# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, DC 20549

#### FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

DATE OF REPORT (Date of earliest event reported): January 24, 2013

**Commission File Number 0-17071** 

# FIRST MERCHANTS CORPORATION

(Exact name of registrant as specified in its charter)

INDIANA (State or other jurisdiction of incorporation)

35-1544218 (IRS Employer Identification No.)

200 East Jackson Street
P.O. Box 792
Muncie, IN 47305-2814
(Address of principal executive offices, including zip code)

(765) 747-1500

(Registrant's telephone number, including area code)

#### Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION.

On January 24, 2013 First Merchants Corporation issued a press release to report its financial results for the fourth quarter ended December 31, 2012. A copy of the press release is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information in this Current Report on Form 8-K, including Exhibit No. 99.1 hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to liability of that section. The information in this Current Report shall not be incorporated by reference into any filing or other document pursuant to the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing or document.

## ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.

- (a) Not applicable.
- (b) Not applicable.
- (c) Exhibits.

Exhibit 99.1 Press Release, dated January 24, 2013, issued by First Merchants Corporation

## **SIGNATURES**

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

First Merchants Corporation (Registrant)

By: <u>/s/ Mark K. Hardwick</u>
Mark K. Hardwick
Executive Vice President and Chief Financial Officer
(Principal Financial and Principal Accounting Officer)

Dated: January 24, 2013

# **EXHIBIT INDEX**

Exhibit No. Description

99.1 Press Release, dated January 24, 2013, issued by First Merchants Corporation

#### N/E/W/S R/E/L/E/A/S/E

January 24, 2013

#### FOR IMMEDIATE RELEASE

For more information, contact:
David L. Ortega, First Vice President/Director of Investor Relations
765-378-8937
<a href="http://www.firstmerchants.com/">http://www.firstmerchants.com/</a>

SOURCE: First Merchants Corporation, Muncie, Indiana

## FIRST MERCHANTS CORPORATION ANNOUNCES 2012 RECORD NET INCOME OF MORE THAN \$40 MILLION DOLLARS

First Merchants Corporation (NASDAQ – FRME) has reported full year 2012 record net income available to common shareholders of \$40.6 million compared to \$9.0 million earned in 2011.

Michael C. Rechin, President and Chief Executive Officer, stated, "Our 2012 results represent a return to high performance banking. Our Board of Directors, management team and dedicated employees are very pleased to have established record high net income results for our shareholders. Beyond the level of net income, our highlights for 2012 include a successful closing of an immediately accretive in-market acquisition, an increase in the rate of organic loan growth and an increase in the level of our common dividend." Rechin also stated, "our team is encouraged by the momentum we take into 2013 despite the challenging low interest rate environment."

Year-to-date earnings per share totaled \$1.41, a \$1.07 per share increase over the prior year total of \$.34 per share. Within the \$1.41 earnings per share, \$.21 is related to the one-time gain on the Corporation's FDIC purchase and assumption agreement with SCB Bank in Shelbyville, Indiana, during the first quarter of 2012. The balance of our 2012 results represent increased levels of earnings from our relationship-driven banking model that produced higher levels of revenue from multiple income sources.

Fourth quarter 2012 earnings per share of \$.32 compared to \$.24 per share during the same period in 2011. Net income available to common shareholders totaled \$9.2 million for the guarter, a \$2.7 million increase over the fourth guarter of 2011.

Total assets equaled \$4.3 billion, as loans and investments totaled \$2.9 billion and \$874 million, respectively. Loans increased for the fifth consecutive quarter due to the addition of calling officers and economic improvements in our marketplace. The Corporation's loan-to-deposit ratio and loan-to-asset ratio remained steady at 87 percent and 67 percent, respectively.

Net-interest income totaled \$38.3 million for the fourth quarter of 2012 and net-interest margin remained strong totaling 4.10 percent as yields on earning assets totaled 4.58 percent and the cost of supporting liabilities totaled .48 percent. Discount accretion resulting from the SCB transaction added \$1.3 million, or 13 basis points, to net-interest income and net-interest margin for the fourth quarter of 2012. YTD net-interest income totaled \$152.3 million, an increase of \$9.0 million over 2011.

