months Ended September 30, |  | Year Ended December 31, |
| :---: | :---: | :---: | :---: |
|  | 2002 | 2001 | 2001 |
| Balance, beginning of period | \$3,110,248 | \$2,570,776 | \$2,570, 776 |
| Losses: |  |  |  |
| Commercial | 35,109 | 38,624 | 38,624 |
| Commercial - real estate | - | 52,556 | 69,233 |
| Real estate - mortgage | 18,618 | 46,976 | 46,977 |
| Consumer | 88,982 | 151,438 | 190,804 |
| Other | 48,153 | 60,773 | 75,643 |
| Total | 190,862 | 350,367 | 421,281 |
| Recoveries: |  |  |  |
| Commercial | 4,339 | 1,635 | 2,672 |
| Commercial - real estate | - | - | 7,500 |
| Real estate - mortgage | 15,289 | 728 | 728 |
| Consumer | 57,986 | 65,571 | 98,940 |
| Other | 14,382 | 13,371 | 20,913 |
| Total | 91,996 | 81,305 | 130,753 |
| Net losses | 98,866 | 269, 062 | 290,528 |
| Provision for loan losses | 907,500 | 552,500 | 830,000 |
| Balance, end of period | \$3, 918, 882 | \$2, 854, 214 | \$3,110, 248 |

## Note 7. Deposits

The following is a summary of interest bearing deposits by type as of September 30, 2002 and 2001, and December 31, 2001:

|  | $\begin{gathered} \text { September } 30, \\ 2002 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 2001 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Interest bearing demand deposits | \$103, 773, 031 | \$ 81,509,961 | \$ 80, 787, 458 |
| Savings deposits | 46,274,276 | 43,765,947 | 41,767,671 |
| Certificates of deposit | 237,939,820 | 211,116,608 | 210,666,505 |
| Individual retirement accounts | 23,819,723 | 21,126,774 | 20,900,287 |
| Total | \$411, 806, 850 | \$357, 519, 290 | \$354, 121, 921 |

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, 2002:

Three months or less

| Amount | Percent |
| :---: | :---: |
| \$11,358,696 | 17.2\% |
| 10,606,981 | 16.1\% |
| 16,393,716 | 24.8\% |
| 27,656,004 | 41.9\% |
| \$66, 015,397 | 100.0\% |
| =========== | = |

A summary of the scheduled maturities for all time deposits as of September 30, 2002 is as follows:

Three Month Period Ending December 31, 2002
Year Ending December 31, 2003
Year Ending December 31, 2004
Year Ending December 31, 2005
Year Ending December 31, 2006 Thereafter
\$ 48, 025, 794 108,490,609 71,588,156 18,212,937
4, 613, 688 10, 828, 359
\$ 261,759,543
============

## Note 8. Borrowed Funds

Short-term borrowings: A summary of short-term borrowings is presented below:


| Federal Funds |  | Federal Home |
| :---: | :---: | :---: |
| Purchased |  |  |
| and Other |  | Loan Bank |
| Short-term | Repurchase | Short-term |
| Advances | Agreements | Advances |
| \$ 1,000, 000 | \$ 8,158,575 | \$ 3, 830,000 |
| 1,252,655 | 7,000,111 | 3,017,362 |
| 4,298,000 | 8,158,575 | 7,467,100 |
| 6.09\% | 3.76\% | 5.13\% |
| 5.50\% | 2.77\% | 3.55\% |

Long-term borrowings: The Company's long-term borrowings of $\$ 137,596,604$, $\$ 123,444,531$ and $\$ 98,304,452$ at September 30, 2002, December 31, 2001 and September 30, 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 nine month period ended September 30, 2002 was $5.19 \%$ compared to $5.64 \%$ for the first nine 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, |  | Amount |
| 2002 | \$ | 975, 525 |
| 2003 |  | 4,935,414 |
| 2004 |  | 18, 901, 198 |
| 2005 |  | 7,889,448 |
| 2006 |  | 7,704,212 |
| Thereafter |  | 97,190, 807 |
|  | \$ | 37,596, 604 |

Note 9. Subsequent Events
On October 15, 2002, at a special meeting of Summit's shareholders, an amendment to the Company's Articles of Incorporation was approved authorizing a class of 250,000 shares of $\$ 1.00$ par value preferred stock. The amendment further authorizes the Company's Board of Directors to issue the preferred stock, and to fix the designation, preferences, rights, dividends, and all other attributes of such preferred stock without any further vote or action by the shareholders.

