

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

FORM 10-K

[Mark One]

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

For the fiscal year ended December 31, 2014

OR

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

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number 0-17071

**FIRST MERCHANTS CORPORATION**

(Exact name of registrant as specified in its charter)

**Indiana**

(State or other jurisdiction of  
incorporation or organization)

**35-1544218**

(I.R.S. Employer Identification No.)

**200 East Jackson  
Muncie, Indiana**

(Address of principal executive offices)

**47305-2814**

(Zip Code)

Registrant's telephone number, including area code: (765)747-1500

Securities registered pursuant to Section 12(b) of the Act:

Title of Each Class  
Common Stock, \$0.125 stated value per share

Name of each exchange on which registered  
The NASDAQ Stock Market

Securities registered pursuant to Section 12(g) of the Act:

None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes  No

Indicate by check mark whether the registrant(1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities 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  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate website, if any, every interactive data file required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files) Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act. Large accelerated filer  Accelerated filer  Non-accelerated filer  Small Reporting Company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes  No

The aggregate market value (not necessarily a reliable indication of the price at which more than a limited number of shares would trade) of the voting stock held by non-affiliates of the registrant was \$762,144,000 as of the last business day of the registrant's most recently completed second fiscal quarter (June 30, 2014).

As of February 20, 2015 there were 37,680,604 outstanding common shares, without par value, of the registrant.

DOCUMENTS INCORPORATED BY REFERENCE

Documents

Portions of the Registrant's Definitive

Proxy Statement for Annual Meeting of

Shareholders to be held May 4, 2015

Part of Form 10-K into which incorporated

Part III (Items 10 through 14)

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## ***FORWARD-LOOKING STATEMENTS***

First Merchants Corporation (the "Corporation") from time to time includes forward-looking statements in its oral and written communication. The Corporation may include forward-looking statements in filings with The Securities and Exchange Commission ("SEC"), such as Form 10-K and Form 10-Q, in other written materials and oral statements made by senior management to analysts, investors, representatives of the media and others. The Corporation intends these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and the Corporation is including this statement for purposes of these safe harbor provisions. Forward-looking statements can often be identified by the use of words like "believe", "continue", "pattern", "estimate", "project", "intend", "anticipate", "expect" and similar expressions or future or conditional verbs such as "will", "would", "should", "could", "might", "can", "may" or similar expressions. These forward-looking statements include:

- statements of the Corporation's goals, intentions and expectations;
- statements regarding the Corporation's business plan and growth strategies;
- statements regarding the asset quality of the Corporation's loan and investment portfolios; and
- estimates of the Corporation's risks and future costs and benefits.

These forward-looking statements are subject to significant risks, assumptions and uncertainties, including, among other things, those discussed in Item 1A, "RISK FACTORS".

Because of these and other uncertainties, the Corporation's actual future results may be materially different from the results indicated by these forward-looking statements. In addition, the Corporation's past results of operations do not necessarily indicate its future results.

## **PART I: ITEM 1. BUSINESS**

### **PART I**

#### **ITEM 1. BUSINESS**

##### **GENERAL**

First Merchants Corporation (the "Corporation") is a financial holding company headquartered in Muncie, Indiana and was organized in September 1982. The Corporation's Common Stock is traded on NASDAQ's Global Select Market System under the symbol FRME. The Corporation has one full-service bank charter, First Merchants Bank, National Association (the "Bank"), which opened for business in Muncie, Indiana, in March 1893. The Bank also operates Lafayette Bank and Trust, Commerce National Bank, Community Bank of Noblesville and First Merchants Trust Company as divisions of First Merchants Bank, N.A. The Bank includes 106 banking locations in twenty-six Indiana, two Illinois and two Ohio counties. In addition to its branch network, the Corporation's delivery channels include ATMs, check cards, remote deposit capture, interactive voice response systems and internet technology. The Corporation's business activities are currently limited to one significant business segment, which is community banking.

Through the Bank, the Corporation offers a broad range of financial services, including accepting time deposits, savings and demand deposits; making consumer, commercial, agri-business and real estate mortgage loans; renting safe deposit facilities; providing personal and corporate trust services; providing full-service brokerage; and providing other corporate services, letters of credit and repurchase agreements.

The Corporation also operates First Merchants Insurance Services, Inc., operating as First Merchants Insurance Group, a full-service property, casualty, personal lines, and employee benefit insurance agency headquartered in Muncie, Indiana.

All inter-company transactions are eliminated during the preparation of consolidated financial statements.

As of December 31, 2014, the Corporation had consolidated assets of \$5.8 billion, consolidated deposits of \$4.6 billion and stockholders' equity of \$727 million. As of December 31, 2014, the Corporation and its subsidiaries had 1,415 full-time equivalent employees.

##### **AVAILABLE INFORMATION**

The Corporation makes its Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and amendments to those reports filed or furnished pursuant to Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended, available on its website at [www.firstmerchants.com](http://www.firstmerchants.com) without charge, as soon as reasonably practicable, after such reports are electronically filed with, or furnished to, the Securities and Exchange Commission. These documents can also be read and copied at the Securities and Exchange Commission's Public Reference Room at 100 F Street, NE, Washington, D.C. 20549. Please call the Securities and Exchange Commission at 1-800-SEC-0330 for further information on the public reference room. SEC filings are also available to the public at the Securities and Exchange Commission's website at [www.sec.gov](http://www.sec.gov). **Additionally, the Corporation will also provide without charge, a copy of its Annual Report on Form 10-K to any shareholder by mail. Requests should be sent to Cynthia Holaday, Shareholder Relations, First Merchants Corporation, P.O. Box 792, Muncie, IN 47308-0792.**

##### **ACQUISITION POLICY**

The Corporation anticipates that it will continue its policy of geographic expansion of its banking business through the acquisition of banks whose operations are consistent with its banking philosophy. Management routinely explores opportunities to acquire financial institutions and other financial services-related businesses and to enter into strategic alliances to expand the scope of its services and its customer base.

On November 7, 2014, the Corporation acquired 100 percent of Community Bancshares, Inc. ("Community"). Community was headquartered in Noblesville, Indiana and had 10 full-service banking centers serving central Indiana. Pursuant to the merger agreement, each outstanding share of common stock of Community was converted into the right to receive either (a) 4.0926 shares of the Corporation's common stock, plus cash in lieu of fractional shares; or (b) \$85.94 in cash, based upon shareholder elections. The Corporation paid \$14.2 million in cash and issued approximately 1.6 million shares of common stock, valued at approximately \$35.0 million, for a total purchase price of approximately \$49.2 million.

Effective November 12, 2013, the Corporation acquired 100 percent of CFS Bancorp ("CFS") in an all stock transaction. CFS was headquartered in Munster, Indiana and had 20 banking centers in northwestern Indiana and northeastern Illinois. Pursuant to the merger agreement, the shareholders of CFS received 0.65 percent of a share of the Corporation's common stock for each share of CFS Bancorp common stock held. The Corporation issued approximately 7.1 million shares of common stock, which was valued at approximately \$135.6 million.

The details of the Community and CFS acquisitions can be found in Note 3. BUSINESS COMBINATIONS, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

Effective February 10, 2012, the Bank assumed substantially all of the deposits and certain other liabilities and acquired certain assets of SCB Bank ("SCB"), a federal savings bank headquartered in Shelbyville, Indiana, from the Federal Deposit Insurance Corporation ("FDIC"), as receiver for SCB, pursuant to the terms of the Purchase and Assumption Agreement - Modified Whole Bank; All Deposits, entered into by the Bank, the FDIC as receiver of SCB and the FDIC. Additional details of this transaction can be found in Note 2. PURCHASE AND ASSUMPTION, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

## ***PART I: ITEM 1. BUSINESS***

On January 5, 2015, the Corporation and C Financial Corporation, an Ohio corporation ("C Financial"), entered into an Agreement and Plan of Reorganization and Merger (the "Merger Agreement"), pursuant to which, C Financial will, subject to the terms and conditions of the Merger Agreement, merge with and into First Merchants (the "Merger," whereupon the separate corporate existence of C Financial will cease and First Merchants will survive. Immediately following the Merger, Cooper State Bank, an Ohio state bank and wholly-owned subsidiary of C Financial, will be merged with and into First Merchants Bank, National Association, a national bank and wholly-owned subsidiary of First Merchants, with First Merchants Bank, National Association continuing as the surviving bank. The Merger Agreement has been approved by the Boards of Directors of each of First Merchants and C Financial, but the consummation of the Merger is conditioned upon the approval of the C Financial shareholders and certain regulatory authorities as well as satisfaction of customary closing conditions. The Merger Agreement provides that upon the effective date of the Merger (the "Effective Date"), the shareholders of C Financial shall be entitled to receive an aggregate of \$14,500,000 in cash in exchange for all of the outstanding shares of C Financial common stock, \$1.00 par value. Subject to C Financial common shareholders' approval of the Merger Agreement, regulatory approvals and other customary closing conditions, the parties anticipate completing the Merger in the second quarter of 2015. Additional details of this transaction can be found in Note 28. SUBSEQUENT EVENTS, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

### **COMPETITION**

The Bank is located in Indiana, Ohio and Illinois counties where other financial services companies provide similar banking services. In addition to the competition provided by the lending and deposit gathering subsidiaries of national manufacturers, retailers, insurance companies and investment brokers, the Bank competes vigorously with other banks, thrift institutions, credit unions and finance companies located within its service areas.

### **REGULATION AND SUPERVISION OF FIRST MERCHANTS CORPORATION AND SUBSIDIARIES**

#### **Bank Holding Company Regulation**

The Corporation is registered as a bank holding company and has elected to be a financial holding company. It is subject to the supervision of, and regulation by the Board of Governors of the Federal Reserve System ("Federal Reserve") under the Bank Holding Company Act of 1956 (the "BHC Act"), as amended. Bank holding companies are required to file periodic reports with and are subject to periodic examination by the Federal Reserve. The Federal Reserve has issued regulations under the BHC Act requiring a bank holding company to serve as a source of financial and managerial strength to the Bank. Thus, it is the policy of the Federal Reserve that a bank holding company should stand ready to use its resources to provide adequate capital funds to the Bank during periods of financial stress or adversity. Additionally, under the Federal Deposit Insurance Corporation Improvement Act of 1991 ("FDICIA"), a bank holding company is required to guarantee the compliance of any subsidiary bank that may become "undercapitalized" (as defined in the FDICIA section of this Form 10-K) with the terms of any capital restoration plan filed by such subsidiary with its appropriate federal banking agency. Under the BHC Act, the Federal Reserve has the authority to require a bank holding company to terminate any activity or relinquish control of a non-bank subsidiary (other than a non-bank subsidiary of a bank) upon the determination that such activity constitutes a serious risk to the financial stability of any bank subsidiary.

The BHC Act requires the Corporation to obtain the prior approval of the Federal Reserve before:

- acquiring direct or indirect control or ownership of any voting shares of any bank or bank holding company if, after such acquisition, the bank holding company will directly or indirectly own or control more than 5 percent of the voting shares of the bank or bank holding company;
- merging or consolidating with another bank holding company; or
- acquiring substantially all of the assets of any bank.

The BHC Act generally prohibits bank holding companies that have not become financial holding companies from (i) engaging in activities other than banking or managing or controlling banks or other permissible subsidiaries, and (ii) acquiring or retaining direct or indirect control of any company engaged in the activities other than those activities determined by the Federal Reserve to be closely related to banking or managing or controlling banks.

#### **Capital Adequacy Guidelines for Bank Holding Companies**

The BHC Act does not place territorial restrictions on such non-banking related activities. The Corporation is required to comply with the Federal Reserve's risk-based capital guidelines. These guidelines require a minimum ratio of capital to risk-weighted assets of 8 percent (including certain off-balance sheet activities such as standby letters of credit). At least half of the total required capital must be "Tier 1 capital," consisting principally of stockholders' equity, noncumulative perpetual preferred stock, a limited amount of cumulative perpetual preferred stock and minority interest in the equity accounts of consolidated subsidiaries, less certain goodwill items. The remainder may consist of a limited amount of subordinate debt and intermediate-term preferred stock, certain hybrid capital instruments and other debt securities, cumulative perpetual preferred stock, and a limited amount of the general loan loss allowance.

## PART I: ITEM 1. BUSINESS

In addition to the risk-based capital guidelines, the Federal Reserve has adopted a Tier 1 (leverage) capital ratio under which the Corporation must maintain a minimum level of Tier 1 capital to average total consolidated assets.

The following are the Corporation's regulatory capital ratios as of December 31, 2014:

|                                 | Corporation | Regulatory Minimum Requirement |
|---------------------------------|-------------|--------------------------------|
| Tier 1 risk-based capital ratio | 12.63%      | 4.00%                          |
| Total risk-based capital ratio  | 15.34%      | 8.00%                          |

In July 2013, the United States banking regulators adopted new capital rules which modified the risk-based capital and leverage capital requirements applicable to bank holding companies and depository institutions. These rules are commonly known as "Basel III". These new rules will be phased in for the Corporation and the Bank beginning on January 1, 2015. The following is a summary of the major changes related to risk based capital:

- higher minimum capital requirements, including a new "common equity tier 1 capital" ratio of 4.5 percent, a tier 1 capital ratio of 6 percent, a total capital ratio of 8 percent and a minimum leverage ratio of 4 percent;
- stricter eligibility for regulatory capital instruments;
- restrictions on the payment of capital distributions (including dividends) and certain discretionary bonus payments to executive officers if certain thresholds are not met under a new "capital conservation buffer" as defined in the rules;
- replacement of the external credit ratings approach to standards of creditworthiness with a simplified supervisory formula approach;
- stricter limitations on the extent to which certain mortgage servicing assets, deferred tax assets and investments in unconsolidated financial institutions may be included in common equity tier 1 capital;
- increased risk weights for past due loans, certain commercial real estate loans and certain equity exposures.

The implementation of the new Basel III standards is not expected to have a material impact on the Corporation or the Bank.

### Bank Regulation

The Bank is supervised, regulated and examined by the Office of the Comptroller of the Currency (the "OCC"). The OCC has the authority to issue cease-and-desist orders if it determines that activities of the Bank regularly represent an unsafe and unsound banking practice or a violation of law. Federal law extensively regulates various aspects of the banking business such as reserve requirements, truth-in-lending and truth-in-savings disclosures, equal credit opportunity, fair credit reporting, trading in securities and other aspects of banking operations. Current federal law also requires banks, among other things, to make deposited funds available within specified time periods.

### Bank Capital Requirements

The OCC has adopted risk-based capital ratio guidelines to which national banks are subject. The guidelines establish a framework that makes regulatory capital requirements more sensitive to differences in risk profiles. Risk-based capital ratios are determined by allocating assets and specified off-balance sheet commitments to four risk-weighted categories, with higher levels of capital being required for the categories perceived as representing greater risk.

Like the capital guidelines established by the Federal Reserve, these guidelines divide a bank's capital into tiers. Banks are required to maintain a total risk-based capital ratio of 8 percent. The OCC may, however, set higher capital requirements when a bank's particular circumstances warrant. Banks experiencing or anticipating significant growth are expected to maintain capital ratios, including tangible capital positions, well above the minimum levels.

In addition, the OCC established guidelines prescribing a minimum Tier 1 leverage ratio (Tier 1 capital to adjusted total assets as specified in the guidelines). Currently, these guidelines provide for a minimum Tier 1 leverage ratio of 3 percent for banks that meet specified criteria, including that they have the highest regulatory rating and are not experiencing or anticipating significant growth. All other banks are required to maintain a Tier 1 leverage ratio of 3 percent plus an additional 1 to 2 percent. The Bank exceeded the minimum risk-based capital guidelines of the OCC as of December 31, 2014. The capital standards applicable to the Bank will begin to change on January 1, 2015 in accordance with the Basel III rules discussed above. The implementation of the new Basel III standards is not expected to have a material impact on the Corporation or the Bank.

### FDIC Improvement Act of 1991

The FDICIA requires, among other things, federal bank regulatory authorities to take "prompt corrective action" with respect to banks, which do not meet minimum capital requirements. For these purposes, FDICIA establishes five capital tiers: well capitalized, adequately capitalized, undercapitalized, significantly undercapitalized and critically undercapitalized. The Federal Deposit Insurance Corporation ("FDIC") has adopted regulations to implement the prompt corrective action provisions of FDICIA.

## ***PART I: ITEM 1. BUSINESS***

"Undercapitalized" banks are subject to growth limitations and are required to submit a capital restoration plan. A bank's compliance with such plan is required to be guaranteed by the bank's parent holding company. If an "undercapitalized" bank fails to submit an acceptable plan, it is treated as if it is significantly undercapitalized. "Significantly undercapitalized" banks are subject to one or more restrictions, including an order by the FDIC to sell sufficient voting stock to become adequately capitalized, requirements to reduce total assets and cease receipt of deposits from correspondent banks, and restrictions on compensation of executive officers. "Critically undercapitalized" institutions may not, beginning 60 days after becoming "critically undercapitalized," make any payment of principal or interest on certain subordinated debt or extend credit for a highly leveraged transaction or enter into any transaction outside the ordinary course of business. In addition, "critically undercapitalized" institutions are subject to appointment of a receiver or conservator.

As of December 31, 2014, the Bank was "well capitalized" based on the "prompt corrective action" ratios described above. It should be noted that a bank's capital category is determined solely for the purpose of applying the OCC's "prompt corrective action" regulations and that the capital category may not constitute an accurate representation of the bank's overall financial condition or prospects.

### **Volcker Rule**

In December 2013, United States banking regulators adopted final rules implementing the Volcker Rule under the Dodd-Frank Act. The Volcker Rule places certain limitations on the trading activity of insured depository institutions and their affiliates subject to certain exceptions. The restricted trading activity includes purchasing or selling certain types of securities or instruments in order to benefit from short-term price movements or to realize short-term profits. Exceptions to the Volcker Rule include trading in certain U.S. Government or other municipal securities and trading conducted in certain capacities as a broker or other agent, as a fiduciary on behalf of customers, to satisfy a debt previously contracted, repurchase and securities lending agreements and risk-mitigating hedging activities. The Volcker Rule also prohibits banking institutions from having an ownership interest in a hedge fund or private equity fund. The implementation of the new Volcker Rule did not have a material impact on the Corporation or the Bank.

### **LEGISLATIVE AND REGULATORY INITIATIVES TO ADDRESS FINANCIAL AND ECONOMIC CRISES**

#### **Small Business Lending Program**

In 2010, Congress established the Small Business Lending Fund ("SBLF") under the Small Business Jobs Act of 2010 encouraging lending to small business by providing capital to qualified community banks with assets of less than \$10 billion. On September 22, 2011, the Corporation became a participant in SBLF by entering into a Securities Purchase Agreement (the "Purchase Agreement") with the U.S. Department of Treasury ("Treasury"), pursuant to which the Corporation issued 90,782.94 shares of the Corporation's Senior Non-Cumulative Perpetual Preferred Stock, Series B (the "Series B Preferred Stock"), having a liquidation amount per share equal to \$1,000, for a total purchase price of \$90,782,940.

The Series B Preferred Stock was entitled to receive non-cumulative dividends, payable quarterly, on each January 1, April 1, July 1 and October 1, beginning October 1, 2011. The dividend rate was based on the level of the Bank's lending to small businesses. The Series B Preferred Stock was non-voting, except in limited circumstances, and was issued in a private placement exempt from registration pursuant to Section 4(2) of the Securities Act of 1933, as amended.

On January 3, 2013, the Corporation redeemed 22,695.94 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$22,695,940 plus accrued but unpaid dividends. On July 2, 2013, the Corporation redeemed an additional 34,044 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$34,044,000 plus accrued but unpaid dividends. On November 22, 2013, the Corporation redeemed the final 34,043 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$34,043,000 plus accrued but unpaid dividends. This redemption resulted in all of the outstanding shares of Series B Preferred Stock having been redeemed and the Corporation ending its participation in the SBLF program.

#### **Dodd-Frank Wall Street Reform and Consumer Protection Act**

On July 21, 2010, President Obama signed the Dodd-Frank Wall Street Reform and Consumer Protection Act (the "Dodd-Frank Act") into law. The Dodd-Frank Act is likely to have a broad impact on the financial services industry, including significant regulatory and compliance changes. Many of the requirements called for in the Dodd-Frank Act will be implemented over time and most will be subject to various federal agencies implementing regulations over the course of several years. Given the uncertainty associated with the manner in which the provisions of the Dodd-Frank Act will be implemented by the various regulatory agencies through regulatory guidance, the full extent of the impact such requirements will have on the financial services industry, and on operations specifically, is currently unclear. The changes resulting from the Dodd-Frank Act may materially impact the profitability of the Corporation's business activities, require changes to certain business practices, impose more stringent capital, liquidity and leverage requirements or otherwise adversely affect the business. At a minimum, the Dodd-Frank Act is likely to:

- increase the cost of operations due to greater regulatory oversight, supervision and examination of banks and bank holding companies, including higher deposit insurance premiums;
- limit the Corporation's ability to raise additional capital through the use of trust preferred securities as new issuances of these securities may no longer be included as Tier 1 capital;
- reduce the flexibility to generate or originate certain revenue-producing assets based on increased regulatory capital standards; and
- limit the ability to expand consumer product and service offerings due to anticipated stricter consumer protection laws and regulations.

## ***PART I: ITEM 1. BUSINESS***

The timing and extent of these increases and limitations will remain unclear until the underlying implementing regulations are promulgated by the applicable federal agencies. In the interim, the Corporation's management is currently taking steps to best prepare for the implementation and to minimize the adverse impact on the business, financial condition and results of operation.

On February 7, 2011, the FDIC adopted final rules implementing a portion of the Dodd-Frank Act relating to deposit insurance assessments. The rules modify the base amount for a financial institution's insurance assessments from an institution's insured deposits to the difference between an institution's daily average consolidated assets and its daily average tangible equity. The rules also eliminated the requirement that the FDIC provide rebates to institutions on their deposit premiums once the reserve ratio exceeded 1.5 percent. These new rules became effective on April 1, 2011.

### **Deposit Insurance**

The Bank is insured up to regulatory limits by the FDIC; and, accordingly, is subject to deposit insurance assessments to maintain the Deposit Insurance Fund administered by the FDIC. The FDIC has adopted regulations establishing a permanent risk-related deposit insurance assessment system. Under this system, the FDIC places each insured bank in one of four risk categories based on (i) the bank's capital evaluation, and (ii) supervisory evaluations provided to the FDIC by the bank's primary federal regulator. Each insured bank's annual assessment rate is then determined by the risk category in which it is classified by the FDIC.

When Dodd-Frank became effective, it permanently raised the previous Standard Maximum Deposit Insurance Amount ("SMDIA") to \$250,000. The FDIC insurance coverage limit applies per depositor, per insured depository institution for each account ownership category. This provision became effective for depositors December 31, 2010.

On November 9, 2010, the FDIC implemented section 343 of the Dodd-Frank Act providing unlimited insurance coverage on noninterest-bearing transaction accounts. Beginning December 31, 2010, through December 31, 2012, all noninterest-bearing transaction accounts were fully insured, regardless of the balance of the account, at all FDIC-insured institutions. As of January 1, 2013, noninterest-bearing transaction deposit accounts are no longer insured separately from other accounts at the same FDIC-insured institution. Instead, noninterest-bearing transaction accounts will be added to other accounts, and the aggregate balance insured up to at least the Standard Maximum Deposit Insurance Amount of \$250,000, at each institution.

### **DIVIDEND LIMITATIONS**

National banking laws restrict the amount of dividends that an affiliate bank may declare in a year without obtaining prior regulatory approval. National banks are limited to the bank's retained net income (as defined) for the current year plus those for the previous two years. At December 31, 2014, the Corporation's affiliates (including the Bank and other affiliates) had a total of \$23,340,000 retained net profits available for 2015 dividends to the Corporation without prior regulatory approval.

### **BROKERED DEPOSITS**

Under FDIC regulations, no FDIC-insured depository institution can accept brokered deposits unless it (i) is well capitalized, or (ii) is adequately capitalized and received a waiver from the FDIC. In addition, these regulations prohibit any depository institution that is not well capitalized from (a) paying an interest rate on deposits in excess of 76 basis points over certain prevailing market rates or (b) offering "pass through" deposit insurance on certain employee benefit plan accounts unless it provides certain notice to affected depositors.

### **INTERSTATE BANKING AND BRANCHING**

Under the Riegle-Neal Interstate Banking and Branching Efficiency Act of 1994 ("Riegle-Neal"), subject to certain concentration limits, required regulatory approvals and other requirements, (i) financial holding companies such as the Corporation are permitted to acquire banks and bank holding companies located in any state; (ii) any bank that is a subsidiary of a bank holding company is permitted to receive deposits, renew time deposits, close loans, service loans and receive loan payments as an agent for any other bank subsidiary of that holding company; and (iii) banks are permitted to acquire branch offices outside their home states by merging with out-of-state banks, purchasing branches in other states, and establishing de novo branch offices in other states.

### **FINANCIAL SERVICES MODERNIZATION ACT**

The Gramm-Leach-Bliley Act of 1999 (the "Financial Services Modernization Act") establishes a comprehensive framework to permit affiliations among commercial banks, insurance companies, securities firms, and other financial service providers by revising and expanding the existing BHC Act. Under this legislation, bank holding companies would be permitted to conduct essentially unlimited securities and insurance activities as well as other activities determined by the Federal Reserve Board to be financial in nature or related to financial services. As a result, the Corporation is able to provide securities and insurance services. Furthermore, under this legislation, the Corporation is able to acquire, or be acquired, by brokerage and securities firms and insurance underwriters. In addition, the Financial Services Modernization Act broadens the activities that may be conducted by national banks through the formation of financial subsidiaries. Finally, the Financial Services Modernization Act modifies the laws governing the implementation of the Community Reinvestment Act and addresses a variety of other legal and regulatory issues affecting both day-to-day operations and long-term activities of financial institutions.