Non-interest income totaled \$14.2 million for the fourth quarter of 2012 and \$64.3 million year-to-date. After normalizing for bond gains and the first quarter 2012 FDIC gain, non-interest income for 2012 improved by \$5.7 million, or 12 percent over 2011. Gains from the sale of mortgage loans accounted for \$3.2 million of the increase as our investment in mortgage origination and fulfillment maximized the advantageous mortgage rate environment. Total non-interest expenses of \$137.1 million increased by \$1.2 million, or less than 1 percent, during 2012.

Provision expense totaled \$4.5 million for the fourth quarter 2012 and \$18.5 million year-to-date, compared to \$5.9 million and \$22.6 million in 2011. Net charge-offs were \$4.6 million for the fourth quarter of 2012 and \$20.1 million year-to-date, compared to \$8.0 million and \$34.7 million in 2011. The allowance for loan losses is \$69.4 million, or 2.37 percent of total loans and 130 percent of non-accrual loans, the highest coverage ratio since 2006.

As of December 31, 2012, the Corporation's total risk-based capital equaled 16.34 percent, Tier 1 common risk-based capital equaled 9.62 percent, and tangible common equity ratio totaled 7.55 percent. As of December 31, 2011 the Corporation's total risk-based capital equaled 16.54 percent, Tier 1 common risk-based capital equaled 8.83 percent, and tangible common equity ratio totaled 6.84 percent.

#### **CONFERENCE CALL**

First Merchants Corporation will conduct a fourth quarter earnings conference call and web cast at 2:30 p.m. (ET) on Thursday, January 24, 2013.

To participate, dial (Toll Free) 888-317-6016 and reference First Merchants Corporation's fourth quarter earnings release. International callers please call +1 412-317-6016. A replay of the call will be available until January 24, 2014. To access a replay of the call, US participants should dial (Toll Free) 877-344-7529 or for International participants, dial +1 412-317-0088. The replay passcode is 10023446.

In order to view the web cast and presentation slides, please go to <a href="http://services.choruscall.com/links/frme130124.html">http://services.choruscall.com/links/frme130124.html</a> during the time of the call.

During the call, Forward-Looking Statements about the relative business outlook may be made. These Forward-Looking Statements and all other statements made during the call that do not concern historical facts, are subject to risks and uncertainties that may materially affect actual results

Specific Forward-Looking Statements include, but are not limited to, any indications regarding the Financial Services industry, the economy and future growth of the balance sheet or income statement.

Detailed financial results are reported on the attached pages.

#### **About First Merchants Corporation**

First Merchants Corporation is a financial holding company headquartered in Muncie, Indiana. The Corporation is comprised of First Merchants Bank, N.A., which also operates as Lafayette Bank & Trust, Commerce National Bank, and First Merchants Trust Company as divisions of First Merchants Bank, N.A. First Merchants Corporation also operates First Merchants Insurance Group, a full-service property casualty, personal lines, and healthcare insurance agency.

First Merchants Corporation's common stock is traded on the NASDAQ Global Select Market System under the symbol FRME. Quotations are carried in daily newspapers and can be found on the company's Internet web page (<a href="http://www.firstmerchants.com">http://www.firstmerchants.com</a>).

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# **CONSOLIDATED BALANCE SHEETS**