On October 25, 2002. Summit's Board of Directors declared a $\$ 0.38$ per share dividend, payable on December 16, 2002 to shareholders of record as of December 2, 2002.

On October 29, 2002, $\$ 3.5$ million of Company-obligated mandatorily redeemable capital securities ("Capital Securities") of a subsidiary trust holding solely junior subordinated debt securities of the Company ("Debentures") were issued by SFG Capital Trust I ("Trust"), a Delaware business trust, of which 100\% of the common equity is owned by Summit. The Trust was formed for the purpose of issuing the Capital Securities and investing the proceeds from the sale of such Capital Securities in the Debentures. The Debentures are the sole asset of the Trust. Distributions on the Capital Securities issued by the Trust are payable quarterly at a rate per annum equal to the interest rate being earned on the Debentures held by the Trust and are recorded as interest expense by the Company. The Capital Securities are subject to mandatory redemption, in whole or in part, upon repayment of the Debentures. The Company has entered into an agreement which fully and unconditionally guarantees the Capital Securities subject to the terms of each of the guarantees. The Debentures held by the Trust bear interest at a variable interest rate equal to LIBOR plus 345 basis points, adjusted quarterly. The Debentures qualify as Tier 1 capital under Federal Reserve Board guidelines. The Debentures are first redeemable, in whole or in part, by the Company in 2007.

## Note 10. Restrictions on Capital

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 September 30, 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.

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

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, 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

Summit reported net income of $\$ 1,923,000$, or $\$ 1.09$ per diluted share for the third quarter of 2002, as compared to $\$ 1,438,000$, or $\$ .82$ per diluted share for the third quarter of 2001. Net income for the nine months ended September 30, 2002 grew $42.5 \%$ to $\$ 5,194,000$, or $\$ 2.94$ per diluted share as compared to $\$ 3,646,000$, or $\$ 2.08$ per diluted share for the nine months ended September 30, 2001. Returns on average equity and assets for the first nine months of 2002 were $14.94 \%$ and $1.13 \%$, respectively, compared with $11.65 \%$ and $0.95 \%$ for the same period of 2001. Improved financial performance for the first nine months of 2002 resulted primarily from growth in net interest income.

## Net Interest Income

The Company's net interest income on a fully tax-equivalent basis totaled $\$ 16,831,000$ for the nine month period ended September 30, 2002 compared to $\$ 12,905,000$ for the same period of 2001 , representing an increase of $\$ 3,926,000$ or $30.42 \%$. This increase resulted from growth in interest earning assets. Average interest earning assets grew $21.3 \%$ from $\$ 478,856,000$ during the first nine months of 2001 to $\$ 581,042,000$ for the first nine months of 2002.

Summit's net yield on interest earning assets increased to 3.9\%, for the nine month period ended September 30, 2002 compared to $3.6 \%$ for the same period of 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 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 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)

|  | For the Nine Months Ended September 30, |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002 |  |  |  | 2001 |  |  |  |  |
|  | Average Balance |  | nings/ xpense | Yield/ Rate |  | Average Balance |  | nings/ xpense | Yield/ Rate |
| Interest earning assets |  |  |  |  |  |  |  |  |  |
| Loans, net of unearned income |  |  |  |  |  |  |  |  |  |
| Taxable | \$ 366,361 | \$ | 21,075 | 7.7\% |  | 292,311 | \$ | 18,859 | 8.6\% |
| Tax-exempt (1) | 6,166 |  | 392 | 8.5\% |  | 2,440 |  | 198 | 10.8\% |
| Securities |  |  |  |  |  |  |  |  |  |
| Taxable | 168,983 |  | 7,507 | 5.9\% |  | 159,681 |  | 8,251 | 6.9\% |
| Tax-exempt (1) | 33,846 |  | 1,892 | 7.5\% |  | 17,559 |  | 1,004 | 7.6\% |
| Federal funds sold and interest |  |  |  |  |  |  |  |  |  |
| Total interest earning assets | 581, 042 |  | 30,979 | 7.1\% |  | 478,856 |  | 28,524 | 7.9\% |
| Noninterest earning assets |  |  |  |  |  |  |  |  |  |
| Cash \& due from banks | 8,518 |  |  |  |  | 8,562 |  |  |  |
| Premises and equipment | 13,090 |  |  |  |  | 12,442 |  |  |  |
| Other assets | 15,836 |  |  |  |  | 14,066 |  |  |  |
| Allowance for loan losses | $(3,520)$ |  |  |  |  | $(2,714)$ |  |  |  |
| Total assets | \$ 614,966 |  |  |  |  | 511,212 |  |  |  |
| Interest bearing liabilities |  |  |  |  |  |  |  |  |  |
| Interest bearing demand deposits | \$ 89,861 | \$ | 1,007 | 1.5\% |  | \$ 71,912 | \$ | 1,529 | 2.8\% |
| Savings deposits | 45,899 |  | 447 | 1.3\% |  | 39,411 |  | 736 | 2.5\% |
| Time deposits | 241,536 |  | 7,256 | 4.0\% |  | 221,315 |  | 9,248 | 5.6\% |
| Short-term borrowings | 15,428 |  | 246 | 2.1\% |  | 11,270 |  | 371 | 4.4\% |
| Long-term borrowings | 133,316 |  | 5,192 | 5.2\% |  | 88,322 |  | 3,735 | 5.6\% |
| Total interest bearing liabilities | 526,040 |  | 14,148 | 3.6\% |  | 432,230 |  | 15,619 | 4.8\% |
| Noninterest bearing liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |
| Demand deposits | 38,193 |  |  |  |  | 33,040 |  |  |  |
| Other liabilities | 4,373 |  |  |  |  | 4,197 |  |  |  |
| Shareholders' equity | 46,360 |  |  |  |  | 41,745 |  |  |  |
| Total liabilities and shareholders' equity | \$ 614,966 |  |  |  |  | $511,212$ |  |  |  |
| Net interest earnings |  | \$ | 16,831 |  |  |  | \$ | 12,905 |  |
| Net yield on interest earning assets |  |  |  | 3.9\% |  |  |  |  | 3.6\% |