## **PART I: ITEM 1. BUSINESS**

A bank holding company may become a financial holding company if each of its subsidiary banks is well capitalized, is well managed and has at least a satisfactory rating under the Community Reinvestment Act, by filing a declaration that the bank holding company wishes to become a financial holding company. Also effective March 11, 2000, no regulatory approval is required for a financial holding company to acquire a company, other than a bank or savings association, engaged in activities that are financial in nature or incidental to activities that are financial in nature, as determined by the Federal Reserve Board. The Federal Reserve Bank of Chicago approved the Corporation's application to become a Financial Holding Company effective September 13, 2000.

### **USA PATRIOT ACT**

As part of the USA Patriot Act, signed into law on October 26, 2001, Congress adopted the International Money Laundering Abatement and Financial Anti-Terrorism Act of 2001 (the "Act"). The Act authorizes the Secretary of the Treasury, in consultation with the heads of other government agencies, to adopt special measures applicable to financial institutions such as banks, bank holding companies, broker-dealers and insurance companies. Among its other provisions, the Act requires each financial institution: (i) to establish an anti-money laundering program; (ii) to establish due diligence policies, procedures and controls that are reasonably designed to detect and report instances of money laundering in United States private banking accounts and correspondent accounts maintained for non-United States persons or their representatives; and (iii) to avoid establishing, maintaining, administering, or managing correspondent accounts in the United States for, or on behalf of, a foreign shell bank that does not have a physical presence in any country. In addition, the Act expands the circumstances under which funds in a bank account may be forfeited and requires covered financial institutions to respond under certain circumstances to requests for information from federal banking agencies within 120 hours.

Treasury regulations implementing the due diligence requirements were issued in 2002. These regulations required minimum standards to verify customer identity, encouraged cooperation among financial institutions, federal banking agencies, and law enforcement authorities regarding possible money laundering or terrorist activities, prohibited the anonymous use of "concentration accounts," and required all covered financial institutions to have in place an anti-money laundering compliance program.

The Act also amended the Bank Holding Company Act and the Bank Merger Act to require the federal banking agencies to consider the effectiveness of a financial institution's anti-money laundering activities when reviewing an application under these acts.

### **THE SARBANES-OXLEY ACT**

The Sarbanes-Oxley Act of 2002 ("Sarbanes-Oxley Act"), which became law on July 30, 2002, added new legal requirements for public companies affecting corporate governance, accounting and corporate reporting. The Sarbanes-Oxley Act provides for, among other things:

- a prohibition on personal loans made or arranged by the issuer to its directors and executive officers (except for loans made by a bank subject to Regulation O);
- independence requirements for audit committee members;
- independence requirements for company auditors;
- certification of financial statements on Forms 10-K and 10-Q reports by the chief executive officer and the chief financial officer;
- the forfeiture by the chief executive officer and chief financial officer of bonuses or other incentive-based compensation and profits from the sale of an issuer's securities by such officers in the twelve-month period following initial publication of any financial statements that later require restatement due to corporate misconduct;
- disclosure of off-balance sheet transactions;
- two-business day filing requirements for insiders filing Form 4s;
- disclosure of a code of ethics for financial officers and filing a Form 8-K for a change in or waiver of such code;
- the reporting of securities violations "up the ladder" by both in-house and outside attorneys;
- restrictions on the use of non-GAAP financial measures in press releases and SEC filings;
- the formation of a public accounting oversight board; and
- various increased criminal penalties for violations of securities laws.

The Sarbanes-Oxley Act contains provisions, which became effective upon enactment on July 30, 2002, including provisions, which became effective from within 30 days to one year from enactment. The SEC has been delegated the task of enacting rules to implement various provisions. In addition, each of the national stock exchanges developed new corporate governance rules, including rules strengthening director independence requirements for boards, the adoption of corporate governance codes and charters for the nominating, corporate governance and audit committees.

### **ADDITIONAL MATTERS**

The Corporation and the Bank are subject to the Federal Reserve Act, which restricts financial transactions between banks and affiliated companies. The statute limits credit transactions between banks, affiliated companies and its executive officers and its affiliates. The statute prescribes terms and conditions for bank affiliate transactions deemed to be consistent with safe and sound banking practices. It also restricts the types of collateral security permitted in connection with the bank's extension of credit to an affiliate. Additionally, all transactions with an affiliate must be on terms substantially the same or at least as favorable to the institution as those prevailing at the time for comparable transactions with non-affiliated parties.

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In addition to the matters discussed above, the Bank is subject to additional regulation of its activities, including a variety of consumer protection regulations affecting its lending, deposit and collection activities and regulations affecting secondary mortgage market activities.

The earnings of financial institutions are also affected by general economic conditions and prevailing interest rates, both domestic and foreign, and by the monetary and fiscal policies of the United States Government and its various agencies, particularly the Federal Reserve. The Federal Reserve regulates the supply of credit in order to influence general economic conditions, primarily through open market operations in United States Government obligations, varying the discount rate on financial institution borrowings, varying reserve requirements against financial institution deposits, and restricting certain borrowings by financial institutions and their subsidiaries. The monetary policies of the Federal Reserve have had a significant effect on the operating results of the Bank in the past and are expected to continue to do so in the future.

Additional legislation and administrative actions affecting the banking industry may be considered by the United States Congress, state legislatures and various regulatory agencies, including those referred to above. It cannot be predicted with certainty whether such legislation or administrative action will be enacted or the extent to which the banking industry, the Corporation or the Bank would be affected.

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### STATISTICAL DATA

The following tables set forth statistical data on the Corporation and its subsidiaries.

#### DISTRIBUTION OF ASSETS, LIABILITIES AND STOCKHOLDERS' EQUITY; INTEREST RATES AND INTEREST DIFFERENTIAL

The daily average balance sheet amounts, the related interest income or interest expense, and average rates earned or paid are presented in the following table:

|  | 2014                |                           |              | 2013                |                           |              | 2012                |                           |              |
|--|---------------------|---------------------------|--------------|---------------------|---------------------------|--------------|---------------------|---------------------------|--------------|
|  | Average Balance     | Interest Income / Expense | Average Rate | Average Balance     | Interest Income / Expense | Average Rate | Average Balance     | Interest Income / Expense | Average Rate |
| <b>(Dollars in Thousands)</b>                        |                     |                           |              |                     |                           |              |                     |                           |              |
| <b>Assets:</b>                                       |                     |                           |              |                     |                           |              |                     |                           |              |
| Interest-bearing deposits                            | \$ 53,231           | \$ 124                    | 0.2%         | \$ 74,964           | \$ 158                    | 0.2%         | \$ 57,842           | \$ 100                    | 0.2%         |
| Federal reserve and federal home loan bank stock     | 42,142              | 2,124                     | 5.0          | 33,620              | 1,488                     | 4.4          | 32,819              | 1,408                     | 4.3          |
| Securities: <sup>(1)</sup>                           |                     |                           |              |                     |                           |              |                     |                           |              |
| Taxable  | 763,450             | 19,882                    | 2.6          | 617,524             | 15,214                    | 2.5          | 670,973             | 17,027                    | 2.5          |
| Tax-Exempt <sup>(2)</sup>                            | 396,435             | 22,127                    | 5.6          | 282,584             | 16,660                    | 5.9          | 251,724             | 15,675                    | 6.2          |
| Total securities                                     | 1,159,885           | 42,009                    | 3.6          | 900,108             | 31,874                    | 3.5          | 922,697             | 32,702                    | 3.5          |
| Loans held for sale                                  | 6,681               | 485                       | 7.3          | 16,137              | 770                       | 4.8          | 20,648              | 1,024                     | 5.0          |
| Loans: <sup>(3)</sup>                                |                     |                           |              |                     |                           |              |                     |                           |              |
| Commercial   | 2,919,020           | 133,567                   | 4.6          | 2,391,221           | 113,613                   | 4.8          | 2,166,238           | 114,078                   | 5.3          |
| Real estate mortgage                                 | 429,384             | 19,812                    | 4.6          | 277,520             | 12,375                    | 4.5          | 293,384             | 13,848                    | 4.7          |
| Installment  | 361,484             | 18,175                    | 5.0          | 308,233             | 15,994                    | 5.2          | 324,553             | 17,795                    | 5.5          |
| Tax-Exempt <sup>(2)</sup>                            | 13,511              | 504                       | 3.7          | 15,444              | 605                       | 3.9          | 14,993              | 739                       | 4.9          |
| Total loans  | 3,730,080           | 172,543                   | 4.6          | 3,008,555           | 143,357                   | 4.8          | 2,819,816           | 147,484                   | 5.2          |
| Total earning assets                                 | 4,985,338           | 216,800                   | 4.3%         | 4,017,247           | 176,877                   | 4.4%         | 3,833,174           | 181,694                   | 4.7%         |
| Net unrealized gain on securities available for sale | 8,921               |                           |              | 4,521               |                           |              | 16,116              |                           |              |
| Allowance for loan losses                            | (67,969)            |                           |              | (68,806)            |                           |              | (71,038)            |                           |              |
| Cash and due from banks                              | 87,068              |                           |              | 73,161              |                           |              | 66,109              |                           |              |
| Premises and equipment                               | 75,202              |                           |              | 57,228              |                           |              | 51,692              |                           |              |
| Other assets   | 482,794             |                           |              | 372,060             |                           |              | 349,943             |                           |              |
| Total assets   | \$ 5,571,354        |                           |              | \$ 4,455,411        |                           |              | \$ 4,245,996        |                           |              |
| <b>Liabilities:</b>                                  |                     |                           |              |                     |                           |              |                     |                           |              |
| Interest-bearing deposits:                           |                     |                           |              |                     |                           |              |                     |                           |              |
| NOW accounts   | \$ 1,066,402        | \$ 1,110                  | 0.1%         | \$ 880,323          | \$ 941                    | 0.1%         | \$ 814,831          | \$ 1,007                  | 0.1%         |
| Money market deposit accounts                        | 776,712             | 1,572                     | 0.2          | 603,012             | 1,287                     | 0.2          | 501,537             | 1,370                     | 0.3          |
| Savings deposits                                     | 533,080             | 619                       | 0.1          | 377,106             | 421                       | 0.1          | 327,644             | 528                       | 0.2          |
| Certificates and other time deposits                 | 1,042,539           | 8,377                     | 0.8          | 807,764             | 7,404                     | 0.9          | 935,713             | 11,895                    | 1.3          |
| Total interest-bearing deposits                      | 3,418,733           | 11,678                    | 0.3          | 2,668,205           | 10,053                    | 0.4          | 2,579,725           | 14,800                    | 0.6          |
| Borrowings   | 492,128             | 10,164                    | 2.1          | 400,580             | 6,516                     | 1.6          | 411,915             | 8,813                     | 2.1          |
| Total interest-bearing liabilities                   | 3,910,861           | 21,842                    | 0.6          | 3,068,785           | 16,569                    | 0.5          | 2,991,640           | 23,613                    | 0.8          |
| Noninterest-bearing deposits                         | 945,222             |                           |              | 797,435             |                           |              | 683,295             |                           |              |
| Other liabilities                                    | 39,976              |                           |              | 48,936              |                           |              | 35,564              |                           |              |
| Total liabilities                                    | 4,896,059           |                           |              | 3,915,156           |                           |              | 3,710,499           |                           |              |
| Stockholders' Equity                                 | 675,295             |                           |              | 540,255             |                           |              | 535,497             |                           |              |
| <b>Total Liabilities and Stockholders' Equity</b>    | <b>\$ 5,571,354</b> | <b>21,842</b>             | <b>0.4</b>   | <b>\$ 4,455,411</b> | <b>16,569</b>             | <b>0.4</b>   | <b>\$ 4,245,996</b> | <b>23,613</b>             | <b>0.6</b>   |
| <b>Net Interest Income</b>                           |                     | <b>\$ 194,958</b>         |              |                     | <b>\$ 160,308</b>         |              |                     | <b>\$ 158,081</b>         |              |
| <b>Net Interest Margin</b>                           |                     |                           | <b>3.9%</b>  |                     |                           | <b>4.0%</b>  |                     |                           | <b>4.1%</b>  |

(1) Average balance of securities is computed based on the average of the historical amortized cost balances without the effects of the fair value adjustment.

(2) Tax-exempt securities and loans are presented on a fully taxable equivalent basis, using a marginal tax rate of 35 percent for 2014, 2013 and 2012. These totals equal \$7,921, \$6,043 and \$5,745, respectively.

(3) Non-accruing loans have been included in the average balances.



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### ANALYSIS OF CHANGES IN NET INTEREST INCOME

The following table presents net interest income components on a tax-equivalent basis and reflects changes between periods attributable to movement in either the average balance or average interest rate for both earning assets and interest-bearing liabilities. The volume differences were computed as the difference in volume between the current and prior year multiplied by the interest rate from the prior year. The interest rate changes were computed as the difference in rate between the current and prior year multiplied by the volume from the prior year. Volume/rate variances have been allocated on the basis of the absolute relationship between volume variances and rate variances.

| (Dollars in Thousands, Fully Taxable Equivalent Basis)                        | 2014 Compared to 2013<br>Increase (Decrease) Due To |                   |                  | 2013 Compared to 2012<br>Increase (Decrease) Due To |                   |                 | 2012 Compared to 2011<br>Increase (Decrease) Due To |                 |                 |                 |
|---|---|-------------------|------------------|---|-------------------|-----------------|---|-----------------|-----------------|-----------------|
|   | Volume  | Rate              | Total            | Volume  | Rate              | Total           | Volume  | Rate            | Total           |                 |
| Interest Income:  |   |                   |                  |   |                   |                 |   |                 |                 |                 |
| Federal funds sold  |   |                   |                  |   |                   |                 | \$  | (3)             |                 | \$ (3)          |
| Interest-bearing deposits   | \$ (49)   | \$ 15             | \$ (34)          | \$ 33   | \$ 25             | \$ 58           |   | (40)            | \$ (142)        | (182)           |
| Federal Reserve and Federal Home Loan Bank stock                              | 411   | 225               | 636              | 35  | 45                | 80              |   | 17              | 72              | 89              |
| Securities  | 9,393   | 742               | 10,135           | (800)   | (28)              | (828)           |   | 1,222           | (3,392)         | (2,170)         |
| Mortgage loans held for sale  | (576)   | 291               | (285)            | (216)   | (38)              | (254)           |   | 575             | (105)           | 470             |
| Loans   | 33,894  | (4,423)           | 29,471           | 9,718   | (13,591)          | (3,873)         |   | 3,226           | (6,740)         | (3,514)         |
| <b>Totals</b>   | <b>43,073</b>                                       | <b>(3,150)</b>    | <b>39,923</b>    | <b>8,770</b>  | <b>(13,587)</b>   | <b>(4,817)</b>  |   | <b>4,997</b>    | <b>(10,307)</b> | <b>(5,310)</b>  |
| Interest Expense:   |   |                   |                  |   |                   |                 |   |                 |                 |                 |
| NOW accounts  | 194   | (25)              | 169              | 77  | (143)             | (66)            |   | 72              | (518)           | (446)           |
| Money market deposit accounts   | 354   | (69)              | 285              | 248   | (331)             | (83)            |   | 101             | (288)           | (187)           |
| Savings deposits  | 180   | 18                | 198              | 72  | (179)             | (107)           |   | 64              | (204)           | (140)           |
| Certificates and other time deposits  | 1,966   | (993)             | 973              | (1,477)   | (3,014)           | (4,491)         |   | (1,624)         | (5,084)         | (6,708)         |
| Borrowings  | 1,673   | 1,975             | 3,648            | (237)   | (2,060)           | (2,297)         |   | (1,370)         | (5,426)         | (6,796)         |
| <b>Totals</b>   | <b>4,367</b>  | <b>906</b>        | <b>5,273</b>     | <b>(1,317)</b>                                      | <b>(5,727)</b>    | <b>(7,044)</b>  |   | <b>(2,757)</b>  | <b>(11,520)</b> | <b>(14,277)</b> |
| Change in net interest income (fully taxable equivalent basis)                | <u>\$ 38,706</u>                                    | <u>\$ (4,056)</u> | <u>34,650</u>    | <u>\$ 10,087</u>                                    | <u>\$ (7,860)</u> | <u>2,227</u>    | <u>\$ 7,754</u>                                     | <u>\$ 1,213</u> | <u>8,967</u>    |                 |
| Tax equivalent adjustment using marginal rate of 35% for 2014, 2013, and 2012 |   |                   | (1,878)          |   |                   | (298)           |   |                 | 14              |                 |
| Change in net interest income   |   |                   | <u>\$ 32,772</u> |   |                   | <u>\$ 1,929</u> |   |                 | <u>\$ 8,981</u> |                 |

### INVESTMENT SECURITIES

Management evaluates securities for other-than-temporary impairment ("OTTI") at least on a quarterly basis, and more frequently when economic or market conditions warrant such an evaluation. The investment securities portfolio is evaluated for OTTI by segregating the portfolio into two general segments and applying the appropriate OTTI model. Investment securities are generally evaluated for OTTI under Accounting Standards Codification ("ASC") 320, *Investments – Debt and Equity Securities*. However, certain purchased beneficial interest, including certain non-agency government-sponsored mortgage-backed securities, asset-backed securities and collateralized debt obligations are evaluated using the model outlined in ASC 325-10, *Investments - Other*.

In determining OTTI under ASC 320, management considers many factors, including: (1) the length of time and the extent to which the fair value has been less than cost, (2) the financial condition and near term prospects of the issuer, (3) whether the market decline was affected by macroeconomic conditions, and (4) whether the Corporation has the intent to sell the debt security or more likely than not, will be required to sell the debt security before its anticipated recovery. The assessment of whether an other-than-temporary decline exists involves a high degree of subjectivity and judgment and is based on the information available to management at a point in time.

When OTTI occurs, the amount of OTTI recognized in the income statement depends on whether the Corporation intends to sell the security or it is more likely than not that the Corporation will be required to sell the security before recovery of its amortized cost basis, less any recognized credit loss. If the intent is to sell, or it is more likely than not that the Corporation will be required to sell the security before recovery of its amortized cost basis, less any recognized credit loss, the OTTI shall be recognized in earnings equal to the entire difference between the investment's amortized cost basis, less any recognized credit loss, and its fair value at the balance sheet date. If the intent is not to sell the security and it is not more likely than not that the Corporation will be required to sell the security before the recovery of its amortized cost basis less any recognized credit loss, the OTTI has been separated into the amount representing the credit loss and the amount related to all other factors. The amount of the total OTTI related to the credit loss is determined based on the present value of cash flows expected to be collected and is recognized in earnings. The amount of the total OTTI related to other factors has been recognized in other comprehensive income, net of applicable income taxes. The previous amortized cost basis less the OTTI recognized in earnings becomes the new amortized cost basis of the investment.

The Corporation's management has evaluated all securities with unrealized losses for OTTI as of December 31, 2014. The evaluations are based on the nature of the securities, the extent and duration of the loss and the intent and ability of the Corporation to hold these securities either to maturity or through the expected recovery period.

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In determining the fair value of the investment securities portfolio, the Corporation utilizes a third party for portfolio accounting services, including market value input, for those securities classified as Level I and Level II in the fair value hierarchy. The Corporation has obtained an understanding of what inputs are being used by the vendor in pricing the portfolio and how the vendor classified these securities based upon these inputs. From these discussions, the Corporation's management is comfortable that the classifications are proper. The Corporation has gained trust in the data for two reasons: (a) independent spot testing of the data is conducted by the Corporation through obtaining market quotes from various brokers on a periodic basis; and (b) actual gains or loss resulting from the sale of certain securities has proven the data to be accurate over time. Fair value of securities classified as Level 3 in the valuation hierarchy were determined using a discounted cash flow model that incorporated market estimates of interest rates and volatility in markets that have not been active.

The Corporation continues to evaluate the portfolio for OTTI on an ongoing basis. In 2014, the Corporation sold all but one of its trust preferred securities, which resulted in gains of \$1.9 million. These securities had previous OTTI of \$9.4 million. The one remaining trust preferred security has no remaining book value as a result of OTTI of approximately \$500,000 taken in 2009.

The amortized cost, gross unrealized gains, gross unrealized losses and approximate market value of the investment securities at the dates indicated were:

| (Dollars in Thousands)                               | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value   |
|--|----------------|------------------------|-------------------------|--------------|
| Available for sale at December 31, 2014              |                |                        |                         |              |
| U.S. Government-sponsored agency securities          | \$ 100         | \$ 9                   | \$                      | \$ 109       |
| State and municipal                                  | 216,915        | 11,801                 | 123                     | 228,593      |
| U.S. Government-sponsored mortgage-backed securities | 310,460        | 8,771                  | 127                     | 319,104      |
| Corporate obligations                                | 31             |                        |                         | 31           |
| Equity securities                                    | 1,706          |                        |                         | 1,706        |
| Total available for sale                             | 529,212        | 20,581                 | 250                     | 549,543      |
| Held to maturity at December 31, 2014                |                |                        |                         |              |
| State and municipal                                  | 204,443        | 5,716                  | 96                      | 210,063      |
| U.S. Government-sponsored mortgage-backed securities | 426,645        | 11,527                 | 512                     | 437,660      |
| Total held to maturity                               | 631,088        | 17,243                 | 608                     | 647,723      |
| Total Investment Securities                          | \$ 1,160,300   | \$ 37,824              | \$ 858                  | \$ 1,197,266 |
|  | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value   |
| Available for sale at December 31, 2013              |                |                        |                         |              |
| U.S. Treasury  | \$ 15,914      | \$ 80                  | \$ 21                   | \$ 15,973    |
| U.S. Government-sponsored agency securities          | 3,550          | 12                     | 17                      | 3,545        |
| State and municipal                                  | 231,005        | 3,878                  | 3,896                   | 230,987      |
| U.S. Government-sponsored mortgage-backed securities | 279,299        | 3,926                  | 1,973                   | 281,252      |
| Corporate obligations                                | 6,374          |                        | 3,636                   | 2,738        |
| Equity securities                                    | 1,706          |                        |                         | 1,706        |
| Total available for sale                             | 537,848        | 7,896                  | 9,543                   | 536,201      |
| Held to maturity at December 31, 2013                |                |                        |                         |              |
| State and municipal                                  | 145,941        | 62                     | 91                      | 145,912      |
| U.S. Government-sponsored mortgage-backed securities | 413,437        | 5,220                  | 3,722                   | 414,935      |
| Total held to maturity                               | 559,378        | 5,282                  | 3,813                   | 560,847      |
| Total Investment Securities                          | \$ 1,097,226   | \$ 13,178              | \$ 13,356               | \$ 1,097,048 |
|  | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value   |
| Available for sale at December 31, 2012              |                |                        |                         |              |
| U.S. Government-sponsored agency securities          | \$ 4,475       | \$ 165                 | \$                      | \$ 4,640     |
| State and municipal                                  | 148,187        | 10,025                 | 18                      | 158,194      |
| U.S. Government-sponsored mortgage-backed securities | 337,631        | 10,994                 | 46                      | 348,579      |
| Corporate obligations                                | 6,105          |                        | 5,881                   | 224          |
| Equity securities                                    | 1,706          |                        |                         | 1,706        |
| Total available for sale                             | 498,104        | 21,184                 | 5,945                   | 513,343      |
| Held to maturity at December 31, 2012                |                |                        |                         |              |
| State and municipal                                  | 117,227        | 5,489                  | 1                       | 122,715      |
| U.S. Government-sponsored mortgage-backed securities | 243,793        | 11,681                 | 15                      | 255,459      |
| Total held to maturity                               | 361,020        | 17,170                 | 16                      | 378,174      |
| Total Investment Securities                          | \$ 859,124     | \$ 38,354              | \$ 5,961                | \$ 891,517   |

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The cost and yields for Federal Reserve and Federal Home Loan Bank stock are included in the table below.

| (Dollars in Thousands)   | 2014             |             | 2013             |             | 2012             |             |
|--|------------------|-------------|------------------|-------------|------------------|-------------|
|  | Cost             | Yield       | Cost             | Yield       | Cost             | Yield       |
| Federal Reserve and Federal Home Loan Bank stock at December 31: |                  |             |                  |             |                  |             |
| Federal Reserve Bank stock                                       | \$ 18,949        | 6.0%        | \$ 13,287        | 6.0%        | \$ 13,261        | 6.0%        |
| Federal Home Loan Bank stock                                     | 22,404           | 5.1%        | 25,703           | 2.0%        | 19,524           | 2.0%        |
| <b>Total</b>   | <b>\$ 41,353</b> | <b>5.5%</b> | <b>\$ 38,990</b> | <b>3.4%</b> | <b>\$ 32,785</b> | <b>3.6%</b> |

Federal Reserve and Federal Home Loan Bank stock have been reviewed for impairment and the analysis reflected no impairment. The Corporation's Federal Home Loan Bank stock is primarily in the Federal Home Loan Bank of Indianapolis and it continued to produce sufficient financial results to pay dividends.

There were no issuers included in the investment security portfolio at December 31, 2014, 2013 or 2012 where the aggregate carrying value of any one issuer exceeded 10 percent of the Corporation's stockholders' equity at those dates. The term "issuer" excludes the U.S. Government and its sponsored agencies and corporations.