(Dollars In Thousands)		Deceml	ber :	31.
		2012		2011
ASSETS				
Cash and cash equivalents	\$	101,460	\$	73,312
Interest-bearing time deposits	Ť	38,443	Ť	52,851
Investment securities		874,363		946,400
Mortgage loans held for sale		22,300		17,864
Loans		2,902,209		2,713,415
Less: Allowance for loan losses		(69,366)		(70,898)
Net loans	_	2,832,843	_	2,642,517
Premises and equipment		52,749		51,013
Federal Reserve and Federal Home Loan Bank stock		32,749		31,270
Interest receivable		16,367		17,723
Core deposit intangibles and goodwill		149,529		150,471
Cash surrender value of life insurance		125,397		124,329
Other real estate owned		13,263		16,289
Tax asset, deferred and receivable		30,867		36,424
Other assets	_	14,455	_	12,613
TOTAL ASSETS	\$	4,304,821	\$	4,173,076
LIABILITIES				
Deposits:				
Noninterest-bearing	\$	801,597	\$	646,508
Interest-bearing		2,544,786		2,488,147
Total Deposits		3,346,383		3,134,655
Borrowings:				
Federal funds purchased		18,862		
Securities sold under repurchase agreements		141,828		156,305
Federal Home Loan Bank advances		94,238		138,095
Subordinated debentures and term loans		112,161		194,974
Total Borrowings		367,089		489,374
Interest payable		1,841		2,925
Other liabilities		37,272		31,655
Total Liabilities		3,752,585		3,658,609
STOCKHOLDERS' EQUITY		3,732,303		3,030,003
Preferred Stock, no-par value, \$1,000 liquidation value:				
Authorized 500,000 shares				
Senior Non-Cumulative Perpetual Preferred Stock, Series B				
Issued and outstanding - 90,782.94 shares		90,783		90,783
Cumulative Preferred Stock, \$1,000 par value, \$1,000 liquidation value:		90,763		90,703
Authorized 600 shares				
		125		125
Issued and outstanding - 125 shares		125		125
Common Stock, \$.125 stated value:				
Authorized 50,000,000 shares		0.507		0.570
Issued and outstanding - 28,692,616 and 28,559,707 shares		3,587		3,570
Additional paid-in capital		256,843		254,874
Retained earnings		206,397		168,717
Accumulated other comprehensive loss		(5,499)	_	(3,602)
Total Stockholders' Equity		552,236		514,467
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$	4,304,821	\$	4,173,076

CONSOLIDATED STATEMENTS OF INCOME (Dollars In Thousands, Except Per Share Amounts)	Three Mon Deceml				Twelve Months Ended December 31,				
		2012	_	2011		2012		2011	
INTEREST INCOME									
Loans receivable:									
Taxable	\$	36,085	\$	36,497	\$	146,745	\$	149,716	
Tax-exempt		122		93		480		528	
Investment securities:									
Taxable		3,809		4,565		17,027		19,230	
Tax-exempt		2,544		2,550		10,189		10,167	
Federal funds sold								3	
Deposits with financial institutions		31		54		100		282	
Federal Reserve and Federal Home Loan Bank stock		373		314		1,408		1,319	
Total Interest Income		42,964		44,073		175,949		181,245	
INTEREST EXPENSE				_					
Deposits		3,234		4,505		14,800		22,281	
Federal funds purchased		7		3		69		25	
Securities sold under repurchase agreements		204		363		907		1,511	
Federal Home Loan Bank advances		501		1,114		2,624		4,181	
Subordinated debentures and term loans		753		1,908		5,213		9,892	
Total Interest Expense		4,699		7,893	-	23,613		37,890	
NET INTEREST INCOME		38,265		36,180		152,336		143,355	
Provision for loan losses		4,505		5,855		18,534		22,630	
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES		33,760		30,325		133,802		120,725	
OTHER INCOME				00,020				,	
Service charges on deposit accounts		2,962		3,027		11,587		11,972	
Fiduciary activities		1,984		1,804		7,891		7,650	
Other customer fees		2,757		2,572		11,233		10,024	
Commission income		1,454		1,220		6,224		5,660	
Earnings on cash surrender value of life insurance		693		803		3,418		2,596	
Net gains and fees on sales of loans		3,513		2,747		10,628		7,418	
Net realized gains on sales of available for sale securities		255		290		2,389		2,439	
Other-than-temporary impairment on available for sale securities		200		200		2,000		(400)	
Gain on FDIC modified whole bank transaction						9,124		(1.00)	
Other income		588		508		1,808		1,761	
Total Other Income		14,206		12,971		64,302		49,120	
OTHER EXPENSES		14,200		12,311		04,302		43,120	
Salaries and employee benefits		20,320		19,035		79,398		74,735	
Net occupancy		2,494		2,428		10,186		10,118	
Equipment		1,942		1,672		7,201		6,794	
Marketing		616		650		2,158		2,002	
Outside data processing fees		1,361		1,377		5,656		5,671	
Printing and office supplies		321		340		1,169		1,242	
Core deposit amortization		489		591		1,927		3,548	
FDIC assessments		738		775		3,509		5,531	
Other real estate owned and credit-related expenses		1,766		2,569		8,178		10,614	
Other expenses		4,456		3,999		17,733		15,683	
•	_	34,503	_	33,436	-	137,115		135,938	
Total Other Expenses							_		
INCOME BEFORE INCOME TAX		13,463		9,860		60,989		33,907	
Income tax expense		3,153		2,299		15,867		8,655	
NET INCOME		10,310		7,561		45,122		25,252	
Loss on CPP unamortized discount								(1,401)	
Loss on extinguishment of trust preferred securities		(4.405)		(1.405)		(4.500)		(10,857)	
Preferred stock dividends and discount accretion		(1,135)	_	(1,135)	_	(4,539)	_	(3,981)	
NET INCOME AVAILABLE TO COMMON STOCKHOLDERS	\$	9,175	\$	6,426	\$	40,583	\$	9,013	
Per Share Data:									
Basic Net Income Available to Common Stockholders	\$	0.32	\$	0.24	\$	1.42	\$	0.34	
Diluted Net Income Available to Common Stockholders	\$	0.32	\$	0.24	\$	1.41	\$	0.34	
Cash Dividends Paid	\$	0.03	\$	0.01	\$	0.10	\$	0.04	
Average Diluted Shares Outstanding (in thousands)		28,930		28,700		28,847		26,694	
		_5,000		_0,100		_5,5 .7		_5,554	