(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 $\$ 756,000$ and $\$ 381,000$ for the periods ended September 30, 2002 and 2001, respectively.

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

|  | For the Nine Months Ended September 30, 2002 versus September 30, 2001 |  |  |
| :---: | :---: | :---: | :---: |
|  | Increase (Decrease) |  |  |
|  | Volume | Rate | Net |
| Interest earned on: |  |  |  |
| Loans |  |  |  |
| Taxable | \$ 4,414 | \$ 2,198 ) | 2,216 |
| Tax-exempt | 245 | (51) | 194 |
| Securities |  |  |  |
| Taxable | 461 | $(1,205)$ | (744) |
| Tax-exempt | 911 | (23) | 888 |
| Federal funds sold and interest bearing deposits with other banks | (32) | (67) | (99) |
| Total interest earned on |  |  |  |
| interest earning assets | 5,999 | $(3,544)$ | 2,455 |
| Interest paid on: |  |  |  |
| Interest bearing demand deposits | 320 | (842) | (522) |
| Savings deposits | 106 | (395) | (289) |
| Time deposits | 787 | $(2,779)$ | $(1,992)$ |
| Short-term borrowings | 108 | (233) | (125) |
| Long-term borrowings | 1,773 | (316) | 1,457 |
| Total interest paid on |  |  |  |
| interest bearing liabilities | 3,094 | $(4,565)$ | $(1,471)$ |
| Net interest income | \$ 2,905 | \$ 1, 021 | \$ 3,926 |

## 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 $\$ 908,000$ provision for loan losses for the first nine months of 2002, compared to $\$ 553,000$ for the same period in 2001, an increase of $\$ 355,000$ or $64.2 \%$. This increase represents continued growth of the loan portfolio. Net loan charge offs for the first nine months of 2002 were \$99,000, as compared to $\$ 269,000$ over the same period of 2001. At September 30, 2002, the allowance for loan losses totaled $\$ 3,919,000$ or $0.95 \%$ 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)

|  | September 30, |  | December 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2002 | 2001 | 2001 |  |
| Accruing loans past due 90 days or more | \$ 241 | \$ 104 | \$ | 328 |
| Nonperforming assets: |  |  |  |  |
| Nonaccrual loans | 734 | 933 |  | 788 |
| Foreclosed properties | 81 | 81 |  | 81 |
| Repossessed assets | 4 | 14 |  | - |
| Total | \$1,060 | \$1,132 |  | 197 |
| Percentage of total loans | 0.3\% | 0.3\% |  | 0.3\% |
|  | == | $==$ |  | === |

## Noninterest Expense

Total noninterest expense increased approximately $\$ 1,352,000$, or $16.8 \%$ to $\$ 9,380,000$ during the first nine months 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 a result of the company awarding general merit raises and the addition of new staff positions required as a result of Summit's growth.