The maturity distribution and average yields for the securities portfolio at December 31, 2014 were:

| (Dollars in Thousands)                          | Within 1 Year   |                      | 1-5 Years       |                      | 5-10 Years       |                      |
|---|-----------------|----------------------|-----------------|----------------------|------------------|----------------------|
|   | Amount          | Yield <sup>(1)</sup> | Amount          | Yield <sup>(1)</sup> | Amount           | Yield <sup>(1)</sup> |
| Securities available for sale December 31, 2014 |                 |                      |                 |                      |                  |                      |
| U.S. Government-sponsored agency securities     |                 |                      | \$ 109          | 4.9%                 |                  |                      |
| State and municipal                             | \$ 3,122        | 5.0%                 | 9,731           | 5.3%                 | \$ 50,889        | 5.5%                 |
| Corporate obligations                           | 31              | 0.0%                 |                 |                      |                  |                      |
|   | <u>\$ 3,153</u> | 5.0%                 | <u>\$ 9,840</u> | 5.3%                 | <u>\$ 50,889</u> | 5.5%                 |

|  | Due After Ten Years |                      | Equity and U.S. Government-Sponsored Mortgage - Backed Securities |                      | Total             |                      |
|--|---------------------|----------------------|---|----------------------|-------------------|----------------------|
|  | Amount              | Yield <sup>(1)</sup> | Amount  | Yield <sup>(1)</sup> | Amount            | Yield <sup>(1)</sup> |
| U.S. Government-sponsored agency securities          |                     |                      |   |                      | \$ 109            | 4.9%                 |
| State and municipal                                  | \$ 164,851          | 5.3%                 |   |                      | 228,593           | 5.3%                 |
| Equity securities                                    |                     |                      | \$ 1,706  | 1.8%                 | 1,706             | 1.8%                 |
| Corporate obligations                                |                     |                      |   |                      | 31                | —%                   |
| U.S. Government-sponsored mortgage-backed securities |                     |                      | 319,104   | 2.9%                 | 319,104           | 2.9%                 |
|  | <u>\$ 164,851</u>   | 5.3%                 | <u>\$ 320,810</u>   | 2.9%                 | <u>\$ 549,543</u> | 3.9%                 |

|  | Within 1 Year   |                      | 1-5 Years        |                      | 5-10 Years       |                      |
|--|-----------------|----------------------|------------------|----------------------|------------------|----------------------|
|  | Amount          | Yield <sup>(1)</sup> | Amount           | Yield <sup>(1)</sup> | Amount           | Yield <sup>(1)</sup> |
| Securities held to maturity at December 31, 2014     |                 |                      |                  |                      |                  |                      |
| State and municipal                                  | \$ 6,258        | 3.2%                 | \$ 18,440        | 4.4%                 | \$ 85,997        | 6.1%                 |
| U.S. Government-sponsored mortgage-backed securities |                 |                      |                  |                      |                  |                      |
|  | <u>\$ 6,258</u> | 3.2%                 | <u>\$ 18,440</u> | 4.4%                 | <u>\$ 85,997</u> | 6.1%                 |

|  | Due After Ten Years |                      | Equity and U.S. Government-Sponsored Mortgage - Backed Securities |                      | Total             |                      |
|--|---------------------|----------------------|---|----------------------|-------------------|----------------------|
|  | Amount              | Yield <sup>(1)</sup> | Amount  | Yield <sup>(1)</sup> | Amount            | Yield <sup>(1)</sup> |
| State and municipal                                  | \$ 93,748           | 5.2%                 |   |                      | \$ 204,443        | 5.4%                 |
| U.S. Government-sponsored mortgage-backed securities |                     |                      | \$ 426,645  | 2.9%                 | 426,645           | 2.9%                 |
|  | <u>\$ 93,748</u>    | 5.2%                 | <u>\$ 426,645</u>   | 2.9%                 | <u>\$ 631,088</u> | 3.7%                 |

(1) Interest yields are presented on a fully taxable equivalent basis using a 35 percent tax rate.

## PART I: ITEM 1. BUSINESS

The following tables show the Corporation's gross unrealized losses and fair value, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at December 31, 2014 and 2013:

|   | Less than<br>12 Months |                               | 12 Months<br>or Longer |                               | Total         |                               |
|---|------------------------|-------------------------------|------------------------|-------------------------------|---------------|-------------------------------|
|   | Fair<br>Value          | Gross<br>Unrealized<br>Losses | Fair<br>Value          | Gross<br>Unrealized<br>Losses | Fair<br>Value | Gross<br>Unrealized<br>Losses |
| Temporarily Impaired Available for Sale Securities at December 31, 2014 |                        |                               |                        |                               |               |                               |
| State and municipal   | \$ 1,256               | \$ 7                          | \$ 9,850               | \$ 116                        | \$ 11,106     | \$ 123                        |
| U.S. Government-sponsored mortgage-backed securities                    | 2,186                  | 13                            | 5,447                  | 114                           | 7,633         | 127                           |
| Total temporarily impaired available for sale securities                | 3,442                  | 20                            | 15,297                 | 230                           | 18,739        | 250                           |
| Temporarily Impaired Held to Maturity Securities at December 31, 2014   |                        |                               |                        |                               |               |                               |
| State and municipal   | 5,119                  | 96                            | 250                    |                               | 5,369         | 96                            |
| U.S. Government-sponsored mortgage-backed securities                    | 9,791                  | 82                            | 38,491                 | 430                           | 48,282        | 512                           |
| Total temporarily impaired held to maturity securities                  | 14,910                 | 178                           | 38,741                 | 430                           | 53,651        | 608                           |
| Total temporarily impaired investment securities                        | \$ 18,352              | \$ 198                        | \$ 54,038              | \$ 660                        | \$ 72,390     | \$ 858                        |

|   | Less than<br>12 Months |                               | 12 Months<br>or Longer |                               | Total         |                               |
|---|------------------------|-------------------------------|------------------------|-------------------------------|---------------|-------------------------------|
|   | Fair<br>Value          | Gross<br>Unrealized<br>Losses | Fair<br>Value          | Gross<br>Unrealized<br>Losses | Fair<br>Value | Gross<br>Unrealized<br>Losses |
| Temporarily Impaired Available for Sale Securities at December 31, 2013 |                        |                               |                        |                               |               |                               |
| U.S. Treasury   | \$ 4,875               | \$ 21                         |                        |                               | \$ 4,875      | \$ 21                         |
| U.S. Government-sponsored agency securities                             | 3,433                  | 17                            |                        |                               | 3,433         | 17                            |
| State and municipal   | 111,791                | 3,840                         | \$ 583                 | \$ 56                         | 112,374       | 3,896                         |
| U.S. Government-sponsored mortgage-backed securities                    | 117,866                | 1,701                         | 2,683                  | 272                           | 120,549       | 1,973                         |
| Corporate obligations   |                        |                               | 2,711                  | 3,636                         | 2,711         | 3,636                         |
| Total Temporarily Impaired Available for Sale Securities                | 237,965                | 5,579                         | 5,977                  | 3,964                         | 243,942       | 9,543                         |
| Temporarily Impaired Held to Maturity Securities at December 31, 2013   |                        |                               |                        |                               |               |                               |
| State and municipal   | 17,318                 | 91                            | 184                    |                               | 17,502        | 91                            |
| U.S. Government-sponsored mortgage-backed securities                    | 213,048                | 3,462                         | 2,640                  | 260                           | 215,688       | 3,722                         |
| Total temporarily impaired held to maturity securities                  | 230,366                | 3,553                         | 2,824                  | 260                           | 233,190       | 3,813                         |
| Total temporarily impaired investment securities                        | \$ 468,331             | \$ 9,132                      | \$ 8,801               | \$ 4,224                      | \$ 477,132    | \$ 13,356                     |



## PART I: ITEM 1. BUSINESS

### LOAN PORTFOLIO

The following table shows the composition of the Corporation's loan portfolio for the years indicated:

| (Dollars in Thousands)   | 2014         |        | 2013         |        | 2012         |        | 2011         |        | 2010         |        |
|--|--------------|--------|--------------|--------|--------------|--------|--------------|--------|--------------|--------|
|  | Amount       | %      | Amount       | %      | Amount       | %      | Amount       | %      | Amount       | %      |
| Loans at December 31:  |              |        |              |        |              |        |              |        |              |        |
| Commercial and industrial loans                                  | \$ 896,688   | 22.8%  | \$ 761,705   | 21.0%  | \$ 622,579   | 21.5%  | \$ 532,523   | 19.6%  | \$ 530,322   | 18.7%  |
| Agricultural production financing and other loans to farmers     | 104,927      | 2.7    | 114,348      | 3.1    | 112,527      | 3.9    | 104,526      | 3.9    | 95,516       | 3.4    |
| Real estate loans:   |              |        |              |        |              |        |              |        |              |        |
| Construction   | 207,221      | 5.3    | 177,082      | 4.9    | 98,639       | 3.4    | 81,780       | 3.0    | 106,615      | 3.8    |
| Commercial and farmland  | 1,672,661    | 42.6   | 1,611,809    | 44.4   | 1,266,682    | 43.6   | 1,194,230    | 44.0   | 1,229,037    | 43.3   |
| Residential  | 647,315      | 16.5   | 616,385      | 17.0   | 473,537      | 16.3   | 481,493      | 17.7   | 522,051      | 18.4   |
| Home equity  | 286,529      | 7.3    | 255,223      | 7.0    | 203,406      | 7.0    | 191,631      | 7.1    | 201,969      | 7.1    |
| Individuals' loans for household and other personal expenditures | 73,400       | 1.9    | 69,783       | 1.9    | 75,748       | 2.6    | 84,172       | 3.1    | 115,295      | 4.1    |
| Lease financing receivables, net of unearned income              | 1,106        |        | 1,545        |        | 2,590        | 0.1    | 3,555        | 0.1    | 5,157        | 0.2    |
| Other loans  | 35,018       | 0.9    | 24,529       | 0.7    | 46,501       | 1.6    | 39,505       | 1.5    | 29,721       | 1.0    |
| Loans  | 3,924,865    | 100.0% | 3,632,409    | 100.0% | 2,902,209    | 100.0% | 2,713,415    | 100.0% | 2,835,683    | 100.0% |
| Allowance for loan losses (63,964)                               | (63,964)     |        | (67,870)     |        | (69,366)     |        | (70,898)     |        | (82,977)     |        |
| Net Loans  | \$ 3,860,901 |        | \$ 3,564,539 |        | \$ 2,832,843 |        | \$ 2,642,517 |        | \$ 2,752,706 |        |

Residential Real Estate Loans Held for Sale at December 31, 2014, 2013, 2012, 2011 and 2010 were \$7,235,000, \$5,331,000, \$22,300,000, \$17,864,000, and \$21,469,000, respectively.

The Bank acquired \$113.0 million of loans at a fair value discount of \$19.2 million as part of the February 10, 2012 SCB transaction. The November 12, 2013 CFS acquisition included loans of \$639.6 million and a fair value discount of \$36.5 million. The assets acquired in the November 7, 2014 Community transaction included \$153.9 million in loans which were acquired at a fair value discount of \$8.8 million. Loans evidencing deterioration of credit quality since origination and it was probable, at acquisition, that all contractually required payments would not be collected are included in the above table.

The majority of the Corporation's portfolio is comprised of loans secured by commercial and farmland real estate, commercial and industrial loans and loans secured by residential real estate. Commercial and farmland real estate loans made up 42.6 percent and 44.4 percent of loans at December 31, 2014 and 2013, respectively. Commercial and industrial loans made up 22.8 percent and 21.0 percent of loans and residential real estate loans, including home equity, made up 23.8 percent and 24.0 percent of loans at December 31, 2014 and 2013, respectively. The Bank generates loans from customers primarily in central and northwest Indiana, northeast Illinois and central Ohio. The Bank's loans are generally secured by specific items of collateral, including real property, consumer assets, and business assets.

### LOAN MATURITIES

Presented in the table below are the maturities of loans (excluding residential real estate, home equity, individuals' loans for household and other personal expenditures and lease financing) outstanding as of December 31, 2014. Also presented are the amounts due after one year, classified according to the sensitivity to changes in interest rates.

| (Dollars in Thousands)                                      | Maturing Within 1 Year | Maturing 1-5 Years | Maturing Over 5 Years | Total        |
|---|------------------------|--------------------|-----------------------|--------------|
| Commercial and industrial loans                             | \$ 664,359             | \$ 166,593         | \$ 65,736             | \$ 896,688   |
| Agriculture production financing and other loans to farmers | 87,738                 | 16,334             | 855                   | 104,927      |
| Real estate loans:  |                        |                    |                       |              |
| Construction  | 188,337                | 14,819             | 4,065                 | 207,221      |
| Commercial and farmland                                     | 651,626                | 797,429            | 223,606               | 1,672,661    |
| Other loans   | 5,778                  | 10,529             | 18,711                | 35,018       |
| Total   | \$ 1,597,838           | \$ 1,005,704       | \$ 312,973            | \$ 2,916,515 |

| (Dollars in Thousands)              | Maturing 1-5 Years | Maturing Over 5 Years |
|-------------------------------------|--------------------|-----------------------|
| Loans maturing after one year with: |                    |                       |
| Fixed rate                          | \$ 668,215         | \$ 275,248            |
| Variable rate                       | 337,489            | 37,725                |
| Total                               | \$ 1,005,704       | \$ 312,973            |

## PART I: ITEM 1. BUSINESS

### NON-PERFORMING ASSETS

The table below summarizes non-performing assets and impaired loans for the years indicated:

| (Dollars in Thousands)                 | December 31,<br>2014 | December 31,<br>2013 | December 31,<br>2012 | December 31,<br>2011 | December 31,<br>2010 |
|--|----------------------|----------------------|----------------------|----------------------|----------------------|
| Non-Performing Assets:                 |                      |                      |                      |                      |                      |
| Non-accrual loans                      | \$ 48,789            | \$ 56,402            | \$ 53,399            | \$ 69,592            | \$ 90,591            |
| Renegotiated loans                     | 1,992                | 3,048                | 12,681               | 14,308               | 7,139                |
| Non-performing loans (NPL)             | 50,781               | 59,450               | 66,080               | 83,900               | 97,730               |
| Other real estate owned                | 19,293               | 22,246               | 13,263               | 16,289               | 20,927               |
| Non-performing assets (NPA)            | 70,074               | 81,696               | 79,343               | 100,189              | 118,657              |
| 90+ days delinquent and still accruing | 4,663                | 1,350                | 2,037                | 580                  | 1,330                |
| NPAs & 90+ days delinquent             | \$ 74,737            | \$ 83,046            | \$ 81,380            | \$ 100,769           | \$ 119,987           |
| Impaired loans                         | \$ 116,223           | \$ 119,755           | \$ 79,179            | \$ 79,775            | \$ 116,204           |

Loans are reclassified to a non-accruing status when, in management's judgment, the collateral value and financial condition of the borrower do not justify accruing interest. Interest previously recorded, but not deemed collectible, is reversed and charged against current income. Payments subsequently received on non-accrual loans are applied to principal.

At December 31, 2014, non-accrual loans and other real estate owned of \$48,789,000 and \$19,293,000 include assets acquired from Community of \$5,674,000 and \$6,662,000, respectively. At December 31, 2013, non-accrual loans and other real estate owned of \$56,402,000 and \$22,246,000 include assets acquired from CFS of \$22,703,000 and \$12,889,000, respectively. At December 31, 2012, non-accrual loans and other real estate owned of \$53,399,000 and \$13,263,000 include assets acquired from SCB of \$4,219,000 and \$160,000, respectively.

Renegotiated loans are loans for which concessions are granted to the borrower due to deterioration in the financial condition of the borrower, resulting in the inability of the borrower to meet the original contractual terms of the loans. These concessions may include interest rate reductions, principal forgiveness, extensions of maturity date or other actions intended to minimize losses. Certain loans restructured may be excluded from restructured loan disclosures in years subsequent to the restructuring if the loans are in compliance with their modified terms. A non-accrual loan that is restructured may remain non-accrual for a period of approximately six months until the borrower can demonstrate their ability to meet the restructured terms. A borrower's performance prior to the restructuring, as well as after, will be considered in assessing whether the borrower can meet the new terms resulting in the loan being returned to accruing status in a shorter or longer period of time than the standard six months. If the borrower's performance under the modified terms is not reasonably assured, the loan will remain non-accrual.

For the year ended December 31, 2014, interest income of \$1,488,000 was recognized on the non-accruing and renegotiated loans listed in the table above, whereas interest income of \$6,127,000 would have been recognized under their original loan terms.

At December 31, 2014, the commercial impaired loan total of \$116,223,000 included \$17,027,000 in loans acquired from Community. At December 31, 2013, the commercial impaired loan total of \$119,755,000 included \$69,448,000 in loans acquired from CFS. At December 31, 2012, the commercial impaired loan total of \$79,179,000 included \$17,334,000 in loans acquired from SCB. Commercial impaired loans include all non-accrual loans, loans accounted for under ASC 310 as well as substandard, doubtful and loss grade loans that were still accruing but deemed impaired according to guidance set forth in ASC 310. Also included in impaired loans are accruing loans that are contractually past due 90 days or more and troubled debt restructurings. A loan is deemed impaired under ASC 310 when, based on current information or events, it is probable that all amounts due of principal and interest according to the contractual terms of the loan agreement will not be collected. A specific allowance for losses was not deemed necessary for a subset of the impaired loans totaling \$102,793,000, but a specific allowance of \$2,769,000 was recorded for the remaining balance of \$13,430,000 and is included in the Corporation's allowance for loan losses at December 31, 2014. A specific allowance totaling \$650,000 was recorded on loans acquired from CFS with deteriorated credit quality in 2013, while no specific allowance was recorded on loans acquired with deteriorated credit quality from SCB in 2012 or Community in 2014. The average balance of the aforementioned total impaired loans for 2014 was \$122,571,000.

Allowable methods for determining the amount of impairment include estimating fair value using the fair value of the collateral for collateral dependent loans. If the impaired loan is identified as collateral dependent, then the fair value method of measuring the amount of impairment is utilized. This method requires obtaining a current independent appraisal of the collateral and applying a discount factor to the value. The fair value of real estate is generally based on appraisals by qualified licensed appraisers. The appraisers typically determine the value of the real estate by utilizing an income or market valuation approach. If an appraisal is not available, the fair value may be determined by using a cash flow analysis. Fair value on other collateral such as business assets is typically ascertained by assessing, either singularly or some combination of, asset appraisals, accounts receivable aging reports, inventory listings and or customer financial statements. Both appraised values and values based on borrower's financial information are discounted as considered appropriate based on age and quality of the information and current market conditions.

In addition to the impaired loans discussed above, management also identified loans totaling \$161,860,000 as of December 31, 2014 that were deemed to be criticized, but not impaired. These loans are not included in the table above, or the impaired loan table in the footnotes to the consolidated financial statements. A criticized loan is a loan in which there are concerns as to the borrower's ability to comply with present repayment terms, whether or not those concerns rise to the level of serious doubt.

See additional information regarding loan credit quality in Note 6. LOANS AND ALLOWANCE, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

## PART I: ITEM 1. BUSINESS

### SUMMARY OF LOAN LOSS EXPERIENCE

The following table summarizes the loan loss experience for the years indicated:

| (Dollars in Thousands)  | 2014      | 2013      | 2012      | 2011      | 2010      |
|---|-----------|-----------|-----------|-----------|-----------|
| Allowance for loans losses:   |           |           |           |           |           |
| Balances, January 1   | \$ 67,870 | \$ 69,366 | \$ 70,898 | \$ 82,977 | \$ 92,131 |
| Charge offs:  |           |           |           |           |           |
| Commercial <sup>(1)</sup>   | 7,246     | 6,117     | 8,311     | 9,818     | 22,832    |
| Commercial real estate <sup>(2)</sup>   | 6,608     | 7,493     | 12,322    | 29,807    | 32,823    |
| Consumer  | 657       | 623       | 1,130     | 1,441     | 2,426     |
| Residential   | 2,869     | 3,886     | 5,475     | 7,407     | 9,437     |
| Finance leases  | 2         | 15        | 34        |           | 54        |
| Total Charge Offs   | 17,382    | 18,134    | 27,272    | 48,473    | 67,572    |
| Recoveries:   |           |           |           |           |           |
| Commercial <sup>(3)</sup>   | 5,435     | 4,586     | 1,744     | 8,828     | 6,750     |
| Commercial real estate <sup>(4)</sup>   | 3,297     | 3,552     | 3,652     | 2,811     | 1,420     |
| Consumer  | 377       | 556       | 695       | 942       | 938       |
| Residential   | 1,783     | 1,292     | 1,113     | 1,176     | 2,827     |
| Finance leases  | 24        | 4         | 2         | 7         |           |
| Total Recoveries  | 10,916    | 9,990     | 7,206     | 13,764    | 11,935    |
| Net charge offs   | 6,466     | 8,144     | 20,066    | 34,709    | 55,637    |
| Provisions for loan losses  | 2,560     | 6,648     | 18,534    | 22,630    | 46,483    |
| Balance at December 31  | \$ 63,964 | \$ 67,870 | \$ 69,366 | \$ 70,898 | \$ 82,977 |
| Ratio of net charge offs during the period to average loans outstanding during the period | 0.17%     | 0.27%     | 0.71%     | 1.26%     | 1.82%     |

See the information regarding the analysis of loan loss experience in the "Provision and Allowance for Loan Losses" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

(1) Category includes the charge offs for commercial and industrial, agricultural production financing and other loans to farmers and other non-consumer loans.

(2) Category includes the charge offs for construction, commercial and farmland.

(3) Category includes the recoveries for commercial and industrial, agricultural production financing and other loans to farmers and other non-consumer loans.

(4) Category includes the recoveries for construction, commercial and farmland.

## PART I: ITEM 1. BUSINESS

### ALLOCATION OF THE ALLOWANCE FOR LOAN LOSSES

Presented below is an analysis of the composition of the allowance for loan losses and percent of loans in each category to total loans as of December 31, 2014, 2013, 2012, 2011 and 2010.

| (Dollars in Thousands)  | 2014      |         | 2013      |         | 2012      |         | 2011      |         | 2010      |         |
|-------------------------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|
|                         | Amount    | Percent | Amount    | Percent | Amount    | Percent | Amount    | Percent | Amount    | Percent |
| Balance at December 31: |           |         |           |         |           |         |           |         |           |         |
| Commercial              | \$ 28,824 | 26.4%   | \$ 27,176 | 24.8%   | \$ 25,913 | 26.9%   | \$ 17,731 | 24.9%   | \$ 32,508 | 23.1%   |
| Commercial real estate  | 19,327    | 47.9    | 23,102    | 49.3    | 26,703    | 47.1    | 37,919    | 47.1    | 36,341    | 47.1    |
| Consumer                | 2,658     | 1.9     | 2,515     | 1.9     | 2,593     | 2.6     | 2,902     | 3.1     | 3,622     | 4.1     |
| Residential             | 13,152    | 23.8    | 15,077    | 24.0    | 14,157    | 23.3    | 12,343    | 24.8    | 10,408    | 25.5    |
| Finance leases          | 3         |         |           |         |           | 0.1     | 3         | 0.1     | 98        | 0.2     |
| Totals                  | \$ 63,964 | 100.0%  | \$ 67,870 | 100.0%  | \$ 69,366 | 100.0%  | \$ 70,898 | 100.0%  | \$ 82,977 | 100.0%  |

Loan concentrations are considered to exist when there are amounts loaned to multiple borrowers engaged in similar activities, which would cause them to be similarly impacted by economic or other conditions. As of December 31, 2014, the only concentrations of commercial loans within a single industry (as segregated by North American Industry Classification System ("NAICS code")) in excess of 10 percent of loans were Lessors of Nonresidential Buildings and Lessors of Residential Buildings and Dwellings.

### LOAN LOSS CHARGE OFF PROCEDURES

The Corporation maintains an allowance for loan losses to cover probable credit losses identified during its loan review process. The allowance is increased by the provision for loan losses and decreased by charge offs less recoveries. All charge offs are approved by the Bank's senior loan officers or loan committees, depending on the amount of the charge off, and are reported to the Bank's Board of Directors. The Bank charges off loans when a determination is made that all or a portion of a loan is uncollectible.

### PROVISION FOR LOAN LOSSES

In banking, loan losses are a cost of doing business. Although Bank management emphasizes the early detection and charge off of loan losses, it is inevitable that certain losses, which have not been specifically identified, exist in the portfolio. Accordingly, the provision for loan losses is charged to earnings on an anticipatory basis, and recognized loan losses net of recoveries are deducted from the established allowance. Over time, all net loan losses are charged to earnings. During the year, an estimate of the expected losses for the year serves as a starting point in determining the appropriate level of the provision for loan losses. Based on management's judgment as to the appropriate level of the allowance for loan losses the amount actually provided in any period may be greater or less than net loan losses for the same period. The determination of the provision for loan losses in any period is based on management's continuing review and evaluation of the loan portfolio, and its judgment as to the impact of current economic conditions on the portfolio. The evaluation by management includes consideration of past loan loss experience, changes in the composition of the loan portfolio, and the current condition and amount of loans outstanding. See additional information in the "Provision and Allowance For Loan Losses" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

### DEPOSITS

The average balances, interest expense and average rates on deposits for the years ended December 2014, 2013 and 2012 are presented in the Part I. Item I. Business section titled "DISTRIBUTION OF ASSETS, LIABILITIES AND STOCKHOLDERS' EQUITY, INTEREST RATES AND INTEREST DIFFERENTIAL" of this Annual Report on Form 10-K.

As of December 31, 2014, certificates of deposit and other time deposits of \$100,000 or more mature as follows:

| (Dollars in Thousands)                          | Maturing 3<br>Months or Less | Maturing 3-6<br>Months | Maturing 6-12<br>Months | Maturing Over<br>12 Months | Total      |
|---|------------------------------|------------------------|-------------------------|----------------------------|------------|
| Certificates of deposit and other time deposits | \$ 50,767                    | \$ 33,463              | \$ 60,380               | \$ 116,075                 | \$ 260,685 |
| Percent   | 19%                          | 13%                    | 23%                     | 45%                        | 100%       |

### RETURN ON EQUITY AND ASSETS

See the information regarding return on equity and assets presented within Part II: Item 6. SELECTED FINANCIAL DATA of this Annual Report on Form 10-K.

## PART I: ITEM 1. BUSINESS

### SHORT-TERM BORROWINGS

Borrowings maturing in one year or less are included in the following table:

| (Dollars in Thousands)   | 2014              | 2013              | 2012              |
|--|-------------------|-------------------|-------------------|
| Balance at December 31:  |                   |                   |                   |
| Federal funds purchased  | \$ 15,381         | \$ 125,645        | \$ 18,862         |
| Securities sold under repurchase agreements (short-term portion) | 124,539           | 148,672           | 131,828           |
| Federal Home Loan Bank advances (short-term portion)             | 30,701            | 26,272            | 1,434             |
| Subordinated debentures and term loans (short-term portion)      | 108               | 105               | 459               |
| Total short-term borrowings                                      | <u>\$ 170,729</u> | <u>\$ 300,694</u> | <u>\$ 152,583</u> |

Securities sold under repurchase agreements are categorized as borrowings maturing within one year and are secured by U.S. Treasury and U.S. Government-Sponsored Enterprise obligations, certain municipal securities and mortgage loans.