FINANCIAL	HIGHL	.IGHTS
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FINANCIAL HIGHLIGHTS (Dollars in thousands)			Three Mon Decem	 		Twelve Mor		
			2012	2011		2012		2011
NET CHARGE OFF'S		\$	4,632	\$ 8,031	\$	20,066	\$	34,709
AVERAGE BALANCES:								
Total Assets		\$	4,293,082	\$ 4,200,685	\$	4,245,996	\$	4,143,850
Total Loans			2,867,793	2,719,155		2,819,816		2,748,684
Total Earning Assets			3,875,969	3,766,352		3,833,174		3,744,027
Total Deposits			3,321,997	3,165,505		3,263,020		3,175,762
Total Stockholders' Equity			551,414	513,366		535,497		478,440
FINANCIAL RATIOS:								
Return on Average Assets			0.85%	0.61%		0.96%		0.22%
Return on Average Stockholders' Equity			6.66	5.01		7.58		1.88
Return on Average Common Stockholders' Equity			7.97	6.08		9.13		2.22
Average Earning Assets to Average Assets			90.28	89.66		90.28		90.35
Allowance for Loan Losses as % of Total Loans			2.37	2.60		2.37		2.60
Net Charge Off's as % of Average Loans (Annualize	d)		0.65	1.18		0.71		1.26
Average Stockholders' Equity to Average Assets	ĺ		12.84	12.22		12.61		11.55
Tax Equivalent Yield on Earning Assets			4.58	4.83		4.74		4.99
Cost of Supporting Liabilities			0.48	0.84		0.62		1.01
Net Interest Margin (FTE) on Earning Assets			4.10	3.99		4.12		3.98
NON-PERFORMING ASSETS								
<b>42.11. 1.21. 1.3.</b>		Se	eptember		_		_	
(Dollars In Thousands)	December 31		30	June 30	- 1	March 31	$D_{\epsilon}$	cember 31