## FINANCIAL CONDITION

Total assets of the Company were $\$ 669,382,000$ at September 30, 2002, compared to $\$ 591,757,000$ at December 31, 2001, representing a $13.1 \%$ increase. Table IV below serves to illustrate significant changes in the Company's financial position between December 31, 2001 and September 30, 2002.

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

(Dollars in thousands)

|  | Balance December 31, | Increase | (Decrease) | Balance September 30 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2001 | Amount | Percentage | 2002 |
| Assets |  |  |  |  |
| Federal funds sold | \$ 1,848 | \$ (463) | -25.1\% | \$ 1,385 |
| Securities available for sale | 206,967 | 11,523 | 5.6\% | 218,490 |
| Loans, net of unearned income | 344,415 | 63,771 | 18.5\% | 408,186 |
| Liabilities |  |  |  |  |
| Interest bearing deposits | \$357,519 | \$ 54, 288 | 15.2\% | \$411, 807 |
| Short-term borrowings | 24,033 | $(11,868)$ | -49.4\% | 12,165 |
| Long-term borrowings | 123,445 | 14,152 | 11.5\% | 137,597 |

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

Short-term borrowings decreased during the first nine months of 2002 as the Company borrowed long-term with the FHLB and paid down the short-term borrowings

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 borrowing activity between September 30, 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 ther 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 $\$ 122$ million or $18 \%$ of total assets at September 30, 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.

## 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 September 30,2002 totaled $\$ 51,379,000$ compared to $\$ 44,287,000$ at December 31, 2001, representing an increase of $16.0 \%$ which resulted primarily from net retained earnings of the Company during the first nine months of 2002 and the appreciation in fair value 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.

## 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 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 September 30, 2002, Summit's earnings simulation model projects net interest income would decrease by approximately $0.9 \%$ if rates rise evenly by 200 basis points over the next 12 month period, as compared to a projected stable rate net interest income. Further, the model projects that if rates fall evenly by 200 basis points over the next year, Company net interest income would decrease by approximately $0.5 \%$, as compared to a projected stable rate net interest income. These projected changes are well within Summit's ALCO policy limit of +/- 10\%.

## CONTROLS AND PROCEDURES

Summit management, including the Chief Executive Officer and Chief Financial Officer, have conducted within 90 days of the filing of this Form 10-Q an evaluation of the effectiveness of disclosure controls and procedures pursuant to Exchange Act Rule 13a-14. Based on that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the disclosure controls and procedures are effective in ensuring that all material information required to be filed in this quarterly report has been made known to them in a timely fashion. There have been no significant changes in internal controls, or in factors that could significantly affect internal controls, subsequent to the date the Chief Executive Officer and Chief Financial Officer completed their evaluation.

## Summit Financial Group, Inc. and Subsidiaries

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

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,
Sr. Vice President and Chief Financial Officer

Date: November 13, 2002

# CERTIFICATIONS PURSUANT TO <br> SECTION 302 OF 

THE SARBANES-OXLEY ACT OF 2002

## CERTIFICATION

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 quarterly 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 quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly 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 quarterly report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
a) designed such disclosure controls and procedures 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 quarterly report is being prepared;
b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent function):
a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
b) any fraud, whether or not material, that involves management or other employees who have a significant role in registrant's internal controls; and
6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: November 13, 2002

## /s/ H. Charles Maddy, III

H. Charles Maddy, III

President and Chief Executive Officer

## CERTIFICATION

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 quarterly 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 quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly 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 quarterly report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
a) designed such disclosure controls and procedures 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 quarterly report is being prepared;
b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent function):
a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
b) any fraud, whether or not material, that involves management or other employees who have a significant role in registrant's internal controls; and
6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: November 13, 2002
/s/ Robert S. Tissue
Robert S. Tissue
Sr. Vice President and Chief Financial Officer

CERTIFICATION PURSUANT TO<br>18 U.S.C. SECTION 1350,<br>AS ADOPTED PURSUANT TO<br>SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Summit Financial Group, Inc
("Summit") on Form 10-Q for the period ending September 30, 2002 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 the Summit.
/s/ H. Charles Maddy, III
H. Charles Maddy, III

President and Chief Executive Officer

Date: November 13, 2002

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.

CERTIFICATION PURSUANT TO<br>18 U.S.C. SECTION 1350,<br>AS ADOPTED PURSUANT TO<br>SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Summit Financial Group, Inc
("Summit") on Form 10-Q for the period ending September 30, 2002 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-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 the Summit.

## /s/ Robert S. Tissue

Robert S. Tissue,
Sr. Vice President and Chief Financial Officer

Date: November 13, 2002

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.