Pertinent information with respect to short-term borrowings is summarized below:

| (Dollars in Thousands)  | 2014              | 2013              | 2012              |
|---|-------------------|-------------------|-------------------|
| Weighted Average Interest Rate on Outstanding Balance at December 31: |                   |                   |                   |
| Federal funds purchased   | 0.3%              | 0.3%              | 0.2%              |
| Securities sold under repurchase agreements (short-term portion)      | 0.3%              | 0.5%              | 0.2%              |
| Federal Home Loan Bank advances (short-term portion)                  | 2.0%              | 1.1%              | 2.0%              |
| Subordinated debentures and term loans (short-term portion)           |                   |                   |                   |
| Total short-term borrowings   | 0.6%              | 0.5%              | 0.2%              |
| Weighted Average Interest Rate During the Year:                       |                   |                   |                   |
| Federal funds purchased   | 0.4%              | 0.4%              | 0.3%              |
| Securities sold under repurchase agreements (short-term portion)      | 0.4%              | 0.6%              | 0.3%              |
| Federal Home Loan Bank advances (short-term portion)                  | 0.9%              | 0.8%              | 3.4%              |
| Subordinated debentures and term loans (short-term portion)           |                   |                   | 2.9%              |
| Total short-term borrowings   | 0.6%              | 0.6%              | 0.9%              |
| Highest Amount Outstanding at Any Month End During the Year:          |                   |                   |                   |
| Federal funds purchased   | \$ 121,192        | \$ 125,645        | \$ 87,571         |
| Securities sold under repurchase agreements (short-term portion)      | 155,941           | 151,813           | 150,126           |
| Federal Home Loan Bank advances (short-term portion)                  | 190,709           | 76,272            | 52,504            |
| Subordinated debentures and term loans (short-term portion)           | 470               | 459               | 79,467            |
| Total short-term borrowings   | <u>\$ 468,312</u> | <u>\$ 354,189</u> | <u>\$ 369,668</u> |
| Average Amount Outstanding During the year:                           |                   |                   |                   |
| Federal funds purchased   | \$ 44,674         | \$ 26,789         | \$ 20,072         |
| Securities sold under repurchase agreements (short-term portion)      | 130,910           | 140,126           | 134,555           |
| Federal Home Loan Bank advances (short-term portion)                  | 96,284            | 22,807            | 20,869            |
| Subordinated debentures and term loans (short-term portion)           | 232               | 187               | 19,337            |
| Total short-term borrowings   | <u>\$ 272,100</u> | <u>\$ 189,909</u> | <u>\$ 194,833</u> |

## PART I: ITEM 1A. AND ITEM 1B.

### ITEM 1A. RISK FACTORS

#### RISK FACTORS

There are a number of factors, including those specified below, that may adversely affect the Corporation's business, financial results or stock price. Additional risks that the Corporation currently does not know about or currently views as immaterial may also impair the Corporation's business or adversely impact its financial results or stock price.

#### INDUSTRY AND CORPORATE RISK FACTORS

*The Corporation's business and financial results are significantly affected by general business and economic conditions.*

The Corporation's business activities and earnings are affected by general business conditions in the United States and abroad. These conditions include short-term and long-term interest rates, inflation, monetary supply, fluctuations in both debt and equity capital markets, and the strength of the United States economy and the state and local economies in which the Corporation operates. For example, a prolonged economic downturn, continued increase in unemployment, or other events that affect household and/or corporate incomes could result in deterioration of credit quality, an increase in the allowance for loan losses, or reduced demand for loan or fee-based products and services. Changes in the financial performance and condition of the Corporation's borrowers could negatively affect repayment of those borrowers' loans. In addition, changes in securities market conditions and monetary fluctuations could adversely affect the availability and terms of funding necessary to meet the Corporation's liquidity needs.

- *Changes in the domestic interest rate environment could reduce the Corporation's net interest income.*

The operations of financial institutions, such as the Corporation, are dependent to a large degree on net interest income, which is the difference between interest income from loans and investments and interest expense on deposits and borrowings. An institution's net interest income is significantly affected by market rates of interest, which in turn are affected by prevailing economic conditions, by the fiscal and monetary policies of the federal government and by the policies of various regulatory agencies. Like all financial institutions, the Corporation's balance sheet is affected by fluctuations in interest rates. Volatility in interest rates can also result in the flow of funds away from financial institutions into direct investments. Direct investments, such as U.S. Government and corporate securities and other investment vehicles, including mutual funds, generally pay higher rates of return than financial institutions, because of the absence of federal insurance premiums and reserve requirements.

- *Changes in the laws, regulations and policies governing banks and financial services companies could alter the Corporation's business environment and adversely affect operations.*

The Board of Governors of the Federal Reserve System regulates the supply of money and credit in the United States. Its fiscal and monetary policies determine in a large part the Corporation's cost of funds for lending and investing and the return that can be earned on those loans and investments, both of which affect the Corporation's net interest margin. Federal Reserve Board policies can also materially affect the value of financial instruments that the Corporation holds, such as debt securities. The Corporation and the Bank are heavily regulated at the federal and state levels. This regulation is to protect depositors, federal deposit insurance funds and the banking system as a whole. Congress and state legislatures and federal and state agencies continually review banking laws, regulations and policies for possible changes. Changes in statutes, regulations or policies could affect the Corporation in substantial and unpredictable ways, including limiting the types of financial services and products that the Corporation offers and/or increasing the ability of non-banks to offer competing financial services and products.

The Corporation cannot predict whether any of this potential legislation will be enacted, and if enacted, the effect that it or any regulations would have on the Corporation's financial condition or results of operations. See a description of recent legislation in the "Legislature and Regulatory Initiatives to Address Financial and Economic Crises" section of Item 1: Business of this Annual Report on Form 10-K.

- *The banking and financial services industry is highly competitive, and competitive pressures could intensify and adversely affect the Corporation's financial results.*

The Corporation operates in a highly competitive industry that could become even more competitive as a result of legislative, regulatory and technological changes and continued consolidation. The Corporation competes with other banks, savings and loan associations, mutual savings banks, finance companies, mortgage banking companies, credit unions and investment companies. In addition, technology has lowered barriers to entry and made it possible for non-banks to offer products and services traditionally provided by banks. Many of the Corporation's competitors have fewer regulatory constraints and some have lower cost structures. Also, the potential need to adapt to industry changes in information technology systems, on which the Corporation and financial services industry are highly dependent, could present operational issues and require capital spending.

- *Acts or threats of terrorism and political or military actions taken by the United States or other governments could adversely affect general economic or industry conditions.*

Geopolitical conditions may also affect the Corporation's earnings. Acts or threats of terrorism and political or military actions taken by the United States or other governments in response to terrorism, or similar activity, could adversely affect general economic or industry conditions.

## **PART I: ITEM 1A. AND ITEM 1B.**

- *The Corporation's allowance for loan losses may not be adequate to cover actual losses.*

The Corporation maintains an allowance for loan losses to provide for loan defaults and non-performance. The allowance for loan losses represents management's estimate of probable losses inherent in the Corporation's loan portfolio. The Corporation's allowance consists of three components: probable losses estimated from individual reviews of specific loans, probable losses estimated from historical loss rates, and probable losses resulting from economic, environmental, qualitative or other deterioration above and beyond what is reflected in the first two components of the allowance. The process for determining the adequacy of the allowance for loan losses is critical to the Corporation's financial results. It requires management to make difficult, subjective and complex judgments, as a result of the need to make estimates about the effect of matters that are uncertain. Therefore, the allowance for loan losses, considering current factors at the time, including economic conditions and ongoing internal and external examination processes, will increase or decrease as deemed necessary to ensure the allowance for loan losses remains adequate. In addition, the allowance as a percentage of charge offs and nonperforming loans will change at different points in time based on credit performance, loan mix and collateral values.

In connection with recent economic developments, many financial institutions, including the Corporation, have experienced unusual and significant declines in the performance of their loan portfolios, and the values of real estate collateral supporting many loans have declined. If current trends in the housing and real estate markets continue, it is likely that loan delinquencies and credit losses may increase. Although the Corporation believes its underwriting and loan review procedures are appropriate for the various kinds of loans it makes, the Corporation's results of operations and financial condition will be adversely affected in the event the quality of its loan portfolio deteriorates.

- *The Corporation may suffer losses in its loan portfolio despite its underwriting practices.*

The Corporation seeks to mitigate the risks inherent in its loan portfolio by adhering to specific underwriting practices. The Corporation's strategy for credit risk management includes conservative credit policies and underwriting criteria for all loans, as well as an overall credit limit for each customer significantly below legal lending limits. The strategy also emphasizes diversification on a regional geographic, industry and customer level, regular credit quality reviews and management reviews of large credit exposures and loans experiencing deterioration of credit quality. There is a continuous review of the loan portfolio, including an internally administered loan "watch" list and an independent loan review. The evaluation takes into consideration identified credit problems, as well as the possibility of losses inherent in the loan portfolio that are not specifically identified. Although the Corporation believes that its underwriting criteria are appropriate for the various kinds of loans it makes, the Corporation may incur losses on loans due to the factors previously discussed.

- *The Corporation faces operational risks because the nature of the financial services business involves a high volume of transactions.*

The Corporation operates in diverse markets and relies on the ability of its employees and systems to process a high number of transactions. Operational risk is the risk of loss resulting from the Corporation's operations, including, but not limited to, the risk of fraud by employees or persons outside of the Corporation, the execution of unauthorized transactions by employees, errors relating to transaction processing and technology, breaches of the internal control system and compliance requirements and business continuation and disaster recovery. This risk of loss also includes the potential legal actions that could arise as a result of an operational deficiency or as a result of noncompliance with applicable regulatory standards, adverse business decisions or their implementation, and customer attrition due to potential negative publicity. In the event of a breakdown in the internal control system, improper operation of systems or improper employee actions, the Corporation could suffer financial loss, face regulatory action and suffer damage to its reputation.

- *A natural disaster could harm the Corporation's business.*

Natural disasters could harm the Corporation's operations directly through interference with communications, as well as through the destruction of facilities and operational, financial and management information systems. These events could prevent the Corporation from gathering deposits, originating loans and processing and controlling its flow of business.

- *The Corporation faces systems failure risks as well as security risks, including "hacking" and "identity theft".*

The computer systems and network infrastructure the Corporation uses could be vulnerable to unforeseen problems. The Corporation's operations are dependent upon the ability to protect computer equipment against damage from fire, power loss or telecommunication failure. Any damage or failure that causes an interruption in operations could adversely affect the business and financial results. In addition, computer systems and network infrastructure present security risks, and could be susceptible to hacking or identity theft.

- *The Corporation relies on dividends from its subsidiaries for its liquidity needs.*

The Corporation is a separate and distinct legal entity from its bank and non-bank subsidiaries. The Corporation receives substantially all of its cash from dividends paid by its subsidiaries. These dividends are the principal source of funds to pay dividends on the Corporation's stock and interest and principal on its debt. Various federal and state laws and regulations limit the amount of dividends that the bank subsidiaries may pay to the Corporation.

## PART I: ITEM 1A. AND ITEM 1B.

- *The Corporation's reported financial results depend on management's selection of accounting methods and certain assumptions and estimates.*

The Corporation's accounting policies and methods are fundamental to how it records and reports its financial condition and results of operations. The Corporation's management must exercise judgment in selecting and applying many of these accounting policies and methods, so they comply with Generally Accepted Accounting Principles and reflect management's judgment of the most appropriate manner to report the Corporation's financial condition and results. In some cases, management must select the accounting policy or method to apply from two or more alternatives, any of which might be reasonable under the circumstances yet might result in the Corporation's reporting materially different results than would have been reported under a different alternative. Certain accounting policies are critical to presenting the Corporation's financial condition and results, and require management to make difficult, subjective or complex judgments about matters that are uncertain. Materially different amounts could be reported under different conditions or using different assumptions or estimates. These critical accounting policies include: the allowance for loan losses; the valuation of investment securities; the valuation of goodwill and intangible assets; and pension accounting. Because of the uncertainty of estimates involved in these matters, the Corporation may be required to do one or more of the following: significantly increase the allowance for loan losses and/or sustain loan losses that are significantly higher than the reserve provided; recognize significant provision for impairment of its investment securities; recognize significant impairment on its goodwill and intangible assets; or significantly increase its pension liability. As part of its function of assisting the Corporation's Board of Directors in discharging its responsibility of ensuring all types of risk to the organization are properly being managed, mitigated and monitored by management, the Audit Committee of the Board of Directors oversees management's accounting policies and methods. For more information, refer to "CRITICAL ACCOUNTING POLICIES" under Item 7 Part II of Management's Discussion and Analysis of Financial Condition and Results of Operations of this Annual Report on Form 10-K.

- *A write-down of all or part of the Corporation's goodwill could materially reduce its net income and net worth.*

At December 31, 2014, the Corporation had goodwill of \$202,724,000 recorded on its consolidated balance sheet. Under ASC 340-20, *Other Assets and Deferred Costs*, the Corporation is required to evaluate goodwill for impairment on an annual basis, as well as on an interim basis, if events or changes indicate that the asset may be impaired. An impairment loss must be recognized for any excess of carrying value over the fair value of goodwill. The fair value is determined based on internal valuations using management's assumptions of future growth rates, future attrition, discount rates, multiples of earnings or other relevant factors. The resulting estimated fair value could result in material write-downs of goodwill and recording of impairment losses. Such a write-down could materially reduce the Corporation's net income and overall net worth. The Corporation also cannot predict the occurrence of certain future events that might adversely affect the fair value of goodwill. Such events include, but are not limited to, strategic decisions made in response to economic and competitive conditions, the effect of the economic environment on the Corporation's customer base, or a material negative change in its relationship with significant customers.

- *Changes in accounting standards could materially impact the Corporation's financial statements.*

From time to time, the Financial Accounting Standards Board changes the financial accounting and reporting standards that govern the preparation of the Corporation's financial statements. These changes can be hard to predict and can materially impact how the Corporation records and reports its financial condition and results of operations. In some cases, the Corporation could be required to apply a new or revised standard retroactively; resulting in the restating of prior period financial statements.

- *Significant legal actions could subject the Corporation to substantial uninsured liabilities.*

The Corporation is from time to time subject to claims related to its operations. These claims and legal actions, including supervisory actions by the Corporation's regulators, could involve large monetary claims and significant defense costs. To protect itself from the cost of these claims, the Corporation maintains insurance coverage in amounts and with deductibles that it believes are appropriate for its operations. However, the Corporation's insurance coverage may not cover all claims against the Corporation or continue to be available to the Corporation at a reasonable cost. As a result, the Corporation may be exposed to substantial uninsured liabilities, which could adversely affect the Corporation's results of operations and financial condition

- *Negative publicity could damage the Corporation's reputation and adversely impact its business and financial results.*

Reputation risk, or the risk to the Corporation's earnings and capital from negative publicity, is inherent in the Corporation's business. Negative publicity can result from the Corporation's actual or alleged conduct in any number of activities, including lending practices, corporate governance and acquisitions, and actions taken by government regulators and community organizations in response to those activities. Negative publicity can adversely affect the Corporation's ability to keep and attract customers and can expose the Corporation to litigation and regulatory action. Although the Corporation takes steps to minimize reputation risk in dealing with customers and other constituencies, the Corporation is inherently exposed to this risk.

- *Acquisitions may not produce revenue enhancements or cost savings at levels or within timeframes originally anticipated and may result in unforeseen integration difficulties.*

The Corporation regularly explores opportunities to acquire banks, financial institutions, or other financial services businesses or assets. The Corporation cannot predict the number, size or timing of acquisitions. Difficulty in integrating an acquired business or company may cause the Corporation not to realize expected revenue increases, cost savings, increases in geographic or product presence, and/or other projected benefits from the acquisition. The integration could result in higher than expected deposit attrition (run-off), loss of key employees, disruption of the Corporation's business or the business of the acquired company, or otherwise adversely affect the Corporation's ability to maintain relationships with customers and employees or achieve the anticipated benefits of the acquisition. Also, the negative effect of any divestitures required by regulatory authorities in acquisitions or business combinations may be greater than expected.



## **PART I: ITEM 1A. AND ITEM 1B.**

- *The Corporation may not be able to pay dividends in the future in accordance with past practice.*

The Corporation has traditionally paid a quarterly dividend to common stockholders. The payment of dividends is subject to legal and regulatory restrictions. Any payment of dividends in the future will depend, in large part, on the Corporation's earnings, capital requirements, financial condition and other factors considered relevant by the Corporation's Board of Directors.

- *The Corporation's stock price can be volatile.*

The Corporation's stock price can fluctuate widely in response to a variety of factors, including: actual or anticipated variations in the Corporation's quarterly operating results; recommendations by securities analysts; significant acquisitions or business combinations; strategic partnerships, joint ventures or capital commitments; operating and stock price performance of other companies that investors deem comparable to the Corporation; new technology used or services offered by the Corporation's competitors; news reports relating to trends, concerns and other issues in the banking and financial services industry, and changes in government regulations. General market fluctuations, industry factors and general economic and political conditions and events, including terrorist attacks, economic slowdowns or recessions, interest rate changes, credit loss trends or currency fluctuations, could also cause the Corporation's stock price to decrease, regardless of the Corporation's operating results.

### **ITEM 1B. UNRESOLVED STAFF COMMENTS.**

None.

***PART I: ITEM 2., ITEM 3. AND ITEM 4.***

**ITEM 2. PROPERTIES.**

The headquarters of the Corporation and the Bank is located at 200 East Jackson Street, Muncie, Indiana. The building is owned by the Bank.

The Bank conducts business through numerous facilities owned and leased. Of the 106 banking offices operated by the Bank, 78 are owned and 28 are leased from non-affiliated third parties.

None of the properties owned by the Corporation are subject to any major encumbrances. The net investment of the Corporation and subsidiaries in real estate and equipment at December 31, 2014 was \$77,691,000.

**ITEM 3. LEGAL PROCEEDINGS.**

There is no pending legal proceeding, other than ordinary routine litigation incidental to the business of the Corporation or its subsidiaries, of a material nature to which the Corporation or its subsidiaries is a party or of which any of their properties are subject. Further, there is no material legal proceeding in which any director, officer, principal shareholder, or affiliate of the Corporation, or any associate of any such director, officer or principal shareholder, is a party, or has a material interest, adverse to the Corporation or any of its subsidiaries.

None of the routine legal proceedings, individually or in the aggregate, in which the Corporation or its affiliates are involved are expected to have a material adverse impact on the financial position or the results of operations of the Corporation.

**ITEM 4. MINE SAFETY DISCLOSURES.**

Not applicable.

## SUPPLEMENTAL INFORMATION

### SUPPLEMENTAL INFORMATION - EXECUTIVE OFFICERS OF THE REGISTRANT

The names, ages, and positions with the Corporation and the Bank of all executive officers of the Corporation and all persons chosen to become executive officers are listed below. The officers are elected by the Board of Directors of the Corporation for a term of one year or until the election of their successors. There are no arrangements between any officer and any other person pursuant to which he or she was selected as an officer.

**Michael C. Rechin**, 56, *President and Chief Executive Officer, Corporation*

Chief Executive Officer of the Corporation since April 2007; Chief Operating Officer of the Corporation from November 2005 to April 2007; Executive Vice President, Corporate Banking National City Bank from 1995 to November 2005.

**Mark K. Hardwick**, 44, *Executive Vice President and Chief Financial Officer, Corporation*

Executive Vice President and Chief Financial Officer of the Corporation since December 2005; Senior Vice President and Chief Financial Officer of the Corporation from April 2002 to December 2005; Corporate Controller of the Corporation from November 1997 to April 2002.

**Michael J. Stewart**, 49, *Executive Vice President and Chief Banking Officer, Corporation*

Executive Vice President and Chief Banking Officer of the Corporation since February 2008; Executive Vice President from December 2006 to February 2008 of National City Corp; Executive Vice President and Chief Credit Officer of National City Bank of Indiana from December 2002 to December 2006.

**John J. Martin**, 48, *Executive Vice President and Chief Credit Officer, Corporation*

Executive Vice President and Chief Credit Officer of the Corporation since March 2013; Senior Vice President and Chief Credit Officer of the Corporation from June 2009 to March 2013; First Vice President and Deputy Chief Credit Officer of the Corporation from July 2008 to June 2009; First Vice President and Senior Manager of Lending Process of the Corporation from January 2008 to July 2008; Senior Vice President and Regional Senior Credit Officer of National City Bank from May 2000 to December 2007.

**Stephan H. Fluhler**, 46, *Senior Vice President, Chief Information Officer, Corporation*

Senior Vice President and Chief Information Officer of the Corporation since May 2014; Chief Technology Officer of the Corporation from 2004 to May 2014; Director of Technology Services and Change Management of the Corporation from December 2003 to 2004.

**Kimberly J. Ellington**, 55, *Senior Vice President and Director of Human Resources, Corporation*

Senior Vice President and Director of Human Resources of the Corporation since 2004; Vice President and Director of Human Resources of the Corporation from 1999 to 2004.

**Jeffrey B. Lorentson**, 51, *Senior Vice President and Chief Risk Officer, Corporation*

Senior Vice President and Chief Risk Officer of the Corporation since June 2007; Corporate Controller of First Indiana Bank from June 2006 to June 2007; First Vice President and Corporate Controller of the Corporation from 2003 to 2006; Vice President and Corporate Controller of the Corporation from 2002 to 2003.

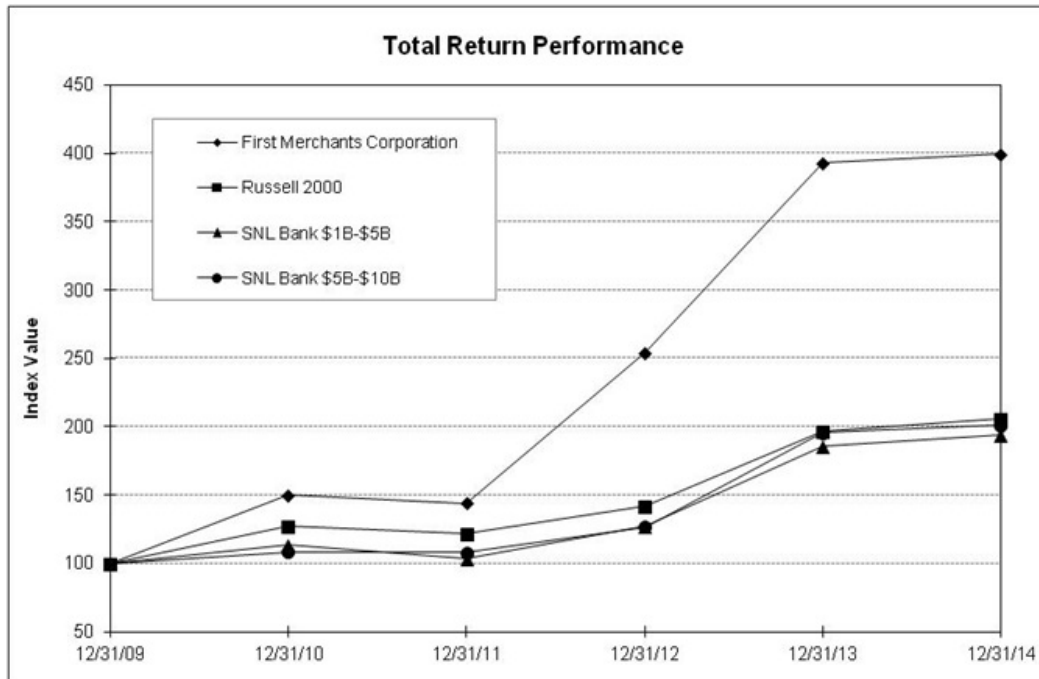
**PART II: ITEM 5. AND ITEM 6.**

**PART II**

**ITEM 5. MARKET FOR THE REGISTRANT’S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES.**

**PERFORMANCE GRAPH**

The following graph compares the cumulative 5-year total return to shareholders on First Merchants Corporation’s common stock relative to the cumulative total returns of the Russell 2000 index, the SNL Bank \$1B - \$5B index, and the SNL Bank \$5B - \$10B index. The graph assumes that the value of the investment in the Corporation’s common stock and in each of the indexes (including reinvestment of dividends) was \$100 on December 31, 2009 and tracks it through December 31, 2014.



| Index                       | Period Ending |            |            |            |            |            |
|-----------------------------|---------------|------------|------------|------------|------------|------------|
|                             | 12/31/2009    | 12/31/2010 | 12/31/2011 | 12/31/2012 | 12/31/2013 | 12/31/2014 |
| First Merchants Corporation | \$ 100.00     | \$ 149.93  | \$ 144.04  | \$ 254.35  | \$ 393.46  | \$ 399.45  |
| Russell 2000                | 100.00        | 126.86     | 121.56     | 141.43     | 196.34     | 205.95     |
| SNL Bank \$1B-\$5B          | 100.00        | 113.35     | 103.38     | 127.47     | 185.36     | 193.81     |
| SNL Bank \$5B-\$10B         | 100.00        | 108.48     | 107.66     | 126.64     | 195.38     | 201.25     |

The stock price performance included in this graph is not necessarily indicative of future stock price performance.

**PART II: ITEM 5. AND ITEM 6.****STOCK INFORMATION**

| Quarter        | Price Per Share |          |          |          | Dividends Declared <sup>(1)</sup> |         |
|----------------|-----------------|----------|----------|----------|-----------------------------------|---------|
|                | HIGH            |          | LOW      |          | 2014                              | 2013    |
|                | 2014            | 2013     | 2014     | 2013     |                                   |         |
| First quarter  | \$ 22.66        | \$ 15.97 | \$ 19.74 | \$ 14.51 | \$ 0.05                           | \$ 0.03 |
| Second quarter | 22.80           | 17.48    | 19.38    | 14.08    | 0.08                              | 0.05    |
| Third quarter  | 22.10           | 19.15    | 19.46    | 16.67    | 0.08                              | 0.05    |
| Fourth quarter | 23.39           | 23.35    | 19.94    | 17.34    | 0.08                              | 0.05    |

Numbers rounded to nearest cent when applicable.