			S	eptember						
(Dollars In Thousands)	Dec	ember 31,		30,		June 30,	1	March 31,	De	cember 31,
		2012		2012		2012	2012			2011
Non-Accrual Loans	\$	53,399	\$	56,999	\$	63,127	\$	74,456	\$	69,592
Renegotiated Loans		12,681		6,871		3,921		6,695		14,308
Non-Performing Loans (NPL)		66,080		63,870		67,048		81,151		83,900
Other Real Estate Owned		13,263		13,780		14,183		15,628		16,289
Non-Performing Assets (NPA)		79,343		77,650		81,231		96,779		100,189
90+ Days Delinquent		2,037		1,974		665		253		580
NPAS & 90 Day Delinquent	\$	81,380	\$	79,624	\$	81,896	\$	97,032	\$	100,769
Loan Loss Reserve	\$	69,366	\$	69,493	\$	70,143	\$	70,369	\$	70,898
Quarterly Net Charge-offs		4,632		5,259		4,771		5,404		8,031
NPAs / Actual Assets %		1.84%	)	1.83%	Ď	1.92%	, D	2.28%	Ò	2.40%
NPAs & 90 Day / Actual Assets %		1.89%	)	1.87%	Ď	1.93%	, )	2.29%	)	2.41%
NPAs / Actual Loans and REO %		2.70%	)	2.70%	Ď	2.87%	Ò	3.42%	)	3.65%
Loan Loss Reserves / Actual Loans (%)		2.37%	)	2.43%	Ď	2.49%	Ò	2.50%	Ò	2.60%
Net Charge Off's as % of Average Loans (Annualized)		0.65%	)	0.74%	Ď	0.68%	Ò	0.78%	)	1.18%