The table above lists per share prices and dividend payments during 2014 and 2013. Prices are as reported by the National Association of Securities Dealers Automated Quotation – Global Select Market System.

**COMMON STOCK LISTING**

First Merchants Corporation common stock is traded over-the-counter on the NASDAQ Global Select Market System. Quotations are carried in many daily papers. The NASDAQ symbol is FRME (Cusip #320817-10-9). At the close of business on February 20, 2015, the number of shares outstanding was 37,680,604. There were 5,676 stockholders of record on that date.

**PURCHASES OF EQUITY SECURITIES BY THE ISSUER AND AFFILIATED PURCHASES**

There were no purchases of the Corporation's common stock by or on behalf of the Corporation during the quarter ended December 31, 2014.

(1) The "DIVIDEND LIMITATIONS" section of "BUSINESS" included as Item 1 of this Annual Report on Form 10-K, the "CAPITAL" and "LIQUIDITY" sections of "Management's Discussion & Analysis of Financial Condition and Results of Operations" included as Item 7 of this Annual Report on Form 10-K and Note 16. STOCKHOLDERS' EQUITY to the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K include discussions regarding dividend restrictions.

**PART II: ITEM 5. AND ITEM 6.****EQUITY COMPENSATION PLAN INFORMATION**

The following table provides information about the Corporation's common stock that may be issued under equity compensation plans as of December 31, 2014.

| <b>Plan Category</b>                               | <b>Number of securities to be issued upon exercise of outstanding options, warrants and rights</b> | <b>Weighted-average exercised price of outstanding options warrants and rights</b> | <b>Number of securities remaining available for future issuance under equity compensations plans (excluding securities reflected in first column)</b> |
|--|--|--|---|
| Equity compensation plans approved by stockholders | 737,931  | \$ 20.99   | 752,634   |
| Total  | 737,931  | \$ 20.99   | 752,634   |

## PART II: ITEM 5. AND ITEM 6.

### ITEM 6. SELECTED FINANCIAL DATA.

| (Dollars in Thousands, Except Share Data)                             | 2014         | 2013         | 2012         | 2011         | 2010         |
|---|--------------|--------------|--------------|--------------|--------------|
| <b>Operations <sup>(1)</sup> <sup>(2)</sup> <sup>(3)</sup></b>        |              |              |              |              |              |
| Net interest income fully taxable equivalent (FTE) basis              | \$ 194,958   | \$ 160,308   | \$ 158,081   | \$ 149,114   | \$ 149,434   |
| Less tax equivalent adjustment  | 7,921        | 6,043        | 5,745        | 5,759        | 5,865        |
| Net interest income   | 187,037      | 154,265      | 152,336      | 143,355      | 143,569      |
| Provision for loan losses   | 2,560        | 6,648        | 18,534       | 22,630       | 46,483       |
| Net interest income after provision for loan losses                   | 184,477      | 147,617      | 133,802      | 120,725      | 97,086       |
| Total other income  | 65,667       | 54,809       | 64,302       | 49,120       | 48,544       |
| Total other expenses  | 168,592      | 143,219      | 137,115      | 135,938      | 142,311      |
| Income before income tax expense (benefit)                            | 81,552       | 59,207       | 60,989       | 33,907       | 3,319        |
| Income tax expense (benefit)  | 21,390       | 14,677       | 15,867       | 8,655        | (3,590)      |
| Net income  | 60,162       | 44,530       | 45,122       | 25,252       | 6,909        |
| Gain on exchange of preferred stock to trust preferred debt           |              |              |              |              | 11,353       |
| Loss on CPP unamortized discount                                      |              |              |              | (1,401)      | (1,301)      |
| Loss on extinguishment of trust preferred securities                  |              |              |              | (10,857)     |              |
| Preferred stock dividends and discount accretion                      |              | (2,380)      | (4,539)      | (3,981)      | (5,239)      |
| Net income available to common stockholders                           | \$ 60,162    | \$ 42,150    | \$ 40,583    | \$ 9,013     | \$ 11,722    |
| <b>Per Share Data</b>   |              |              |              |              |              |
| Basic net income available to common stockholders                     | \$ 1.66      | \$ 1.42      | \$ 1.42      | \$ 0.34      | \$ 0.48      |
| Diluted net income available to common stockholders                   | 1.65         | 1.41         | 1.41         | 0.34         | 0.48         |
| Cash dividends paid - common  | 0.29         | 0.18         | 0.10         | 0.04         | 0.04         |
| December 31 book value - common                                       | 19.29        | 17.67        | 16.08        | 14.83        | 15.11        |
| December 31 tangible book value - common                              | 13.65        | 12.17        | 10.95        | 9.64         | 9.21         |
| December 31 market value (bid price) - common                         | 22.75        | 22.72        | 14.84        | 8.47         | 8.86         |
| <b>Average Balances <sup>(1)</sup> <sup>(2)</sup> <sup>(3)</sup></b>  |              |              |              |              |              |
| Total assets  | \$ 5,571,354 | \$ 4,455,411 | \$ 4,245,996 | \$ 4,143,850 | \$ 4,271,715 |
| Total Loans <sup>(4)</sup>  | 3,730,080    | 3,008,555    | 2,819,816    | 2,748,684    | 3,050,850    |
| Earning assets  | 4,985,338    | 4,017,247    | 3,833,174    | 3,744,027    | 3,862,493    |
| Total deposits  | 4,363,955    | 3,465,640    | 3,263,020    | 3,175,762    | 3,337,747    |
| Total stockholders' equity  | 675,295      | 540,255      | 535,497      | 478,440      | 470,379      |
| <b>Year-End Balances <sup>(1)</sup> <sup>(2)</sup> <sup>(3)</sup></b> |              |              |              |              |              |
| Total assets  | \$ 5,824,127 | \$ 5,437,262 | \$ 4,304,821 | \$ 4,173,076 | \$ 4,170,848 |
| Total Loans <sup>(4)</sup>  | 3,932,100    | 3,637,740    | 2,924,509    | 2,731,279    | 2,857,152    |
| Allowance for loan losses   | 63,964       | 67,870       | 69,366       | 70,898       | 82,977       |
| Total deposits  | 4,640,694    | 4,231,468    | 3,346,383    | 3,134,655    | 3,268,880    |
| Total stockholders' equity  | 726,827      | 634,923      | 552,236      | 514,467      | 454,408      |
| <b>Financial Ratios <sup>(1)</sup> <sup>(2)</sup> <sup>(3)</sup></b>  |              |              |              |              |              |
| Return on average assets  | 1.08%        | 0.95%        | 0.96%        | 0.22%        | 0.27%        |
| Return on average stockholders' equity                                | 8.91         | 7.80         | 7.58         | 1.88         | 2.49         |
| Average earning assets to total assets                                | 89.48        | 90.17        | 90.28        | 90.35        | 90.42        |
| Allowance for loan losses as % of total loans                         | 1.63         | 1.87         | 2.37         | 2.60         | 2.90         |
| Dividend payout ratio   | 17.58        | 12.77        | 7.09         | 11.76        | 8.33         |
| Average stockholders' equity to average assets                        | 12.12        | 12.13        | 12.61        | 11.55        | 11.01        |
| Tax equivalent yield on earning assets                                | 4.35         | 4.40         | 4.74         | 4.99         | 5.32         |
| Cost of supporting liabilities  | 0.44         | 0.41         | 0.62         | 1.01         | 1.45         |
| Net interest margin on earning assets                                 | 3.91         | 3.99         | 4.12         | 3.98         | 3.87         |

<sup>(1)</sup> Effective February 10, 2012, the Bank assumed substantially all of the deposits and certain other liabilities and acquired certain assets of SCB Bank, a federal savings bank headquartered in Shelbyville, Indiana, from the Federal Deposit Insurance Corporation ("FDIC"), as receiver for SCB Bank, pursuant to the terms of the Purchase and Assumption Agreement - Modified Whole Bank; All Deposits (the "Agreement"), entered into by the Bank, the FDIC as receiver of SCB Bank and the FDIC. Under the terms of the Agreement, the Bank acquired \$147.7 million in assets, including approximately \$11.9 million of cash and cash equivalents, \$18.9 million of marketable securities, \$1.8 million in Federal Home Loan Bank stock, \$113.0 million in loans and \$2.1 million of premises and other assets. The asset balances are book balances and do not reflect the fair value discount of \$29.0 million from book value. The Bank assumed approximately \$135.7 million of liabilities, including \$125.9 million in customer deposits, \$9.6 million of other borrowings and \$402,000 in other liabilities. The bid accepted by the FDIC included no deposit premium.

<sup>(2)</sup> Effective November 12, 2013, the Corporation acquired 100 percent of CFS Bancorp, Inc. ("CFS") in an all stock transaction. CFS was headquartered in Munster, Indiana and had 20 banking centers in northwestern Indiana and northeastern Illinois. Pursuant to the merger agreement, the shareholders of CFS received 0.65 percent of a share of the Corporation's common stock for each share of CFS common stock held. The Corporation issued approximately 7.1 million shares of common stock, which was valued at approximately \$135.6 million. The details of the acquisition can be found in Note 3. BUSINESS COMBINATIONS, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

<sup>(3)</sup> Effective November 7, 2014, the Corporation acquired 100 percent of Community Bancshares, Inc. ("Community"). Community was headquartered in Noblesville, IN and had 10 banking centers serving central Indiana. Pursuant to the merger agreement, each outstanding share of common stock of Community was converted into the right to receive either (a) 4.0926 shares of First Merchants' common stock, plus cash in lieu of fractional shares; or (b) \$85.94 in cash,

based upon shareholder elections. The Corporation paid \$14.2 million in cash and issued approximately 1.6 million shares of common stock, valued at \$35.0 million, for a total purchase price of approximately \$49.2 million. The details of the acquisition can be found in Note 3. BUSINESS COMBINATIONS, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

<sup>(4)</sup> Includes loans held for sale.



## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

### **ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.**

#### **CRITICAL ACCOUNTING POLICIES**

Generally accepted accounting principles require management to apply significant judgment to certain accounting, reporting and disclosure matters. Management must use assumptions and estimates to apply those principles where actual measurement is not possible or practical. For a complete discussion of the Corporation's significant accounting policies, see Note 1. NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K for additional detail.

#### **RESULTS OF OPERATIONS – 2014**

Net income available to stockholders was \$60.2 million, or \$1.65 per fully diluted common share, an increase of \$18.0 million compared to \$42.2 million, or \$1.41 per fully diluted common share in 2013. On November 12, 2013, the Corporation acquired CFS Bancorp, Inc. ("CFS"), and on November 7, 2014, the Corporation acquired Community Bancshares, Inc. ("Community"). Details of both transactions are included in Note 3. BUSINESS COMBINATIONS, included within the Notes to Consolidated Condensed Financial Statements included as Item 8 of this Annual Report on Form 10-K.

As of December 31, 2014, total assets equaled \$5.8 billion, an increase of \$386.9 million from December 31, 2013. Loans and investments, the Corporation's primary earning assets, totaled \$5.1 billion, an increase of \$379.4 million from the prior year's total of \$4.7 billion. Investments increased \$85.1 million and total loans increased \$294.3 million. The Corporation acquired \$145.1 million in loans as a result of the Community acquisition.

The Corporation's allowance for loan losses totaled \$64.0 million as of December 31, 2014. The allowance provides 131.1 percent coverage of all non-accrual loans and 1.63 percent of total loans. Details of the Allowance for Loan Losses and non-performing loans are discussed within the "Loan Quality" and "Provision and Allowance for Loan Losses" sections of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

The Corporation recognized increases in goodwill and core deposit intangible of \$13.8 million and \$4.7 million, respectively, as a result of the Community acquisition.

At December 31, 2014, other real estate owned totaled \$19.3 million, a decrease of \$2.9 million from the December 31, 2013 balance of \$22.2 million. Included in the December 31, 2014 balance was \$6.7 million acquired in the Community acquisition.

Taxes, both current and deferred, decreased in 2014 by \$14.7 million. Details related to the change in taxes are discussed within the "Income Taxes" section of the Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K and in Note 22. INCOME TAX of the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

Other assets of \$20.8 million at December 31, 2014, decreased \$8.2 million from December 31, 2013. Included in the decrease was an \$11.1 million decrease in prepaid pension expense. Additional details related to the prepaid pension expense are discussed in Note 21. PENSION AND OTHER POST RETIREMENT BENEFIT PLANS, of the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

Deposits increased \$409.2 million from December 31, 2013, while borrowings decreased \$111.3 million during the same period. As part of the Community acquisition, the Bank acquired deposits of \$228.4 million.

As part of the Community acquisition, the Corporation issued approximately 1.6 million shares of common stock valued at \$35.0 million. Additional details of this transaction are discussed in Note 16. STOCKHOLDERS' EQUITY of the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

The Corporation was able to maintain all regulatory capital ratios in excess of the regulatory definition of "well-capitalized" as discussed in the "CAPITAL" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

### **RESULTS OF OPERATIONS – 2013**

Net income available to stockholders was \$42.2 million, or \$1.41 per fully diluted common share, an increase of \$1.6 million compared to \$40.6 million, or \$1.41 per fully diluted common share in 2012. Included in the 2013 results were \$5.4 million, or \$.12 per fully diluted common share, of non-recurring acquisition related expenses. On November 12, 2013, the Corporation acquired 100 percent of CFS Bancorp, Inc. ("CFS") in an all stock transaction as discussed in Note 3. BUSINESS COMBINATIONS, included within the Notes to Consolidated Condensed Financial Statements included as Item 8 of this Annual Report on Form 10-K. By contrast, 2012 results included a \$9.1 million, or \$0.21 per fully diluted common share after tax gain from the February 10, 2012, acquisition of certain assets and assumption of substantially all the deposits and certain other liabilities of SCB Bank, from the FDIC as the receiver for SCB Bank. Details of this transaction are included in Note 2. PURCHASE AND ASSUMPTION, included within the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

As of December 31, 2013, total assets equaled \$5.4 billion, an increase of \$1.1 billion from December 31, 2012. Loans and investments, the Corporation's primary earning assets, totaled \$4.7 billion, up \$934.4 million from the prior year's total of \$3.8 billion. Investments increased by \$221.2 million primarily due to liquidity provided by the CFS acquisition. Loans and loans held for sale increased \$713.2 million. The Corporation acquired \$603.3 million in loans and loans held for sale as a result of the CFS acquisition. Additional details of these changes are included within the "Earning Assets" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

The Corporation's allowance for loan losses totaled \$67.9 million as of year end 2013. The allowance provides 120.3 percent coverage of all non-accrual loans and 1.87 percent of total loans. Details of the Allowance for Loan Losses and non-performing loans are discussed within the "Loan Quality" and "Provision and Allowance for Loan Losses" sections of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

Taxes, both current and deferred, increased in 2013 by \$25.7 million. This change was primarily driven by a \$30.7 million increase resulting from the CFS acquisition. Additional details related to the change are discussed within the "Income Tax" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

The Corporation recognized increases in premises and equipment and cash surrender value of life insurance of \$19.6 million and \$36.6 million, respectively, as a result of the CFS acquisition. In addition, the excess of net tangible assets acquired was allocated to a core deposit intangible of \$7.3 million and goodwill of \$47.6 million. Additional details relating to the net tangible assets acquired are discussed in Note 3. BUSINESS COMBINATIONS, included within the Notes to Consolidated Condensed Financial Statements included as Item 8 of this Annual Report on Form 10-K.

Deposits increased \$885.1 million from December 31, 2012. As part of the CFS acquisition, the Bank acquired deposits of \$955.7 million. Additional details related to the change are discussed within the "Deposits and Borrowings" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

On November 1, 2013, the Corporation completed the private issuance and sale to four institutional investors of an aggregate of \$70 million of debt comprised of (a) 5.00 percent Fixed-to-Floating Rate Senior Notes due 2028 in the aggregate principal amount of \$5 million (the "Senior Debt") and (b) 6.75 percent Fixed-to-Floating Rate Subordinated Notes due 2028 in the aggregate principal amount of \$65 million (the "Subordinated Debt"). The net proceeds of the placement were used to pay off the Corporation's \$55 million credit facility with Bank of America, N.A. which was scheduled to mature on February 15, 2015. Details of this transaction are included in Note 12. BORROWINGS, included within the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

In three separate transactions during 2013, the Corporation redeemed all 90,782.94 outstanding shares of its Senior Non-Cumulative Perpetual Preferred Stock, Series B (the "Series B Preferred Stock") held by the U.S. Department of the Treasury (the "Treasury"). The Series B Preferred Stock had been issued to the Treasury in September of 2011 as part of the Corporation's participation in the Small Business Lending Fund Program ("SBLF"). Additional details related to the Corporation's SBLF related Preferred Stock redemptions are discussed in Note 16. STOCKHOLDERS' EQUITY, included within the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

The Corporation was able to maintain all regulatory capital ratios in excess of the regulatory definition of "well-capitalized" as discussed in the "Capital" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

## PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### Net Interest Income

Net interest income is the primary source of the Corporation's earnings. Net interest margin is a function of net interest income and the level of average earning assets. The following table presents the Corporation's interest income, interest expense, and net interest income as a percent of average earning assets for the three-year period ending in 2014.

|  | 2014                |                           |              | 2013                |                           |              | 2012                |                           |              |
|--|---------------------|---------------------------|--------------|---------------------|---------------------------|--------------|---------------------|---------------------------|--------------|
|  | Average Balance     | Interest Income / Expense | Average Rate | Average Balance     | Interest Income / Expense | Average Rate | Average Balance     | Interest Income / Expense | Average Rate |
| <b>(Dollars in Thousands)</b>                        |                     |                           |              |                     |                           |              |                     |                           |              |
| <b>Assets:</b>                                       |                     |                           |              |                     |                           |              |                     |                           |              |
| Interest-bearing deposits                            | \$ 53,231           | \$ 124                    | 0.2%         | \$ 74,964           | \$ 158                    | 0.2%         | 57,842              | 100                       | 0.2%         |
| Federal reserve and federal home loan bank stock     | 42,142              | 2,124                     | 5.0          | 33,620              | 1,488                     | 4.4          | 32,819              | 1,408                     | 4.3          |
| Securities: <sup>(1)</sup>                           |                     |                           |              |                     |                           |              |                     |                           |              |
| Taxable  | 763,450             | 19,882                    | 2.6          | 617,524             | 15,214                    | 2.5          | 670,973             | 17,027                    | 2.5          |
| Tax-Exempt <sup>(2)</sup>                            | 396,435             | 22,127                    | 5.6          | 282,584             | 16,660                    | 5.9          | 251,724             | 15,675                    | 6.2          |
| <b>Total securities</b>                              | <b>1,159,885</b>    | <b>42,009</b>             | <b>3.6</b>   | <b>900,108</b>      | <b>31,874</b>             | <b>3.5</b>   | <b>922,697</b>      | <b>32,702</b>             | <b>3.5</b>   |
| Loans held for sale                                  | 6,681               | 485                       | 7.3          | 16,137              | 770                       | 4.8          | 20,648              | 1,024                     | 5.0          |
| Loans: <sup>(3)</sup>                                |                     |                           |              |                     |                           |              |                     |                           |              |
| Commercial   | 2,919,020           | 133,567                   | 4.6          | 2,391,221           | 113,613                   | 4.8          | 2,166,238           | 114,078                   | 5.3          |
| Real estate mortgage                                 | 429,384             | 19,812                    | 4.6          | 277,520             | 12,375                    | 4.5          | 293,384             | 13,848                    | 4.7          |
| Installment  | 361,484             | 18,175                    | 5.0          | 308,233             | 15,994                    | 5.2          | 324,553             | 17,795                    | 5.5          |
| Tax-Exempt <sup>(2)</sup>                            | 13,511              | 504                       | 3.7          | 15,444              | 605                       | 3.9          | 14,993              | 739                       | 4.9          |
| <b>Total loans</b>                                   | <b>3,730,080</b>    | <b>172,543</b>            | <b>4.6</b>   | <b>3,008,555</b>    | <b>143,357</b>            | <b>4.8</b>   | <b>2,819,816</b>    | <b>147,484</b>            | <b>5.2</b>   |
| <b>Total earning assets</b>                          | <b>4,985,338</b>    | <b>216,800</b>            | <b>4.3%</b>  | <b>4,017,247</b>    | <b>176,877</b>            | <b>4.4%</b>  | <b>3,833,174</b>    | <b>181,694</b>            | <b>4.7%</b>  |
| Net unrealized gain on securities available for sale | 8,921               |                           |              | 4,521               |                           |              | 16,116              |                           |              |
| Allowance for loan losses                            | (67,969)            |                           |              | (68,806)            |                           |              | (71,038)            |                           |              |
| Cash and due from banks                              | 87,068              |                           |              | 73,161              |                           |              | 66,109              |                           |              |
| Premises and equipment                               | 75,202              |                           |              | 57,228              |                           |              | 51,692              |                           |              |
| Other assets   | 482,794             |                           |              | 372,060             |                           |              | 349,943             |                           |              |
| <b>Total assets</b>                                  | <b>\$ 5,571,354</b> |                           |              | <b>\$ 4,455,411</b> |                           |              | <b>\$ 4,245,996</b> |                           |              |
| <b>Liabilities:</b>                                  |                     |                           |              |                     |                           |              |                     |                           |              |
| Interest-bearing deposits:                           |                     |                           |              |                     |                           |              |                     |                           |              |
| NOW accounts   | \$ 1,066,402        | \$ 1,110                  | 0.1%         | \$ 880,323          | \$ 941                    | 0.1%         | \$ 814,831          | \$ 1,007                  | 0.1%         |
| Money market deposit accounts                        | 776,712             | 1,572                     | 0.2          | 603,012             | 1,287                     | 0.2          | 501,537             | 1,370                     | 0.3          |
| Savings deposits                                     | 533,080             | 619                       | 0.1          | 377,106             | 421                       | 0.1          | 327,644             | 528                       | 0.2          |
| Certificates and other time deposits                 | 1,042,539           | 8,377                     | 0.8          | 807,764             | 7,404                     | 0.9          | 935,713             | 11,895                    | 1.3          |
| <b>Total interest-bearing deposits</b>               | <b>3,418,733</b>    | <b>11,678</b>             | <b>0.3</b>   | <b>2,668,205</b>    | <b>10,053</b>             | <b>0.4</b>   | <b>2,579,725</b>    | <b>14,800</b>             | <b>0.6</b>   |
| Borrowings   | 492,128             | 10,164                    | 2.1          | 400,580             | 6,516                     | 1.6          | 411,915             | 8,813                     | 2.1          |
| <b>Total interest-bearing liabilities</b>            | <b>3,910,861</b>    | <b>21,842</b>             | <b>0.6</b>   | <b>3,068,785</b>    | <b>16,569</b>             | <b>0.5</b>   | <b>2,991,640</b>    | <b>23,613</b>             | <b>0.8</b>   |
| Noninterest-bearing deposits                         | 945,222             |                           |              | 797,435             |                           |              | 683,295             |                           |              |
| Other liabilities                                    | 39,976              |                           |              | 48,936              |                           |              | 35,564              |                           |              |
| <b>Total liabilities</b>                             | <b>4,896,059</b>    |                           |              | <b>3,915,156</b>    |                           |              | <b>3,710,499</b>    |                           |              |
| <b>Stockholders' Equity</b>                          | <b>675,295</b>      |                           |              | <b>540,255</b>      |                           |              | <b>535,497</b>      |                           |              |
| <b>Total Liabilities and Stockholders' Equity</b>    | <b>\$ 5,571,354</b> | <b>21,842</b>             | <b>0.4</b>   | <b>\$ 4,455,411</b> | <b>16,569</b>             | <b>0.4</b>   | <b>\$ 4,245,996</b> | <b>23,613</b>             | <b>0.6</b>   |
| <b>Net Interest Income</b>                           |                     | <b>\$ 194,958</b>         |              |                     | <b>\$ 160,308</b>         |              |                     | <b>\$ 158,081</b>         |              |
| <b>Net Interest Margin</b>                           |                     |                           | <b>3.9%</b>  |                     |                           | <b>4.0%</b>  |                     |                           | <b>4.1%</b>  |

(1) Average balance of securities is computed based on the average of the historical amortized cost balances without the effects of the fair value adjustment.

(2) Tax-exempt securities and loans are presented on a fully taxable equivalent basis, using a marginal tax rate of 35 percent for 2014, 2013 and 2012. These totals equal \$7,921, \$6,043 and \$5,745, respectively.

(3) Non-accruing loans have been included in the average balances.

## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

In 2014, asset yields decreased 5 basis points on a fully taxable equivalent basis (FTE) and interest cost increased 3 basis points, resulting in an 8 basis points decrease in net interest margin compared to 2013. In 2013, average earning assets only included approximately six weeks of averages related to assets acquired from CFS; however, 2014 included an entire year of averages. Average earning assets increased \$968,091,000 and were a result of larger loan and investment portfolios, which has positive volume variances of \$33,894,000 and \$9,393,000, respectively. In addition, a low interest rate environment produced a negative rate variance of \$5,934,000 (FTE), resulting in a net increase of \$32,772,000 (FTE) in net interest income.

In 2013, asset yields decreased 34 basis points on fully taxable equivalent basis (FTE) and interest cost decreased 21 basis points, resulting in a 13 basis point decrease in net interest margin compared to 2012. An increase in earnings assets, primarily due to a larger loan portfolio as a result of the CFS transaction, resulted in a positive volume variance of \$10,087,000. In addition, a low interest rate environment produced a negative rate variance of \$8,158,000 (FTE), resulting in a net increase of \$1,929,000 in net interest income.

Average earning assets include the average balance of securities classified as available for sale, computed based on the average of the historical amortized cost balances without the effects of the fair value adjustment. In addition, annualized amounts are computed utilizing a 30/360 day basis.

### **Non-Interest Income**

Non-Interest income increased \$10.9 million, or 19.8 percent, in 2014 compared to 2013. The November 12, 2013 acquisition of CFS was the largest contributing factor to the year-over-year increase.

Significant increases realized during 2014 when compared to 2013 included service charge income, other customer fees (primarily electronic card interchange fees and investment brokerage fees) and other income, including gains on sale of other real estate owned, totaling \$3.3 million, \$3.8 million and \$1.5 million, respectively. Additionally, gains on the sale of investment securities increased \$3.1 million from 2013 to 2014. Additional details on investment securities can be found in Note 5. INVESTMENT SECURITIES, included within the Notes to Consolidated Condensed Financial Statements of this form 10-K. Finally, 2014 earnings on cash surrender value of life insurance increased \$1.0 million from the previous year, primarily due to receipt of an \$846,000 death benefit from Bank Owned Life Insurance during the period.

Partially offsetting the year-over-year increases was a \$2.6 million decrease in net gains recognized on the sale of mortgage loans. Mortgage origination and refinance volumes decreased from 2013 levels as a result of interest rate and economic factors.

The November 7, 2014 Community acquisition resulted in \$201,000 of non-interest income during the last seven weeks of 2014.

In 2013, non-interest income decreased \$9.5 million, or 14.8 percent in comparison to 2012. The largest item contributing to the decrease was a gross purchase gain of \$9.1 million recognized in 2012 from the purchase of certain assets and assumption of certain liabilities of SCB Bank. Details of this transaction are included within Note 2. PURCHASE AND ASSUMPTION of the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

Additionally, earnings on cash surrender value of life insurance decreased by \$805,000 compared to 2012. This decrease was primarily driven by a death benefit of \$576,000 received from Bank Owned Life Insurance during 2012. Finally, gains on the sale of mortgage loans, gains on the sale of investment securities and tax credit fund income declined by \$3.1 million, \$1.9 million and \$1.0 million, respectively, in 2013 when compared to 2012.

Offsetting these declines were significant increases in gains on sale of OREO, insurance commissions, customer service charges, fiduciary activities, and investment service commissions of \$3.0 million, \$917,000, \$813,000, \$703,000 and \$463,000, respectively, in 2013 when compared to 2012.

The November 12, 2013 CFS acquisition resulted in \$1.2 million of non-interest income during the last seven weeks of 2013. Of this \$1.2 million, the largest components were \$581,000 of customer service charges and \$325,000 of electronic interchange fees.

### **Non-Interest Expenses**

Non-interest expenses increased \$25.4 million, or 17.7 percent, in 2014 compared to 2013. As with non-interest income, the CFS acquisition was the most significant factor in the year-over-year increase.

In 2014, salaries and employee benefits increased \$11.1 million, or 13.0 percent, over 2013 due to the addition of CFS employees since the acquisition. The Corporation also experienced a \$3.5 million increase in net occupancy expense, as 20 banking center locations were added to the Bank's footprint as a result of the CFS acquisition. In addition to the non-interest expense increases associated with operating a larger organization, 2014 included \$1.5 million of non-recurring expenses associated with the CFS acquisition.

Additionally, the Community acquisition resulted in \$2.2 million of one-time expenses in 2014. Furthermore, Community added \$646,000 of non-interest expense in the last seven weeks of 2014.

## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

In 2013, non-interest expenses increased \$6.1 million, or 4.5 percent, compared to 2012. Salaries and employee benefits increased by \$6.0 million, with the largest factor being \$2.5 million of non-recurring severance expenses related to the CFS acquisition. In addition, salaries and employee benefits increased by \$2.1 million due to the addition of CFS employees since acquisition. Additionally, professional and other outside services were \$2.1 million higher in 2013 than 2012 due primarily to expenses associated with the acquisition and integration of CFS.

The increases in salary and employee benefits and other expenses were offset by year over year declines in other real estate owned and credit-related expenses of \$1.5 million and FDIC assessment expense of \$647,000.

Overall, the CFS acquisition, resulted in \$8.9 million of non-interest expense during 2013.

### **Income Tax Expense**

Income tax expense in 2014 was \$21,390,000 on pre-tax income of \$81,552,000, or 26.2 percent. For the same period in 2013, income tax expense was \$14,677,000 on pre-tax income of \$59,207,000, or 24.8 percent. Additional details are discussed within the "INCOME TAXES" section of the Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K and in Note 22. INCOME TAX of the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

### **CAPITAL**

To be categorized as well capitalized, the Bank must maintain a minimum total capital to risk-weighted assets, Tier I capital to risk-weighted assets and Tier I capital to average assets of 10 percent, 6 percent and 5 percent, respectively. The Corporation's regulatory capital exceeded the regulatory "well capitalized" standard at December 31, 2014. See additional information on the Corporation's and Bank's capital ratios in Note 18. REGULATORY CAPITAL, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

Tier I regulatory capital consists primarily of total stockholders' equity and subordinated debentures issued to business trusts categorized as qualifying borrowings, less non-qualifying intangible assets and unrealized net securities gains or losses. The Corporation's Tier I capital to average assets ratio was 10.15 percent and 10.20 percent at December 31, 2014 and 2013, respectively.

At December 31, 2014, the Corporation had a Tier I risk-based capital ratio of 12.63 percent and total risk-based capital ratio of 15.34 percent, compared to 11.71 percent and 14.54 percent, respectively, at December 31, 2013. Regulatory capital guidelines require a Tier I risk-based capital ratio of at least 4 percent and a total risk-based capital ratio of at least 8 percent.

On September 22, 2011, the Corporation entered into a Securities Purchase Agreement with the Treasury, pursuant to which the Corporation issued 90,782.94 shares of the Corporation's Senior Non-Cumulative Perpetual Preferred Stock, Series B (the "Series B Preferred Stock"), having a liquidation amount per share equal to \$1,000, for a total purchase price of \$90,782,940. The Purchase Agreement was entered into, and the Series B Preferred Stock was issued, pursuant to the SBLF program, a \$30 billion fund established under the Small Business Jobs Act of 2010, that encourages lending to small businesses by providing capital to qualified community banks with assets of less than \$10 billion.

On January 3, 2013, the Corporation redeemed 22,695.94 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$22,695,940 plus accrued but unpaid dividends. Following the redemption, the Treasury held 68,087 shares of the Series B Preferred Stock representing a remaining liquidation amount of approximately \$68 million.

On July 2, 2013, the Corporation redeemed an additional 34,044 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$34,044,000 plus accrued but unpaid dividends. Following the redemption, the Treasury held 34,043 shares of the Series B Preferred Stock representing a remaining liquidation amount of approximately \$34 million.

On November 12, 2013, the Corporation acquired 100 percent of CFS in an all stock transaction. Pursuant to the merger agreement, the shareholders of CFS received 0.65 percent of a share of the Corporation's common stock for each share of CFS Bancorp common stock held. The Corporation issued approximately 7.1 million shares of common stock, which was valued at approximately \$135.7 million. This transaction resulted in a core deposit intangible of \$7,313,000 and goodwill of \$47,573,000.

On November 22, 2013, the Corporation redeemed the final 34,043 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$34,043,000 plus accrued but unpaid dividends. There are no shares of the Corporation's Series B Preferred Stock currently outstanding.

On November 7, 2014, the Corporation acquired 100 percent of Community. Pursuant to the merger agreement, each outstanding share of common stock of Community was converted into the right to receive either (a) 4.0926 shares of First Merchants' common stock, plus cash in lieu of fractional shares; or (b) \$85.94 in cash, based upon shareholder elections. The Corporation paid \$14.2 million in cash and issued approximately 1.6 million shares of common stock, valued at approximately \$35.0 million, for a total purchase price of approximately \$49.2 million.

## PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Management believes that all of the above capital ratios are meaningful measurements for evaluating the safety and soundness of the Corporation. Additionally, management believes the following table is meaningful when considering performance measures of the Corporation. The table below details and reconciles tangible earnings per share, return on tangible capital and tangible assets to traditional GAAP measures.

| (Dollars in Thousands, Except Per Share Amounts)                                    | December 31,<br>2014 | December 31,<br>2013 |
|---|----------------------|----------------------|
| Average goodwill  | \$ 191,033           | \$ 147,785           |
| Average core deposit intangible (CDI)   | 13,323               | 8,367                |
| Average deferred tax on CDI   | (5,002)              | (2,633)              |
| Intangible adjustment   | \$ 199,354           | \$ 153,519           |
| Average stockholders' equity (GAAP capital)   | \$ 675,295           | \$ 540,225           |
| Average cumulative preferred stock  | (125)                | (125)                |
| Average non-cumulative preferred stock issued under the small business lending fund |                      | (47,412)             |
| Intangible adjustment   | (199,354)            | (153,519)            |
| Average tangible capital  | \$ 475,816           | \$ 339,169           |
| Average assets  | \$ 5,571,354         | \$ 4,455,411         |
| Intangible adjustment   | (199,354)            | (153,519)            |
| Average tangible assets   | \$ 5,372,000         | \$ 4,301,892         |
| Net Income available to common stockholders   | \$ 60,162            | \$ 42,150            |
| CDI amortization, net of tax  | 1,395                | 892                  |
| Tangible net income (loss) available to common stockholders                         | \$ 61,557            | \$ 43,042            |
| Diluted earnings per share  | \$ 1.65              | \$ 1.41              |
| Diluted tangible earnings per share   | \$ 1.68              | \$ 1.43              |
| Return on average GAAP capital  | 8.91%                | 7.80%                |
| Return on average tangible capital  | 12.94%               | 12.69%               |
| Return on average assets  | 1.08%                | 0.95%                |
| Return on average tangible assets   | 1.15%                | 1.00%                |

Return on average tangible capital is tangible net income available to common stockholders (annualized) expressed as a percentage of average tangible capital. Return on average tangible assets is tangible net income available to common stockholders (annualized) expressed as a percentage of average tangible assets.

### LOAN QUALITY/PROVISION AND ALLOWANCE FOR LOAN LOSSES

The Corporation's primary lending focus is small business and middle market commercial, commercial real estate, residential real estate and consumer, which results in portfolio diversification. Commercial loans are individually underwritten and judgmentally risk rated. They are periodically monitored and prompt corrective actions are taken on deteriorating loans. Retail loans are typically underwritten with statistical decision-making tools and are managed throughout their life cycle on a portfolio basis.

#### Loan Quality

The quality and amount of non-performing loans may increase or decrease going forward as a result of acquisitions, organic portfolio growth, problem loan recognition and resolution through collections, sales or charge offs. The performance of any loan can be affected by external factors such as economic conditions, or internal factors specific to a particular borrower, such as the actions of a customer's management.

At December 31, 2014, non-performing loans totaled \$50,781,000 and included \$5,674,000 of non-accrual loans acquired in the Community transaction. The increase in non-performing loans due to the acquired non-accruals was offset by a \$13,287,000 decrease in non-accruals in the existing portfolio, contributing to a \$8,669,000 decrease in non-performing loans from December 31, 2013. Non-accrual loans totaled \$48,789,000 at December 31, 2014. The Corporation's coverage ratio of allowance for loan losses to non-accrual loans increased from 120.3 percent at December 31, 2013 to 131.1 percent at December 31, 2014. See additional information in the "Provision and Allowance for Loan Losses" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

Other real estate owned totaling \$19,293,000 at December 31, 2014, declined \$2,953,000 during the twelve month period despite the addition of \$6,662,000 of real estate assets acquired in the Community acquisition. For other real estate owned, current appraisals are obtained to determine fair value as management continues to aggressively market these real estate assets.

Accruing loans delinquent 90 or more days at December 31, 2014 increased \$3,313,000 to \$4,663,000 from the December 31, 2013 balance of \$1,350,000. Commercial and industrial loans 90+ days delinquent and accruing increased to \$2,985,000 at December 31, 2014 from the December 31, 2013 balance of zero. Renegotiated loans decreased \$1,056,000 as the amount of new troubled debt restructurings during the period was outpaced by the continued performance of troubled debt restructurings from prior periods.

## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

Commercial impaired loans include all non-accrual loans, loans accounted for under ASC 310 as well as substandard, doubtful and loss grade loans that were still accruing but deemed impaired according to guidance set forth in ASC 310. Also included in impaired loans are accruing loans that are contractually past due 90 days or more and troubled debt restructurings.

A loan is deemed impaired when, based on current information or events, it is probable that all amounts due of principal and interest according to the contractual terms of the loan agreement will not be collected substantially within the contractual terms of the note. At December 31, 2014, commercial impaired loans totaled \$116,223,000, including \$17,027,000 in loans acquired in the Community transaction. At December 31, 2014, a specific allowance for losses was not deemed necessary for commercial impaired loans totaling \$102,793,000 as there was no identified loss on these credits. An allowance of \$2,769,000 was recorded for the remaining balance of these impaired loans totaling \$13,430,000 and is included in the Corporation's allowance for loan losses.

At December 31, 2014, non-performing assets, which includes non-accrual loans, renegotiated loans, and other real estate owned, plus loans 90-days delinquent, totaled \$74,737,000; a decrease of \$8,309,000 from December 31, 2013 as noted in the table below.

| (Dollars in Thousands)                                   | December 31,<br>2014 | December 31,<br>2013 |
|--|----------------------|----------------------|
| Non-Performing Assets:                                   |                      |                      |
| Non-accrual loans  | \$ 48,789            | \$ 56,402            |
| Renegotiated loans                                       | 1,992                | 3,048                |
| Non-performing loans (NPL)                               | 50,781               | 59,450               |
| Other real estate owned                                  | 19,293               | 22,246               |
| Non-performing assets (NPA)                              | 70,074               | 81,696               |
| 90+ days delinquent and still accruing                   | 4,663                | 1,350                |
| NPAs & 90+ days delinquent                               | \$ 74,737            | \$ 83,046            |
| Impaired loans (includes substandard, doubtful and loss) | \$ 116,223           | \$ 119,755           |

The composition of non-performing assets and 90-day delinquent loans is reflected in the following table.

| (Dollars in Thousands)   | December 31,<br>2014 | December 31,<br>2013 |
|--|----------------------|----------------------|
| Non Performing Assets and 90+ Days Delinquent:                   |                      |                      |
| Commercial and industrial loans                                  | \$ 10,033            | \$ 9,317             |
| Agricultural production financing and other loans to farmers     | 5,800                | 30                   |
| Real estate loans  |                      |                      |
| Construction   | 8,363                | 12,730               |
| Commercial and farmland  | 30,400               | 43,229               |
| Residential  | 17,079               | 15,340               |
| Home equity  | 2,802                | 1,977                |
| Individual's loans for household and other personal expenditures | 260                  | 259                  |
| Lease financing receivables, net of unearned income              |                      |                      |
| Other loans  |                      | 164                  |
| Non performing assets plus 90+ days delinquent                   | \$ 74,737            | \$ 83,046            |

Although the Corporation believes its underwriting and loan review procedures are appropriate for the various kinds of loans it makes, its results of operations and financial condition could be adversely affected in the event the quality of its loan portfolio declines. Deterioration in the economic environment including residential and commercial real estate values may result in increased levels of loan delinquencies and credit losses.

Commercial construction and land development loans were \$207,221,000 at December 31, 2014, an increase of \$30,139,000 from December 31, 2013. At December 31, 2014, construction and land development loans represent 5.3 percent of loans compared to 4.9 percent at December 31, 2013. Management continues to closely monitor this segment of the portfolio, as well as being selective with additional exposure to this industry.

## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

In 2014, total net charge offs were \$6,466,000, a decrease of \$1,678,000 from 2013 and \$13,600,000 from 2012. The Corporation incurred four commercial loan charge offs of \$1 million and greater in 2014 totaling \$8,011,000. The largest charge offs, totaling \$4,794,000, were incurred on a single commercial and agricultural loan relationship. Five recoveries of over \$500,000, totaling \$3,672,000, were recognized during the year. Commercial and farm real estate accounted for \$3,820,000, or 59.1 percent of total net charge offs, compared to \$3,935,000 and 48.3 percent in 2013. The 2014 commercial and farm real estate net charge offs included a single commercial real estate charge off totaling \$2,038,000. At December 31, 2014, commercial and farm real estate loans accounted for 42.6 percent of total loans.

The table below represents loan loss experience for the years indicated.

| <b>(Dollars in Thousands)</b>   | <b>2014</b>      | <b>2013</b>      | <b>2012</b>      |
|---|------------------|------------------|------------------|
| Allowance for loan losses:  |                  |                  |                  |
| Balance at January 1  | \$ 67,870        | \$ 69,366        | \$ 70,898        |
| Charge offs   | 17,382           | 18,134           | 27,272           |
| Recoveries  | 10,916           | 9,990            | 7,206            |
| Net charge offs   | 6,466            | 8,144            | 20,066           |
| Provision for loan losses   | 2,560            | 6,648            | 18,534           |
| Balance at December 31  | <u>\$ 63,964</u> | <u>\$ 67,870</u> | <u>\$ 69,366</u> |
| Ratio of net charge offs during the period to average loans outstanding during the period | 0.17%            | 0.27%            | 0.71%            |
| Ratio of allowance to non-accrual loans   | 131.10%          | 120.30%          | 129.90%          |

The distribution of the net charge offs for the years indicated is provided in the following table.

| <b>(Dollars in Thousands)</b>                                   | <b>December 31, 2014</b> | <b>December 31, 2013</b> | <b>December 31, 2012</b> |
|---|--------------------------|--------------------------|--------------------------|
| Net charge offs:  |                          |                          |                          |
| Commercial and industrial loans                                 | \$ 865                   | \$ 1,932                 | \$ 6,133                 |
| Agricultural production financing and other farm loans          | 970                      | (317)                    | (42)                     |
| Real estate loans   |                          |                          |                          |
| Construction  | (509)                    | 6                        | 271                      |
| Commercial and farmland   | 3,820                    | 3,935                    | 8,399                    |
| Residential   | 633                      | 1,347                    | 3,052                    |
| Home equity   | 453                      | 1,247                    | 1,310                    |
| Individuals loans for household and other personal expenditures | 280                      | 67                       | 435                      |
| Lease financing receivables, net of unearned income             | (22)                     | 11                       | 32                       |
| Other loans   | (24)                     | (84)                     | 476                      |
| Total net charge offs   | <u>\$ 6,466</u>          | <u>\$ 8,144</u>          | <u>\$ 20,066</u>         |

### **Provision and Allowance for Loan Losses**

The allowance for loan losses is maintained through the provision for loan losses, which is a charge against earnings. The provision for loan losses in 2014, 2013 and 2012 were \$2,560,000, \$6,648,000 and \$18,534,000, respectively, showing significant year over year declines.

The amount actually provided for loan losses in any period may be greater than or less than net loan losses, based on management's judgment as to the appropriate level of the allowance for loan losses. The determination of the provision amount and the adequacy of the allowance in any period is based on management's continuing review and evaluation of the loan portfolio, including and internally administered loan "watch" list and an independent review. The evaluation takes into consideration identified credit problems, managements judgment as to the impact of current economic conditions on the portfolio and the possibility of losses inherent in the loan portfolio that are not specifically identified.

See the "CRITICAL ACCOUNTING POLICIES" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

Management believes that the allowance for loan losses is adequate to cover probable incurred losses inherent in the loan portfolio at December 31, 2014. The process for determining the adequacy of the allowance for loan losses is critical to the Corporation's financial results. It requires management to make difficult, subjective and complex judgments to estimate the effect of uncertain matters. The allowance for loan losses considers current factors, including economic conditions and ongoing internal and external examination processes and will increase or decrease as deemed necessary to ensure the allowance remains adequate. In addition, the allowance as a percentage of charge offs and nonperforming loans will change at different points in time based on credit performance, loan mix and collateral values. Management continually evaluates the commercial loan portfolio by including consideration of specific borrower cash flow analysis and estimated collateral values, types and amounts on non-performing loans, past and anticipated loan loss experience, changes in the composition of the loan portfolio, and the current condition and amount of loans outstanding.



## PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

In conformance with ASC 805 and ASC 820, loans purchased after December 31, 2008 are recorded at the acquisition date fair value. Such loans are only included in the allowance to the extent a specific impairment is identified that exceeds the fair value adjustment on an impaired loan or the historical loss and environmental factor analysis indicates losses inherent in a purchased portfolio exceeds the fair value adjustment on the portion of the purchased portfolio not deemed impaired.

At December 31, 2014, the allowance for loan losses was \$63,964,000 a decrease of \$3,906,000 from December 31, 2013. As a percent of loans, the allowance decreased to 1.6 percent at December 31, 2014 from 1.9 percent at December 31, 2013. The decrease in the ratio of allowance to loans was due in part to a \$141,321,000 net increase in loans resulting primarily from the acquisition of Community. During 2014, the specific reserves against impaired loans increased by \$1,186,000, and the allowance decreased by \$5,092,000 in the ASC 450, *Contingencies*, allocation for loans not deemed impaired. Not included in the allowance for loan losses is the remaining fair value discount on acquired loans of \$39,986,000 and \$46,112,000 as of December 31, 2014 and 2013, respectively.

Loans are generally secured by specific items of collateral, including real property and business assets. Allowable methods for determining the amount of impairment include estimating fair value using the fair value of the collateral for collateral dependent loans. If the impaired loan is identified as collateral dependent, then the fair value method of measuring the amount of impairment is utilized. This method requires obtaining a current independent appraisal of the collateral and applying a discount factor to the value. The fair value of real estate is generally determined based on appraisals by qualified licensed appraisers. The appraisers typically determine the value of the real estate by utilizing an income or market valuation approach. Updated "as is" or "liquidation value" appraisals are obtained as individual circumstances and or market conditions warrant. Partially charged off loans measured for impairment based on their collateral value are generally not returned to performing status subsequent to receiving updated appraisals or restructure of the loan. If an appraisal is not available, the fair value may be determined by using a cash flow analysis. Fair value on other collateral such as business assets is typically ascertained by assessing, either singularly or some combination of, asset appraisals, accounts receivable aging reports, inventory listings and or customer financial statements. Both appraised values and values based on borrower's financial information are discounted as considered appropriate based on age and quality of the information and current market conditions.

Loans deemed impaired according to guidance set forth in ASC 310 are evaluated during problem loan meetings held within each reporting period by a special assets management team. Loan collateral and customer financial information are reviewed and the level of impairment is assessed to determine appropriate and accurate reserve and or charge off amounts. Loans or portions of loans are charged off when they are considered uncollectible and of such little value that their continuance as an asset is not warranted. It is the Corporation's policy to recognize losses promptly to prevent overstatement of assets, earnings and capital.

The following table summarizes loan loss reserves by loan segment for the periods ended December 31, 2014 and 2013.

| (Dollars in Thousands)                          | December 31, 2014 |                        |                 |                  |                | Total            |
|---|-------------------|------------------------|-----------------|------------------|----------------|------------------|
|   | Commercial        | Commercial Real Estate | Consumer        | Residential      | Finance Leases |                  |
| Allowance Balances:                             |                   |                        |                 |                  |                |                  |
| Individually evaluated for impairment           | \$ 1,455          | \$ 470                 |                 | \$ 194           |                | \$ 2,119         |
| Collectively evaluated for impairment           | 27,369            | 18,207                 | \$ 2,658        | 12,958           | \$ 3           | 61,195           |
| Loans acquired with deteriorated credit quality |                   | 650                    |                 |                  |                | 650              |
| Total allowance for loan losses                 | <u>\$ 28,824</u>  | <u>\$ 19,327</u>       | <u>\$ 2,658</u> | <u>\$ 13,152</u> | <u>\$ 3</u>    | <u>\$ 63,964</u> |
| (Dollars in Thousands)                          | December 31, 2013 |                        |                 |                  |                | Total            |
|   | Commercial        | Commercial Real Estate | Consumer        | Residential      | Finance Leases |                  |
| Allowance Balances:                             |                   |                        |                 |                  |                |                  |
| Individually evaluated for impairment           | \$ 585            | \$ 763                 |                 | \$ 6             |                | \$ 1,354         |
| Collectively evaluated for impairment           | 26,493            | 22,208                 | \$ 2,515        | 15,071           |                | 66,287           |
| Loans acquired with deteriorated credit quality | 98                | 131                    |                 |                  |                | 229              |
| Total allowance for loan losses                 | <u>\$ 27,176</u>  | <u>\$ 23,102</u>       | <u>\$ 2,515</u> | <u>\$ 15,077</u> |                | <u>\$ 67,870</u> |

The historical loss allocation for loans not deemed impaired according to ASC 310 is the product of the volume of loans within the non-impaired criticized and non-criticized risk grade classifications, each segmented by call code, and the historical loss factor for each respective classification and call code segment. The historical loss factors are based upon actual loss experience within each risk and call code classification. The historical look back period for non-criticized loans is the most recent rolling-four-quarter average and aligns with the look back period for non-impaired criticized loans. Each of the rolling-four-quarter periods used to obtain the average, includes all charge offs for the previous twelve-month period; therefore, the historical look back period goes back seven quarters. The resulting allocation is more reflective of current conditions. Criticized loans are grouped based on the risk grade assigned to the loan. Loans with a special mention grade are assigned a loss factor and loans with a classified grade, but not impaired, are assigned a separate loss factor. The loss factor computation for this allocation includes a segmented historical loss migration analysis of non-impaired loans, by risk grade, to charge off. The decrease in the allowance as a percent of originated loans reflected the impact of the stabilizing economic environment on the Corporation's loan portfolio, resulting in improved credit quality and fewer charge offs. Given the continued credit improvement and the resulting decrease in net charge offs, the historical loss component adjusted downward in 2014.

## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

In addition to the specific reserves and historical loss components of the allowance, consideration is given to various environmental factors to help ensure that losses inherent in the portfolio are reflected in the allowance for loan losses. The environmental component adjusts the historical loss allocations for commercial and consumer loans to reflect relevant current conditions that, in management's opinion, have an impact on loss recognition. Environmental factors that management reviews in the analysis include: National and local economic trends and conditions; trends in growth in the loan portfolio and growth in higher risk areas; levels of, and trends in, delinquencies and non-accruals; experience and depth of lending management and staff; adequacy of, and adherence to, lending policies and procedures including those for underwriting; industry concentrations of credit; and adequacy of risk identification systems and controls through the internal loan review and internal audit processes. Each environmental factor receives an individual qualitative allocation that, in management's opinion, reflects losses inherent in the portfolio that are not reflected in the historical loss components of the allowance. As the economic environment has seen improvement during recent periods, management believes losses inherent in the portfolio may not be immediately apparent for specific identification. At December 31, 2014, the allocation related to environmental considerations totaled \$49,223,000, or 1.5 percent of originated loans compared to \$48,210,000 or 1.6 percent of originated loans at December 31, 2013.