CONSOL	IDATED	RALA	ANCE	SHEETS

CONSOLIDATED BALANCE SHEETS					
	December	September			December
(Dollars In Thousands)	31,	30,	June 30,	March 31,	31,
	2012	2012	2012	2012	2011
ASSETS					
Cash and cash equivalents	\$ 101,460	\$ 57,027	\$ 68,493	\$ 60,991	\$ 73,312
Interest-bearing time deposits	38,443	35,324	41,760	34,290	52,851
Investment securities	874,363	928,716	944,321	960,032	946,400
Mortgage loans held for sale	22,300	27,711	15,278	22,138	17,864
Loans	2,902,209	2,836,324	2,797,634	2,792,989	2,713,415
Less: Allowance for loan losses	(69,366)	(69,493)	(70,143)	(70,369)	(70,898)
Net loans	2,832,843	2,766,831	2,727,491	2,722,620	2,642,517
Premises and equipment	52,749	51,373	51,335	51,541	51,013
Federal Reserve and Federal Home Loan Bank stock	32,785	32,824	33,033	33,026	31,270
Interest receivable	16,367	17,519	16,506	16,730	17,723
Core deposit intangibles and goodwill	149,529	150,019	150,006	150,486	150,471
Cash surrender value of life insurance	125,397	124,702	124,018	123,355	124,329
Other real estate owned	13,263	13,780	14,183	15,628	16,289
Tax asset, deferred and receivable	30,867	29,344	32,003	32,112	36,424
Other assets	14,455	14,998	13,996	13,417	12,613
TOTAL ASSETS	\$ 4,304,821	\$ 4,250,168	\$ 4,232,423	\$ 4,236,366	\$ 4,173,076
LIABILITIES					
Deposits:					
Noninterest-bearing	801,597	\$ 679,818	\$ 684,101	\$ 677,643	\$ 646,508
Interest-bearing	2,544,786	2,514,933	2,604,797	2,601,935	2,488,147
Total Deposits	3,346,383	3,194,751	3,288,898	3,279,578	3,134,655
Borrowings:					
Federal funds purchased	18,862	57,024	652	10,936	
Securities sold under repurchase agreements	141,828	153,454	160,127	139,308	156,305
Federal Home Loan Bank advances	94,238	145,467	96,847	131,496	138,095
Subordinated debentures and term loans	112,161	112,169	115,951	115,969	194,974
Total Borrowings	367,089	468,114	373,577	397,709	489,374
Interest payable	1,841	1,591	2,168	2,094	2,925
Other liabilities	37,272	38,857	32,104	29,044	31,655
Total Liabilities	3,752,585	3,703,313	3,696,747	3,708,425	3,658,609
STOCKHOLDERS' EQUITY	0,102,000	0,.00,020	0,000,	0,.00,.20	0,000,000
Preferred Stock, no-par value, \$1,000 liquidation value:					
Authorized 500,000 shares					
Senior Non-Cumulative Perpetual Preferred Stock,					
Series B					
Issued and outstanding	90,783	90,783	90,783	90,783	90,783
Cumulative Preferred Stock, \$1,000 par value, \$1,000			,		00,100
liquidation value:					
Authorized 600 shares					
Issued and outstanding	125	125	125	125	125
Common Stock, \$.125 stated value:					
Authorized 50,000,000 shares					
Issued and outstanding	3,587	3,584	3,580	3,578	3,570
Additional paid-in capital	256,843	256,290	255,632	255,116	254,874
Retained earnings	206,397	198,094	188,863	181,664	168,717
Accumulated other comprehensive loss	(5,499)	(2,021)	(3,307)	(3,325)	(3,602)
Total Stockholders' Equity	552,236	546,855	535,676	527,941	514,467
TOTAL LIABILITIES AND STOCKHOLDERS'				021,041	<u> </u>
EQUITY	\$ 4,304,821	\$ 4,250,168	\$ 4,232,423	\$ 4,236,366	\$ 4,173,076
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CONSOLIDATED STATEMENTS OF INCOME	De	ecember	Se	eptember					De	ecember
(Dollars In Thousands, Except Per Share Amounts)	D	31, 2012	50	30, 2012		ıne 30, 2012		arch 31, 2012	D(	31, 2011
INTEREST INCOME	_									
Loans receivable:										
Taxable	\$	36,085	\$	38,160	\$	36,652	\$	35,848	\$	36,497
Tax exempt		122		118		123		117		93
Investment securities:										
Taxable		3,809		4,176		4,468		4,574		4,565
Tax exempt		2,544		2,532		2,551		2,562		2,550
Federal funds sold										
Deposits with financial institutions		31		16		28		25		54
Federal Reserve and Federal Home Loan Bank stock		373		345		347		343		314
Total Interest Income		42,964		45,347		44,169		43,469		44,073
INTEREST EXPENSE	_		_							
Deposits		3,234		3,517		3,939		4,110		4,505
Federal funds purchased		7		38		12		12		3
Securities sold under repurchase agreements		204		211		197		295		363
Federal Home Loan Bank advances		501		492		637		994		1,114
Subordinated debentures, revolving credit lines and term										,
loans		753		1,187		1,331		1,942		1,908
Total Interest Expense		4,699		5,445		6,116		7,353		7,893
NET INTEREST INCOME		38,265		39,902		38,053		36,116		36,180
Provision for loan losses		4,505		4,609		4,545		4,875		5,855
NET INTEREST INCOME AFTER PROVISION FOR LOAN		+,000		+,000		+,0-40		+,010		3,000
LOSSES		33,760		35,293		33,508		31,241		30,325
OTHER INCOME		55,765		00,200		55,500		U1,L71		00,020
Service charges on deposit accounts		2,962		2,913		2,893		2,819		3,027
Fiduciary activities		1,984		1,986		1,938		1,983		1,804
Other customer fees		2,757		2,740		3,150		2,586		2,572
Commission income		1,454		1,618		1,485		1,667		1,220
Earnings on cash surrender value of life insurance		693		685		662		1,378		803
Net gains and fees on sales of loans		3,513				2,314		1,952		2,747
		255		2,849 843		502		789		
Net realized gains on sales of available for sale securities		255		843		502				290
Gain on FDIC modified whole bank transaction		588		620		221		9,124		F00
Other income	_		_	639		221		360		508
Total Other Income		14,206		14,273		13,165		22,658		12,971
OTHER EXPENSES				00.000		10011		40.054		40.005
Salaries and employee benefits		20,320		20,083		19,641		19,354		19,035
Net occupancy		2,494		2,568		2,473		2,651		2,428
Equipment		1,942		1,798		1,656		1,805		1,672
Marketing		616		536		564		442		650
Outside data processing fees		1,361		1,413		1,506		1,376		1,377
Printing and office supplies		321		287		294		267		340
Core deposit amortization		489		489		480		469		591
FDIC assessments		738		792		862		1,117		775
Other real estate owned and credit-related expenses		1,766		2,104		2,122		2,186		2,569
Other expenses		4,456		4,334		4,582		4,361		3,999
Total Other Expenses		34,503		34,404		34,180		34,028		33,436
INCOME BEFORE INCOME TAX		13,463		15,162		12,493		19,871		9,860
Income tax expense		3,153		3,926		3,288		5,500		2,299
NET INCOME		10,310		11,236		9,205		14,371		7,561
Preferred stock dividends and discount accretion		(1,135)		(1,134)		(1,135)		(1,135)		(1,135)
NET INCOME AVAILABLE TO COMMON STOCKHOLDERS	\$	9,175	\$	10,102	\$	8,070	\$	13,236	\$	6,426
PER SHARE:										
Basic Net Income Available to Common Stockholders	\$	0.32	\$	0.35	\$	0.29	\$	0.46	\$	0.24
Diluted Net Income Available to Common Stockholders	\$	0.32	\$	0.35	\$	0.28	\$	0.46	\$	0.24
Cash Dividends Paid	\$	0.03	\$	0.03	\$	0.03	\$	0.01	\$	0.01
Average Diluted Shares Outstanding (in thousands)	Ψ	28,930	Ψ	28,888	Ψ	28,815	Ψ	28,755	Ψ	28,700
		_5,555		_5,555		_5,510		_5,.00		_3,.30
FINANCIAL RATIOS:										
Return on Average Assets		0.85%		0.95%	'n	0.76%	'n	1.26%	,	0.61%
Return on Average Stockholders' Equity		6.66		7.47	,	6.07	,	10.23	,	5.01
Return on Average Common Stockholders' Equity		7.97		8.98		7.32		12.40		6.08
Average Earning Assets to Average Assets		90.28		90.36		90.30		90.16		89.66
Allowance for Loan Losses as % of Total Loans		2.37		2.43		2.49		2.50		2.60
Net Charge Off's as % of Average Loans (Annualized)		0.65		0.74		0.68		0.78		1.18
		12.84		12.77		12.51		12.32		1.18
Average Stockholders' Equity to Average Assets  Tax Equivalent Yield on Earning Assets		4.58		4.89		4.75		4.74		4.83
Cost of Supporting Liabilities		0.48 4.10		0.57		0.64 4.11		0.78		0.84
Net Interest Margin (FTE) on Earning Assets		4.10		4.32		4.11		3.96		3.99

## LOANS

			S	September						
(Dollars In Thousands)	December 31, 2012		30,			June 30,	March 31,			cember 31,
			2012		2012			2012		2011
Commercial and industrial loans	\$	622,579	\$	592,517	\$	552,353	\$	546,304	\$	532,523
Agricultural production financing and other loans to										
farmers		112,527		107,166		106,135		97,165		104,526
Real estate loans:										
Construction		98,639		93,610		99,588		92,694		81,780
Commercial and farm land		1,266,682		1,241,054		1,219,114		1,229,195		1,194,230
Residential		473,537		475,272		480,917		498,354		481,493
Home Equity		203,406		204,888		207,250		210,564		191,631
Individuals' loans for household and other personal										
expenditures		75,748		77,171		83,933		78,711		84,172
Lease financing receivables, net of unearned income		2,590		2,970		2,976		3,112		3,555
Other loans		46,501		41,676		45,368		36,890		39,505
Loans		2,902,209		2,836,324		2,797,634		2,792,989		2,713,415
Allowance for loan losses		(69,366)		(69,493)		(70,143)		(70,369)		(70,898)
NET LOANS	\$	2,832,843	\$	2,766,831	\$	2,727,491	\$	2,722,620	\$	2,642,517
DEPOSITS										
			5	September						
(Dollars In Thousands)	De	cember 31,		30,		June 30,	- 1	March 31,	De	cember 31,
,		2012		2012		2012		2012		2011
Demand deposits	\$	1,646,756	\$	1,455,568	\$	1,521,194	\$	1,470,938	\$	1,438,513
Savings deposits		831,952		837,409		822,299		801,935		757,166
Certificates and other time deposits of \$100,000 or more		236,470		256,077		261,156		269,796		264,787
Other certificates and time deposits		502,927		527,304		546,182		566,934		551,247
Brokered deposits		128,278		118,393		138,067		169,975		122,942
TOTAL DEPOSITS	\$	3,346,383	\$	3,194,751	\$	3,288,898	\$	3,279,578	\$	3,134,655