The Corporation's primary market areas for lending are central Indiana, northwestern Indiana, northeastern Illinois, and central Ohio. When evaluating the adequacy of the allowance, consideration is given to this regional geographic concentration and the closely associated effect changing economic conditions have on the Corporation's customers. In management's opinion, the allowance for loan losses at December 31, 2014 is reflective of both the banking environment within the Corporation's footprint and the Corporation's recent loan and loss trends.

### **GOODWILL**

Goodwill is reviewed annually for impairment. The Corporation completed its most recent annual goodwill impairment test as of October 1, 2014 and concluded, based on current events and circumstances, goodwill is not impaired. On November 7, 2014, the Corporation recorded approximately \$13,776,000 of goodwill associated with the Community acquisition. Additionally, on November 12, 2013, the Corporation recorded approximately \$47,573,000 of goodwill associated with the acquisition of CFS.

### **LIQUIDITY**

Liquidity management is the process by which the Corporation ensures that adequate liquid funds are available for the holding company and its subsidiaries. These funds are necessary in order to meet financial commitments on a timely basis. These commitments include withdrawals by depositors, funding credit obligations to borrowers, paying dividends to stockholders, paying operating expenses, funding capital expenditures, and maintaining deposit reserve requirements. Liquidity is monitored and closely managed by the asset/liability committee.

The Corporation's liquidity is dependent upon the receipt of dividends from the Bank, which are subject to certain regulatory limitations and access to other funding sources. Liquidity of the Bank is derived primarily from core deposit growth, principal payments received on loans, the sale and maturity of investment securities, net cash provided by operating activities, and access to other funding sources.

The principal source of asset-funded liquidity is investment securities classified as available for sale, the market values of which totaled \$549,543,000 at December 31, 2014, an increase of \$13,342,000, or 2.5 percent, from December 31, 2013. Securities classified as held to maturity that are maturing within a short period of time can also be a source of liquidity. Securities classified as held to maturity and that are maturing in one year or less totaled \$6,258,000 at December 31, 2014. In addition, other types of assets such as cash and interest-bearing deposits with other banks, federal funds sold and loans maturing within one year are sources of liquidity.

The most stable source of liability-funded liquidity for both the long-term and short-term is deposit growth and retention in the core deposit base. Federal funds purchased and securities sold under agreements to repurchase are also considered a source of liquidity. In addition, Federal Home Loan Bank ("FHLB") advances are utilized as a funding source. At December 31, 2014, total borrowings from the FHLB were \$145,264,000. The Bank has pledged certain mortgage loans and investments to the FHLB. The total available remaining borrowing capacity from the FHLB at December 31, 2014 was \$399,188,000.

On November 1, 2013, the Corporation completed the private issuance and sale to four institutional investors of an aggregate of \$70 million of debt comprised of (a) 5.00 percent Fixed-to-Floating Rate Senior Notes due 2028 in the aggregate principal amount of \$5 million (the "Senior Debt") and (b) 6.75 percent Fixed-to-Floating Rate Subordinated Notes due 2028 in the aggregate principal amount of \$65 million (the "Subordinated Debt"). The Senior Debt agreement contains certain customary representations and warranties and financial and negative covenants. As of December 31, 2014, the Corporation was in compliance with these covenants. The net proceeds of the placement were used to pay off the Corporation's \$55 million credit facility with Bank of America, N.A. which was scheduled to mature on February 15, 2015.

Additionally, on April 11, 2014, the Corporation entered into a line of credit agreement with U.S. Bank, N.A. with a maximum borrowing capacity of \$20 million. As of December 31, 2014, there was no outstanding balance on the line of credit. Interest is payable quarterly based on one-month LIBOR plus 2.00 percent. The line of credit has a quarterly facility fee of 0.25 percent on the unused balance. The maturity date for the line of credit is April 10, 2015. The line of credit agreement contains certain customary representations and warranties and financial and negative covenants. As of December 31, 2014, the Corporation was in compliance with these covenants.

## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

For further details related to the Corporation's borrowings, see Note 12. BORROWINGS, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

In the normal course of business, the Bank is a party to a number of other off-balance sheet activities that contain credit, market and operational risk that are not reflected in whole or in part in the consolidated financial statements. Such activities include: traditional off-balance sheet credit-related financial instruments, commitments under operating leases and long-term debt.

The Bank provides customers with off-balance sheet credit support through loan commitments and standby letters of credit. Summarized credit-related financial instruments at December 31, 2014 are as follows:

| (Dollars in Thousands)            | December 31,<br>2014 |
|-----------------------------------|----------------------|
| Amounts of Commitments:           |                      |
| Loan commitments to extend credit | \$ 1,617,552         |
| Standby letters of credit         | 52,655               |
|                                   | \$ 1,670,207         |

Since many of the commitments are expected to expire unused or be only partially used, the total amount of unused commitments in the preceding table does not necessarily represent future cash requirements.

In addition to owned banking facilities, the Corporation has entered into a number of long-term leasing arrangements to support ongoing activities. The required payments under such commitments and borrowings at December 31, 2014 are as follows:

| (Dollars in Thousands)                      | 2015       | 2016      | 2017      | 2018      | 2019      | 2020 and<br>after | Total      |
|---|------------|-----------|-----------|-----------|-----------|-------------------|------------|
| Operating leases                            | \$ 2,778   | \$ 2,207  | \$ 1,514  | \$ 844    | \$ 537    | \$ 2,724          | \$ 10,604  |
| Federal funds purchased                     | 15,381     |           |           |           |           |                   | 15,381     |
| Securities sold under repurchase agreements | 124,539    |           |           |           |           |                   | 124,539    |
| Federal Home Loan Bank advances             | 30,780     | 41,225    | 15,018    | 25,637    | 12,503    | 20,101            | 145,264    |
| Subordinated debentures and term loans      | 108        |           |           |           |           | 126,702           | 126,810    |
| Total                                       | \$ 173,586 | \$ 43,432 | \$ 16,532 | \$ 26,481 | \$ 13,040 | \$ 149,527        | \$ 422,598 |

### **INTEREST SENSITIVITY AND DISCLOSURES ABOUT MARKET RISK**

Asset and liability management has been an important factor in the Corporation's ability to record consistent earnings growth through periods of interest rate volatility and product deregulation. Management and the Board of Directors monitor the Corporation's liquidity and interest sensitivity positions at regular meetings to review how changes in interest rates may affect earnings. Decisions regarding investment and the pricing of loan and deposit products are made after analysis of reports designed to measure liquidity, rate sensitivity, the Corporation's exposure to changes in net interest income given various rate scenarios and the economic and competitive environments.

It is the objective of the Corporation to monitor and manage risk exposure to net interest income caused by changes in interest rates. It is the goal of the Corporation's asset and liability management function to provide optimum and stable net interest income. To accomplish this, management uses two asset liability tools. GAP/Interest rate sensitivity reports and net interest income simulation modeling are constructed, presented and monitored quarterly. Management believes that the Corporation's liquidity and interest sensitivity position at December 31, 2014, remained adequate to meet the Corporation's primary goal of achieving optimum interest margins while avoiding undue interest rate risk.

## PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following table presents the Corporation's interest rate sensitivity analysis as of December 31, 2014.

| (Dollars in Thousands)                           | December 31, 2014   |                     |                     |                     |                     |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
|  | 1-180 Days          | 181-365 Days        | 1-5 Years           | Beyond 5 Years      | Total               |
| <b>Rate-Sensitive Assets:</b>                    |                     |                     |                     |                     |                     |
| Interest-bearing deposits                        | \$ 47,520           |                     |                     |                     | \$ 47,520           |
| Investment securities                            | 79,709              | \$ 86,260           | \$ 392,530          | \$ 622,132          | 1,180,631           |
| Loans  | 2,102,140           | 364,716             | 1,004,666           | 453,343             | 3,924,865           |
| Federal Reserve and Federal Home Loan Bank stock |                     |                     | 41,353              |                     | 41,353              |
| <b>Total rate-sensitive assets</b>               | <b>\$ 2,229,369</b> | <b>\$ 450,976</b>   | <b>\$ 1,438,549</b> | <b>\$ 1,075,475</b> | <b>\$ 5,194,369</b> |
| <b>Rate-Sensitive Liabilities:</b>               |                     |                     |                     |                     |                     |
| Interest-bearing deposits                        | \$ 2,708,756        | \$ 187,611          | \$ 478,987          | \$ 194,481          | \$ 3,569,835        |
| Federal funds purchased                          | 15,381              |                     |                     |                     | 15,381              |
| Securities sold under repurchase agreements      | 124,539             |                     |                     |                     | 124,539             |
| Federal Home Loan Bank advances                  | 36,328              | 27,052              | 69,260              | 12,624              | 145,264             |
| Subordinated debentures and term loans           | 56,702              |                     |                     | 70,108              | 126,810             |
| <b>Total rate-sensitive liabilities</b>          | <b>\$ 2,941,706</b> | <b>\$ 214,663</b>   | <b>\$ 548,247</b>   | <b>\$ 277,213</b>   | <b>\$ 3,981,829</b> |
| <b>Interest rate sensitivity gap by period</b>   | <b>\$ (712,337)</b> | <b>\$ 236,313</b>   | <b>\$ 890,302</b>   | <b>\$ 798,262</b>   |                     |
| <b>Cumulative rate sensitivity gap</b>           | <b>\$ (712,337)</b> | <b>\$ (476,024)</b> | <b>\$ 414,278</b>   | <b>\$ 1,212,540</b> |                     |
| <b>Cumulative rate sensitivity gap ratio</b>     |                     |                     |                     |                     |                     |
| at December 31, 2014                             | 75.8%               | 84.9%               | 111.2%              | 130.5%              |                     |
| at December 31, 2013                             | 104.6%              | 106.4%              | 113.0%              | 124.5%              |                     |

The Corporation had a cumulative positive gap of \$476,024,000 in the one-year horizon at December 31, 2014 or 8.17 percent of total assets.

The Corporation places its greatest credence in net interest income simulation modeling. The above GAP/Interest rate sensitivity report is believed by the Corporation's management to have two major shortfalls. The GAP/Interest rate sensitivity report fails to precisely gauge how often an interest rate sensitive product reprices, nor is it able to measure the magnitude of potential future rate movements.

Net interest income simulation modeling, or earnings-at-risk, measures the sensitivity of net interest income to various interest rate movements. The Corporation's asset liability process monitors simulated net interest income under three separate interest rate scenarios; base, rising and falling. Estimated net interest income for each scenario is calculated over a twelve-month horizon. The immediate and parallel changes to the base case scenario used in the model are presented below. The interest rate scenarios are used for analytical purposes and do not necessarily represent management's view of future market movements. Rather, these are intended to provide a measure of the degree of volatility interest rate movements may introduce into the earnings of the Corporation.

The base scenario is highly dependent on numerous assumptions embedded in the model, including assumptions related to future interest rates. While the base sensitivity analysis incorporates management's best estimate of interest rate and balance sheet dynamics under various market rate movements, the actual behavior and resulting earnings impact will likely differ from that projected. For certain assets, the base simulation model captures the expected prepayment behavior under changing interest rate environments. Assumptions and methodologies regarding the interest rate or balance behavior of indeterminate maturity products, such as savings, money market, NOW and demand deposits, reflect management's best estimate of expected future behavior.

## PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The comparative rising 200 basis points and falling 100 basis points scenarios below, as of December 31, 2014, assume further interest rate changes in addition to the base simulation discussed above. These changes are immediate and parallel changes to the base case scenario. In the current rate environment, many driver rates are at or near historical lows, thus total rate movements (beginning point minus ending point) to each of the various driver rates utilized by management have the following results:

| At December 31, 2014 |                              |                               |
|----------------------|------------------------------|-------------------------------|
| Driver Rates         | RISING<br>(200 Basis Points) | FALLING<br>(100 Basis Points) |
| Prime                | 200                          | 0                             |
| Federal Funds        | 200                          | 0                             |
| One-Year CMT         | 200                          | (15)                          |
| Three-Year CMT       | 200                          | (83)                          |
| Five-Year CMT        | 200                          | (100)                         |
| CD's                 | 200                          | (23)                          |
| FHLB                 | 200                          | (43)                          |

Results for the base, rising 200 basis points, and falling 100 basis points interest rate scenarios are listed below based upon the Corporation's rate sensitive assets and liabilities at December 31, 2014. The net interest income shown represents cumulative net interest income over a twelve-month time horizon. Balance sheet assumptions used for the base scenario are the same for the rising and falling simulations.

| (Dollars in Thousands)      | At December 31, 2014 |                              |                               |
|-----------------------------|----------------------|------------------------------|-------------------------------|
|                             | Base                 | RISING<br>(200 Basis Points) | FALLING<br>(100 Basis Points) |
| Net Interest Income         | \$ 180,175           | \$ 192,164                   | \$ 175,118                    |
| Variance from Base          |                      | \$ 11,989                    | \$ (5,057)                    |
| Percent of Change from Base |                      | 6.65%                        | (2.81)%                       |

The comparative rising 200 basis points and falling 100 basis points scenarios below, as of December 31, 2013, assume further interest rate changes in addition to the base simulation discussed above. These changes are immediate and parallel changes to the base case scenario. In addition, total rate movements (beginning point minus ending point) to each of the various driver rates utilized by management in the base simulation are as follows:

| At December 31, 2013 |                              |                               |
|----------------------|------------------------------|-------------------------------|
| Driver Rates         | RISING<br>(200 Basis Points) | FALLING<br>(100 Basis Points) |
| Prime                | 200                          | 0                             |
| Federal Funds        | 200                          | 0                             |
| One-Year CMT         | 200                          | (5)                           |
| Three-Year CMT       | 200                          | (50)                          |
| Five-Year CMT        | 200                          | (100)                         |
| CD's                 | 200                          | (20)                          |
| FHLB                 | 200                          | (33)                          |

Results for the base, rising 200 basis points, and falling 100 basis points interest rate scenarios are listed below. The net interest income shown represents cumulative net interest income over a twelve-month time horizon. Balance sheet assumptions used for the base scenario are the same for the rising and falling simulations.

| (Dollars in Thousands)      | At December 31, 2013 |                              |                               |
|-----------------------------|----------------------|------------------------------|-------------------------------|
|                             | Base                 | RISING<br>(200 Basis Points) | FALLING<br>(100 Basis Points) |
| Net Interest Income         | \$ 179,646           | \$ 190,736                   | \$ 175,238                    |
| Variance from Base          |                      | \$ 11,090                    | \$ (4,408)                    |
| Percent of Change from Base |                      | 6.17%                        | (2.45)%                       |

## PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### EARNING ASSETS

The following table presents the earning asset mix as of December 31, 2014, and 2013. Earnings assets increased by \$374,226,000. Loans and loans held for sale and investment securities increased by \$294,360,000 and \$85,052,000, respectively. The four largest loan segments that experienced increases were commercial and industrial, commercial and farmland, home equity and residential. A slight decrease was noted in agricultural production financing and other loans to farmers. The two most significant earning assets acquire in the Community transaction were loans of \$145,064,000 and investment securities available for sale of \$76,807,000.

| (Dollars in Thousands)                           | December 31,        | December 31,        |
|--|---------------------|---------------------|
|  | 2014                | 2013                |
| Interest-bearing time deposits                   | \$ 47,520           | \$ 55,069           |
| Investment securities available for sale         | 549,543             | 536,201             |
| Investment securities held to maturity           | 631,088             | 559,378             |
| Mortgage loans held for sale                     | 7,235               | 5,331               |
| Loans  | 3,924,865           | 3,632,409           |
| Federal Reserve and Federal Home Loan Bank stock | 41,353              | 38,990              |
|  | <u>\$ 5,201,604</u> | <u>\$ 4,827,378</u> |

### DEPOSITS AND BORROWINGS

The table below reflects the level of deposits and borrowed funds (federal funds purchased, repurchase agreements; FHLB advances; subordinated debentures and term loans) based on year-end levels at December 31, 2014 and 2013.

| (Dollars in Thousands)                      | December 31,        | December 31,        |
|---|---------------------|---------------------|
|   | 2014                | 2013                |
| Deposits                                    | \$ 4,640,694        | \$ 4,231,468        |
| Federal funds purchased                     | 15,381              | 125,645             |
| Securities sold under repurchase agreements | 124,539             | 148,672             |
| Federal Home Loan Bank advances             | 145,264             | 122,140             |
| Subordinated debentures and term loans      | 126,810             | 126,807             |
|   | <u>\$ 5,052,688</u> | <u>\$ 4,754,732</u> |

The Corporation has leveraged its capital position with FHLB advances, as well as repurchase agreements, which are pledged against acquired investment securities as collateral for the borrowings. Further discussion regarding FHLB advances is included in Management's Discussion and Analysis of Financial Condition and Results of Operations under the heading "LIQUIDITY". Additionally, the interest rate risk is included as part of the Corporation's interest simulation discussed in Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K under the heading "INTEREST SENSITIVITY AND DISCLOSURES ABOUT MARKET RISK".

## **PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

### **INCOME TAXES**

Income tax expense totaled \$21,390,000 for 2014 compared to \$14,677,000 for 2013. The Corporation's federal statutory income tax rate is 35 percent and its state tax rate varies from 0 to 9.5 percent depending on the state in which the subsidiary company is domiciled. The Corporation's effective tax rate is lower than the blended effective statutory federal and state rates primarily due to the Corporation's income on tax-exempt securities and loans, income generated by the subsidiaries domiciled in a state with no state or local income tax, income tax credits generated from investments in affordable housing projects, tax-exempt earnings from bank-owned life insurance contracts and reduced state taxes, resulting from the effect of state income apportionment. The reconciliation of federal statutory to actual tax expense is shown in Note 22, INCOME TAX, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

The Corporation's tax asset, deferred and receivable decreased from \$56,614,000 at December 31, 2013 to \$41,960,000 at December 31, 2014. In addition, the Corporation's net deferred tax asset has decreased from \$55,785,000 at December 31, 2013 to \$39,392,000 at December 31, 2014. The \$16,393,000 decrease in the Corporation's net deferred tax asset was due to a combination of a decrease in deferred tax assets and an increase in deferred tax liabilities. The largest deferred tax asset decreases were associated with accounting for loans, other than temporary impairment on securities, and other real estate owned in the amounts of \$3,669,000, \$3,261,000 and \$1,988,000, respectively. Partially offsetting these deferred tax asset decreases was the \$2,180,000 net change in the shift of the accounting for pensions and other employee benefits from a deferred tax liability to a deferred tax asset. Finally, the largest deferred tax liability increase of \$7,742,000 resulted from the accounting for unrealized gains on available for sale securities.

The Corporation has recorded a valuation allowance of \$17,568,000 related to deferred state taxes as it does not anticipate having future state taxable income sufficient to fully utilize the deferred state tax asset. This is primarily due to the Corporation's current tax structure as noted above.

### **INFLATION**

Changing prices of goods, services and capital affect the financial position of every business enterprise. The level of market interest rates and the price of funds loaned or borrowed fluctuate due to changes in the rate of inflation and various other factors, including government monetary policy.

Fluctuating interest rates affect the Corporation's net interest income and loan volume. As the inflation rate increases, the purchasing power of the dollar decreases. Those holding fixed-rate monetary assets incur a loss, while those holding fixed-rate monetary liabilities enjoy a gain. The nature of a financial holding company's operations is such that there will generally be an excess of monetary assets over monetary liabilities, and, thus, a financial holding company will tend to suffer from an increase in the rate of inflation and benefit from a decrease.

### **OTHER**

The Securities and Exchange Commission maintains a website that contains reports, proxy and information statements and other information regarding registrants that file electronically with the Commission, including the Corporation, and that address is [www.sec.gov](http://www.sec.gov).

***PART II: ITEM 7. AND ITEM 7A. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL  
CONDITION AND RESULTS OF OPERATIONS***

**ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.**

The quantitative and qualitative disclosures about market risk information are presented in the "INTEREST SENSITIVITY AND DISCLOSURES ABOUT MARKET RISK" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.



## **PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

### **ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA.**

#### **Report of Independent Registered Public Accounting Firm**

Audit Committee, Board of Directors and Stockholders  
First Merchants Corporation  
Muncie, Indiana

We have audited the accompanying consolidated balance sheets of First Merchants Corporation (Corporation) as of December 31, 2014 and 2013, and the related consolidated statements of income, comprehensive income, stockholders' equity and cash flows for each of the years in the three-year period ended December 31, 2014. The Corporation's management is responsible for these financial statements. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. Our audits included examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of First Merchants Corporation as of December 31, 2014 and 2013, and the results of its operations and its cash flows for each of the years in the three-year period ended December 31, 2014, in conformity with accounting principles generally accepted in the United States of America.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), First Merchants Corporation's internal control over financial reporting as of December 31, 2014, based on criteria established in *Internal Control-Integrated Framework (1992)* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) and our report dated February 27, 2015, expressed an unqualified opinion on the effectiveness of the Corporation's internal control over financial reporting.

**BKD, LLP**

Indianapolis, Indiana  
February 27, 2015

## PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

### CONSOLIDATED FINANCIAL STATEMENTS

#### CONSOLIDATED BALANCE SHEETS

| (Dollars in Thousands, Except Share Data)                                      | December 31,<br>2014 | December 31,<br>2013 |
|--|----------------------|----------------------|
| <b>ASSETS</b>  |                      |                      |
| Cash and cash equivalents  | \$ 118,616           | \$ 109,434           |
| Interest-bearing time deposits   | 47,520               | 55,069               |
| Investment securities available for sale                                       | 549,543              | 536,201              |
| Investment securities held to maturity (fair value of \$647,723 and \$560,847) | 631,088              | 559,378              |
| Loans held for sale  | 7,235                | 5,331                |
| Loans  | 3,924,865            | 3,632,409            |
| Less: Allowance for loan losses  | (63,964)             | (67,870)             |
| Net loans  | 3,860,901            | 3,564,539            |
| Premises and equipment   | 77,691               | 74,454               |
| Federal Reserve and Federal Home Loan Bank stock                               | 41,353               | 38,990               |
| Interest receivable  | 19,984               | 18,672               |
| Core deposit intangibles   | 16,031               | 13,818               |
| Goodwill   | 202,724              | 188,948              |
| Cash surrender value of life insurance   | 169,424              | 164,571              |
| Other real estate owned  | 19,293               | 22,246               |
| Tax asset, deferred and receivable   | 41,960               | 56,614               |
| Other assets   | 20,764               | 28,997               |
| <b>TOTAL ASSETS</b>  | <b>\$ 5,824,127</b>  | <b>\$ 5,437,262</b>  |
| <b>LIABILITIES</b>   |                      |                      |
| Deposits:  |                      |                      |
| Noninterest-bearing  | \$ 1,070,859         | \$ 930,772           |
| Interest-bearing   | 3,569,835            | 3,300,696            |
| <b>Total Deposits</b>  | <b>4,640,694</b>     | <b>4,231,468</b>     |
| Borrowings:  |                      |                      |
| Federal funds purchased  | 15,381               | 125,645              |
| Securities sold under repurchase agreements                                    | 124,539              | 148,672              |
| Federal Home Loan Bank advances  | 145,264              | 122,140              |
| Subordinated debentures and term loans   | 126,810              | 126,807              |
| <b>Total Borrowings</b>  | <b>411,994</b>       | <b>523,264</b>       |
| Interest payable   | 3,201                | 1,771                |
| Other liabilities  | 41,411               | 45,836               |
| <b>Total Liabilities</b>   | <b>5,097,300</b>     | <b>4,802,339</b>     |
| <b>COMMITMENTS AND CONTINGENT LIABILITIES</b>                                  |                      |                      |
| <b>STOCKHOLDERS' EQUITY</b>  |                      |                      |
| Cumulative Preferred Stock, \$1,000 par value, \$1,000 liquidation value:      |                      |                      |
| Authorized - 600 shares  |                      |                      |
| Issued and outstanding - 125 shares  | 125                  | 125                  |
| Common Stock, \$.125 stated value:   |                      |                      |
| Authorized - 50,000,000 shares   |                      |                      |
| Issued and outstanding - 37,669,948 and 35,921,761 shares                      | 4,709                | 4,490                |
| Additional paid-in capital   | 431,220              | 393,783              |
| Retained earnings  | 292,403              | 242,935              |
| Accumulated other comprehensive loss   | (1,630)              | (6,410)              |
| <b>Total Stockholders' Equity</b>  | <b>726,827</b>       | <b>634,923</b>       |
| <b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>                              | <b>\$ 5,824,127</b>  | <b>\$ 5,437,262</b>  |

See notes to consolidated financial statements.

## PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

### CONSOLIDATED FINANCIAL STATEMENTS

#### CONSOLIDATED STATEMENTS OF INCOME

| (Dollars in Thousands, Except Share Data)                      | December 31,<br>2014 | December 31,<br>2013 | December 31,<br>2012 |
|--|----------------------|----------------------|----------------------|
| <b>INTEREST INCOME</b>   |                      |                      |                      |
| Loans receivable:  |                      |                      |                      |
| Taxable  | \$ 172,039           | \$ 142,752           | \$ 146,745           |
| Tax-exempt   | 327                  | 393                  | 480                  |
| Investment securities:   |                      |                      |                      |
| Taxable  | 19,882               | 15,214               | 17,027               |
| Tax-exempt   | 14,383               | 10,829               | 10,189               |
| Deposits with financial institutions                           | 124                  | 158                  | 100                  |
| Federal Reserve and Federal Home Loan Bank stock               | 2,124                | 1,488                | 1,408                |
| <b>Total Interest Income</b>                                   | <b>208,879</b>       | <b>170,834</b>       | <b>175,949</b>       |
| <b>INTEREST EXPENSE</b>  |                      |                      |                      |
| Deposits   | 11,678               | 10,053               | 14,800               |
| Federal funds purchased  | 177                  | 102                  | 69                   |
| Securities sold under repurchase agreements                    | 529                  | 787                  | 907                  |
| Federal Home Loan Bank advances                                | 2,842                | 2,096                | 2,624                |
| Subordinated debentures, revolving credit lines and term loans | 6,616                | 3,531                | 5,213                |
| <b>Total Interest Expense</b>                                  | <b>21,842</b>        | <b>16,569</b>        | <b>23,613</b>        |
| <b>NET INTEREST INCOME</b>                                     | <b>187,037</b>       | <b>154,265</b>       | <b>152,336</b>       |
| Provision for loan losses                                      | 2,560                | 6,648                | 18,534               |
| <b>NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES</b>     | <b>184,477</b>       | <b>147,617</b>       | <b>133,802</b>       |
| <b>OTHER INCOME</b>  |                      |                      |                      |
| Service charges on deposit accounts                            | 15,747               | 12,400               | 11,587               |
| Fiduciary activities   | 8,966                | 8,594                | 7,891                |
| Other customer fees  | 15,699               | 11,866               | 11,233               |
| Commission income  | 7,411                | 7,141                | 6,224                |
| Earnings on cash surrender value of life insurance             | 3,659                | 2,613                | 3,418                |
| Net gains and fees on sales of loans                           | 4,899                | 7,511                | 10,628               |
| Net realized gains on sales of available for sale securities   | 3,581                | 487                  | 2,389                |
| Gain on FDIC modified whole bank transaction                   |                      |                      | 9,124                |
| Other income   | 5,705                | 4,197                | 1,808                |
| <b>Total Other Income</b>                                      | <b>65,667</b>        | <b>54,809</b>        | <b>64,302</b>        |
| <b>OTHER EXPENSES</b>  |                      |                      |                      |
| Salaries and employee benefits                                 | 96,499               | 85,413               | 79,398               |
| Net occupancy  | 13,831               | 10,291               | 10,186               |
| Equipment  | 9,337                | 7,737                | 7,201                |
| Marketing  | 3,464                | 2,236                | 2,158                |
| Outside data processing fees                                   | 7,315                | 5,591                | 5,656                |
| Printing and office supplies                                   | 1,565                | 1,340                | 1,169                |
| Core deposit amortization                                      | 2,445                | 1,649                | 1,927                |
| FDIC assessments   | 3,738                | 2,862                | 3,509                |
| Other real estate owned and foreclosure expenses               | 8,043                | 6,661                | 8,178                |
| Professional and other outside services                        | 8,116                | 8,297                | 6,228                |
| Other expenses   | 14,239               | 11,142               | 11,505               |
| <b>Total Other Expenses</b>                                    | <b>168,592</b>       | <b>143,219</b>       | <b>137,115</b>       |
| <b>INCOME BEFORE INCOME TAX</b>                                | <b>81,552</b>        | <b>59,207</b>        | <b>60,989</b>        |
| Income tax expense   | 21,390               | 14,677               | 15,867               |
| <b>NET INCOME</b>  | <b>60,162</b>        | <b>44,530</b>        | <b>45,122</b>        |
| Preferred stock dividends                                      |                      | (2,380)              | (4,539)              |
| <b>NET INCOME AVAILABLE TO COMMON STOCKHOLDERS</b>             | <b>\$ 60,162</b>     | <b>\$ 42,150</b>     | <b>\$ 40,583</b>     |
| <b>NET INCOME AVAILABLE TO COMMON STOCKHOLDERS PER SHARE:</b>  |                      |                      |                      |
| Basic  | \$ 1.66              | \$ 1.42              | \$ 1.42              |

See notes to consolidated financial statements.

**PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**  
**CONSOLIDATED FINANCIAL STATEMENTS**

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

| (Dollars in Thousands)  | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|---|-------------------|-------------------|-------------------|
| Net income  | \$ 60,162         | \$ 44,530         | \$ 45,122         |
| Other comprehensive income (loss) net of tax:   |                   |                   |                   |
| Unrealized holding gain (loss) on securities available for sale arising during the period, net of tax of \$8,001, \$6,841, and \$654  | 14,860            | (12,705)          | 1,214             |
| Unrealized loss on securities transferred to held-to-maturity, net of tax of \$0, \$1,786, and \$0  |                   | (3,316)           |                   |
| Unrealized gain (loss) on securities available for sale for which a portion of an other than temporary impairment has been recognized in income, net of tax of \$995, \$767, and \$56 | 1,847             | 1,425             | (104)             |
| Unrealized gain (loss) on cash flow hedges arising during the period, net of tax of \$1,397, \$831, and \$514   | (2,599)           | 1,543             | (952)             |
| Reclassification adjustment for net losses (gains) included in net income net of tax of \$760, \$157, and \$759   | (1,410)           | 291               | (1,413)           |
| Defined benefit pension plans, net of tax of \$4,264, \$6,382, and \$346  |                   |                   |                   |
| Net gain (loss) arising during period   | (7,580)           | 10,704            | (577)             |
| Amortization of prior service cost  | (338)             | 1,147             | (65)              |
|   | 4,780             | (911)             | (1,897)           |
| Comprehensive income  | <u>\$ 64,942</u>  | <u>\$ 43,619</u>  | <u>\$ 43,225</u>  |

See notes to consolidated financial statements.

## PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

### CONSOLIDATED FINANCIAL STATEMENTS

#### CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY

| (Dollars in Thousands, Except Share Data)                           | Preferred     |                  | Common Stock      |                 | Additional<br>Paid in<br>Capital | Retained<br>Earnings | Accumulated Other<br>Comprehensive<br>Income (Loss) | Total             |
|---|---------------|------------------|-------------------|-----------------|----------------------------------|----------------------|---|-------------------|
|   | Shares        | Amount           | Shares            | Amount          |                                  |                      |   |                   |
| <b>Balances, December 31, 2011</b>                                  | <b>90,908</b> | <b>\$ 90,908</b> | <b>28,559,707</b> | <b>\$ 3,570</b> | <b>\$ 254,874</b>                | <b>\$ 168,717</b>    | <b>\$ (3,602)</b>                                   | <b>\$ 514,467</b> |
| Comprehensive income  |               |                  |                   |                 |                                  |                      |   |                   |
| Net income  |               |                  |                   |                 |                                  | 45,122               |   | 45,122            |
| Other comprehensive income (loss), net of tax                       |               |                  |                   |                 |                                  |                      | (1,897)   | (1,897)           |
| Cash dividends on common stock (\$.10 per share)                    |               |                  |                   |                 |                                  | (2,903)              |   | (2,903)           |
| Cash dividends on preferred stock under small business lending fund |               |                  |                   |                 |                                  | (4,539)              |   | (4,539)           |
| Share-based compensation  |               |                  | 86,325            | 11              | 1,481                            |                      |   | 1,492             |
| Stock issued under employee benefit plans                           |               |                  | 41,867            | 5               | 444                              |                      |   | 449               |
| Stock issued under dividend reinvestment and stock purchase plan    |               |                  | 15,709            | 2               | 200                              |                      |   | 202               |
| Stock options exercised   |               |                  | 10,500            | 1               | 77                               |                      |   | 78                |
| Stock redeemed  |               |                  | (21,492)          | (2)             | (233)                            |                      |   | (235)             |
| <b>Balances, December 31, 2012</b>                                  | <b>90,908</b> | <b>\$ 90,908</b> | <b>28,692,616</b> | <b>\$ 3,587</b> | <b>\$ 256,843</b>                | <b>\$ 206,397</b>    | <b>\$ (5,499)</b>                                   | <b>\$ 552,236</b> |
| Comprehensive income  |               |                  |                   |                 |                                  |                      |   |                   |
| Net income  |               |                  |                   |                 |                                  | 44,530               |   | 44,530            |
| Other comprehensive income (loss), net of tax                       |               |                  |                   |                 |                                  |                      | (911)   | (911)             |
| Cash dividends on common stock (\$.18 per share)                    |               |                  |                   |                 |                                  | (5,612)              |   | (5,612)           |
| Cash dividends on preferred stock under small business lending fund |               |                  |                   |                 |                                  | (2,380)              |   | (2,380)           |
| Preferred stock redemption under small business lending fund        | (90,783)      | (90,783)         |                   |                 |                                  |                      |   | (90,783)          |
| Issuance of common stock related to acquisition                     |               |                  | 7,079,457         | 885             | 134,757                          |                      |   | 135,642           |
| Share-based compensation  |               |                  | 116,978           | 15              | 1,758                            |                      |   | 1,773             |
| Stock issued under employee benefit plans                           |               |                  | 33,451            | 4               | 475                              |                      |   | 479               |
| Stock issued under dividend reinvestment and stock purchase plan    |               |                  | 18,449            | 2               | 323                              |                      |   | 325               |
| Stock options exercised   |               |                  | 13,750            | 2               | 113                              |                      |   | 115               |
| Stock redeemed  |               |                  | (32,940)          | (5)             | (486)                            |                      |   | (491)             |
| <b>Balances, December 31, 2013</b>                                  | <b>125</b>    | <b>\$ 125</b>    | <b>35,921,761</b> | <b>\$ 4,490</b> | <b>\$ 393,783</b>                | <b>\$ 242,935</b>    | <b>\$ (6,410)</b>                                   | <b>\$ 634,923</b> |
| Comprehensive income  |               |                  |                   |                 |                                  |                      |   |                   |
| Net income  |               |                  |                   |                 |                                  | 60,162               |   | 60,162            |
| Other comprehensive income, net of tax                              |               |                  |                   |                 |                                  |                      | 4,780   | 4,780             |
| Cash dividends on common stock (\$.29 per share)                    |               |                  |                   |                 |                                  | (10,694)             |   | (10,694)          |
| Issuance of common stock related to acquisition                     |               |                  | 1,574,298         | 197             | 34,784                           |                      |   | 34,981            |
| Share-based compensation  |               |                  | 132,446           | 17              | 2,160                            |                      |   | 2,177             |
| Stock issued under employee benefit plans                           |               |                  | 26,547            | 3               | 475                              |                      |   | 478               |
| Stock issued under dividend reinvestment and stock purchase plan    |               |                  | 24,556            | 3               | 520                              |                      |   | 523               |
| Stock options exercised   |               |                  | 41,249            | 5               | 559                              |                      |   | 564               |
| Stock redeemed  |               |                  | (50,909)          | (6)             | (1,061)                          |                      |   | (1,067)           |
| <b>Balances, December 31, 2014</b>                                  | <b>125</b>    | <b>\$ 125</b>    | <b>37,669,948</b> | <b>\$ 4,709</b> | <b>\$ 431,220</b>                | <b>\$ 292,403</b>    | <b>\$ (1,630)</b>                                   | <b>\$ 726,827</b> |

See notes to consolidated financial statements.

## PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

### CONSOLIDATED FINANCIAL STATEMENTS

#### CONSOLIDATED STATEMENTS OF CASH FLOWS

| (Dollars in Thousands)  | December 31,<br>2014 | December 31,<br>2013 | December 31,<br>2012 |
|---|----------------------|----------------------|----------------------|
| <b>Cash Flow From Operating Activities:</b>                                       |                      |                      |                      |
| Net income  | \$ 60,162            | \$ 44,530            | \$ 45,122            |
| Adjustments to reconcile net income to net cash provided by operating activities: |                      |                      |                      |
| Provision for loan losses   | 2,560                | 6,648                | 18,534               |
| Depreciation and amortization   | 6,007                | 4,670                | 4,472                |
| Change in deferred taxes  | 23,051               | 13,939               | 15,890               |
| Share-based compensation  | 2,177                | 1,773                | 1,492                |
| Tax benefit from stock options exercised  | (60)                 |                      |                      |
| Loans originated for sale   | (222,892)            | (280,693)            | (393,565)            |
| Proceeds from sales of Loans  | 220,988              | 297,851              | 389,129              |
| Gain on acquisition   |                      |                      | (9,124)              |
| Gains on sales of securities available for sale                                   | (3,581)              | (487)                | (2,389)              |
| Change in interest receivable   | (545)                | (535)                | 1,884                |
| Change in interest payable  | 1,332                | (364)                | (1,451)              |
| Change in other receivable  |                      | 110,032              |                      |
| Other adjustments   | (13,359)             | (14,233)             | 275                  |
| Net cash provided by operating activities   | \$ 75,840            | \$ 183,131           | \$ 70,269            |
| <b>Cash Flows from Investing Activities:</b>                                      |                      |                      |                      |
| Net change in interest-bearing deposits   | \$ 24,075            | \$ 196,753           | \$ 14,408            |
| Purchases of:   |                      |                      |                      |
| Securities available for sale   | (110,936)            | (398,491)            | (139,555)            |
| Securities held to maturity   | (142,988)            | (11,145)             | (4,262)              |
| Proceeds from sales of securities available for sale                              | 126,575              | 25,222               | 52,350               |
| Proceeds from maturities of:  |                      |                      |                      |
| Securities available for sale   | 68,339               | 93,273               | 112,141              |
| Securities held to maturity   | 69,420               | 78,534               | 68,118               |
| Change in Federal Reserve and Federal Home Loan Bank stock                        | (413)                | (17)                 | 246                  |
| Net change in loans   | (170,109)            | (142,861)            | (123,036)            |
| Net cash and cash equivalents received (paid) in acquisition                      | (10,084)             | 10,992               | 29,113               |
| Proceeds from the sale of other real estate owned                                 | 14,241               | 12,346               | 4,428                |
| Other adjustments   | 5,889                | (2,768)              | (2,065)              |
| Net cash provided by (used in) investing activities                               | \$ (125,991)         | \$ (138,162)         | \$ 11,886            |
| <b>Cash Flows from Financing Activities:</b>                                      |                      |                      |                      |
| Net change in :   |                      |                      |                      |
| Demand and savings deposits   | \$ 53,062            | \$ 141,052           | \$ 228,725           |
| Certificates of deposit and other time deposits                                   | 127,740              | (211,399)            | (142,906)            |
| Borrowings  | 678,290              | 295,537              | 138,127              |
| Repayment of borrowings   | (789,563)            | (163,838)            | (271,005)            |
| Cash dividends on common stock  | (10,694)             | (5,612)              | (2,903)              |
| Cash dividends on preferred stock   |                      | (2,380)              | (4,539)              |
| Stock issued under employee benefit plans   | 478                  | 479                  | 449                  |
| Stock issued under dividend reinvestment and stock purchase plans                 | 523                  | 325                  | 202                  |
| Stock options exercised   | 504                  | 115                  | 78                   |
| Tax benefit from stock options exercised  | 60                   |                      |                      |
| Cumulative preferred stock redeemed (SBLF)  |                      | (90,783)             |                      |
| Stock redeemed  | (1,067)              | (491)                | (235)                |
| Net cash provided by (used in) financing activities                               | \$ 59,333            | \$ (36,995)          | \$ (54,007)          |
| <b>Net Change in Cash and Cash Equivalents</b>                                    | <b>9,182</b>         | <b>7,974</b>         | <b>28,148</b>        |
| Cash and Cash Equivalents, January 1  | 109,434              | 101,460              | 73,312               |
| Cash and Cash Equivalents, December 31  | \$ 118,616           | \$ 109,434           | \$ 101,460           |
| <b>Additional cash flow information:</b>  |                      |                      |                      |
| Interest paid   | \$ 20,412            | \$ 16,639            | \$ 24,697            |

|   |       |       |        |
|---|-------|-------|--------|
| Income tax paid   | 6,209 | 7,578 | 11,738 |
| Loans transferred to other real estate owned              | 4,431 | 7,170 | 4,441  |
| Fixed assets transferred to other real estate owned       | 297   | 461   |        |
| Non-cash investing activities using trade date accounting | 3,170 | 4,984 | 1,518  |

## CONSOLIDATED STATEMENTS OF CASH FLOWS - CONTINUED

In conjunction with the acquisitions, liabilities were assumed as follows:

|                                     | December 31,<br>2014 | December 31,<br>2013 | December 31,<br>2012 |
|-------------------------------------|----------------------|----------------------|----------------------|
| Fair value of assets acquired       | \$ 280,725           | \$ 1,132,231         | \$ 128,923           |
| Cash received (paid) in acquisition | (14,208)             |                      | 17,200               |
| Net gain on acquisition             |                      |                      | (9,124)              |
| Less: Common stock issued           | 34,981               | 135,642              |                      |
| Liabilities assumed                 | <u>\$ 231,536</u>    | <u>\$ 996,589</u>    | <u>\$ 136,999</u>    |

See notes to consolidated financial statements.



**PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
*(table dollar amounts in thousands, except share data)*

**NOTE 1**

**NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accounting and reporting policies of First Merchants Corporation (the "Corporation"), and its principal wholly owned subsidiaries, First Merchants Bank, N.A. (the "Bank"), and First Merchants Insurance Services, Inc. operating as First Merchants Insurance Group ("FMIG"), conform to accounting principles generally accepted in the United States of America and reporting practices followed by the banking industry. The Bank also operates Lafayette Bank and Trust, Commerce National Bank, Community Bank of Noblesville and First Merchants Trust Company as divisions of First Merchants Bank, N.A.

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect 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 from those estimates.

The Corporation is a financial holding company whose principal activity is the ownership and management of the Bank and operates in a single significant business segment. The Bank operates under a national bank charter and provides full banking services. As a national bank, the Bank is subject to the regulation of the Office of Comptroller of the Currency ("OCC") and the Federal Deposit Insurance Corporation ("FDIC"). The OCC and the FDIC regulate or monitor virtually all areas of the Bank's operations. The Bank must undergo regular on-site examinations by the OCC and FDIC and must submit periodic reports to both.

The Bank generates commercial, mortgage, and consumer loans and receives deposits from customers located primarily in central and northwest Indiana, northeast Illinois and central Ohio counties. The Bank's loans are generally secured by specific items of collateral, including real property, consumer assets and business assets.

A brief description of current accounting practices and current valuation methodologies are presented below.

**CONSOLIDATION** of the Corporation's financial statements include the accounts of the Corporation and all its subsidiaries, after elimination of all material intercompany transactions.

**BUSINESS COMBINATIONS** are accounted for under the acquisition method of accounting. Under the acquisition method, assets and liabilities of the business acquired are recorded at their estimated fair values as of the date of acquisition with any excess of the cost of the acquisition over the fair value of the net tangible and intangible assets acquired recorded as goodwill. Results of operations of the acquired business are included in the income statement from the date of acquisition.

**AVAILABLE FOR SALE SECURITIES** are recorded at fair value on a recurring basis with the unrealized gains and losses, net of applicable income taxes, recorded in other comprehensive income. Realized gains and losses are recorded in earnings and the prior fair value adjustments are reclassified within stockholders' equity. Gains and losses on sales of securities are determined on the specific-identification method. Amortization of premiums and accretion of discounts are recorded as interest income from securities.

Available for sale and held to maturity securities are evaluated for other-than-temporary impairment ("OTTI") at least on a quarterly basis, and more frequently when economic or market conditions warrant such an evaluation. The investment securities portfolio is evaluated for OTTI by segregating the portfolio into two general segments and applying the appropriate OTTI model. Investment securities are generally evaluated for OTTI under ASC 320. However, certain purchased beneficial interest, including certain non-agency government-sponsored mortgage-backed securities, asset-backed securities and collateralized debt obligations are evaluated using the model outlined in ASC 325-10.

In determining OTTI under ASC 320, management considers many factors, including: (1) the length of time and the extent to which the fair value has been less than cost, (2) the financial condition and near term prospects of the issuer, (3) whether the market decline was affected by macroeconomic conditions, and (4) whether the Corporation has the intent to sell the debt security or more likely than not will be required to sell the debt security before its anticipated recovery. The assessment of whether a decline exists that is other-than-temporary, involves a high degree of subjectivity and judgment and is based on the information available to management at a point in time.

When the Corporation does not intend to sell a debt security, and it is more likely than not, the Corporation will not have to sell the security before recovery of its cost basis, it recognizes the credit component of an other-than-temporary impairment of a debt security in earnings and the remaining portion in other comprehensive income. The amount of the total OTTI related to the credit loss is determined based on the present value of cash flows expected to be collected and is recognized in earnings. The amount of the total OTTI related to other factors has been recognized in other comprehensive income, net of applicable income taxes. The previous amortized cost basis less the OTTI recognized in earnings becomes the new amortized cost basis of the investment.

If the intent is to sell or it is more likely than not that the Corporation will be required to sell the security before recovery of its amortized cost basis, less any recognized credit loss, the OTTI is recognized in earnings equal to the entire difference between the investment's amortized cost basis, less any recognized credit loss, and its fair value at the balance sheet date.

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**HELD TO MATURITY SECURITIES** are classified as held to maturity when the Corporation has the positive intent and ability to hold the securities to maturity. Securities held to maturity are carried at amortized cost. For held to maturity debt securities, the amount of an OTTI recorded in other comprehensive income for the noncredit portion of a previous other-than-temporary impairment is amortized prospectively over the remaining life of the security on the basis of the timing of future estimated cash flows of the security.

**LOANS HELD FOR SALE** are carried at the principal amount outstanding. The carrying amount approximates fair value due to the short duration between origination and the date of sale.

**LOANS** held in the Corporation's portfolio are carried at the principal amount outstanding, net of unearned income. Certain non-accrual and substantially delinquent loans may be considered to be impaired. A loan is impaired when, based on current information or events, it is probable that the Bank will be unable to collect all amounts due (principal and interest) according to the contractual terms of the loan agreement. In applying the provisions of ASC 310, the Corporation considers its investment in one-to-four family residential loans and consumer installment loans to be homogeneous and therefore excluded from separate identification for evaluation of impairment. Interest income is accrued on the principal balances of loans, except for installment loans with add-on interest, for which a method that approximates the level yield method is used. The accrual of interest on impaired loans is discontinued when, in management's opinion, the borrower may be unable to meet payments as they become due. When interest accrual is discontinued, all unpaid accrued interest is reversed against earnings when considered uncollectable. Interest income accrued in the prior year, if any, is charged to the allowance for loan losses. Interest income is subsequently recognized only to the extent cash payments are received and the loan is returned to accruing status. Certain loan fees and direct costs are being deferred and amortized as an adjustment of yield on the loans.

Impaired loans are carried at the present value of estimated future cash flows using the loan's existing rate, or the fair value of collateral if the loan is collateral dependent. A portion of the allowance for loan losses is allocated to impaired loans if the value of such loans is deemed to be less than the unpaid balance. If these allocations cause the allowance for loan losses to increase, such increase is reported as a component of the provision for loan losses. Loan losses are charged against the allowance when management believes the uncollectability of the loan is confirmed. The valuation would be considered Level 3, consisting of appraisals of underlying collateral and discounted cash flow analysis.

Loan commitments and letters-of-credit generally have short-term, variable-rate features and contain clauses which limit the Bank's exposure to changes in customer credit quality. Accordingly, their carrying values, which are immaterial at the respective balance sheet dates, are reasonable estimates of fair value.

**LOANS ACQUIRED IN BUSINESS COMBINATIONS** with evidence of credit deterioration since origination and for which it is probable that all contractually required payments will not be collected are considered to be credit impaired. Evidence of credit quality deterioration as of purchase dates may include information such as past-due and nonaccrual status, borrower credit scores and recent loan to value percentages. Acquired credit-impaired loans are accounted for under the accounting guidance for loans and debt securities acquired with deteriorated credit quality (ASC 310-30). These loans are initially measured at fair value based upon expected cash flows without anticipation of prepayments and includes estimated future credit losses expected to be incurred over the life of the loans. As a result, related discounts are recognized subsequently through accretion based on the expected cash flows of the acquired loans. For purposes of applying ASC 310-30, loans acquired in business combinations are aggregated into pools of loans with common risk characteristics for the initial fair value measurement. Accordingly, allowances for credit losses related to these loans are not carried over and recorded at the acquisition date.

The expected cash flows of the acquired loans in excess of the fair values recorded is referred to as the accretible yield and is recognized in interest income over the remaining estimated lives of the loans. The Corporation will continually evaluate the fair value of the loans including cash flows expected to be collected.

**ALLOWANCE FOR LOAN LOSSES** is maintained to absorb losses inherent in the loan portfolio and is based on ongoing, quarterly assessments of the probable losses inherent in the loan portfolio. The allowance is increased by the provision for loan losses, which is charged against current operating results. Loan losses are charged against the allowance when management believes the uncollectability of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance. The Corporation's strategy for credit risk management includes conservative credit policies and underwriting criteria for all loans, as well as an overall credit limit for each customer significantly below legal lending limits. The strategy also emphasizes diversification on a regional geographic, industry and customer level, regular credit quality reviews and management reviews of large credit exposures and loans experiencing deterioration of credit quality.

The Corporation's methodology for assessing the appropriateness of the allowance consists of three key elements – the determination of the appropriate reserves for specifically identified loans, probable losses estimated from historical loss rates, and probable losses resulting from economic, environmental, qualitative or other deterioration above and beyond what is reflected in the first two components of the allowance.

Larger commercial loans that exhibit probable or observed credit weaknesses are subject to individual review. Where appropriate, reserves are allocated to individual loans based on management's estimate of the borrower's ability to repay the loan given the availability of collateral, other sources of cash flow and legal options available to the Corporation. Included in the review of individual loans are those that are impaired as provided in ASC 310. Any allowances for impaired loans are measured based on the present value of expected future cash flows discounted at the loan's effective interest rate or fair value of the underlying collateral. The Corporation evaluates the collectability of both principal and interest when assessing the need for a loss accrual. Historical loss rates are applied to other commercial loans not subject to specific reserve allocations.

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The historical allocation for commercial loans graded pass are established by loan segments using loss rates based on the Corporation's migration analysis. This migration analysis shows the loss rates for each segment of loans based on the loan grades at the beginning of the twelve month period. This loss rate is then applied to the current portfolio of loans in each respective loan segment.

Homogenous loans, such as consumer installment and residential mortgage loans, are not individually risk graded. Reserves are established for each segment of loans using loss rates based on charge offs for the same period as the migration analysis used for commercial loans.

Historical loss allocations for commercial and consumer loans may be adjusted for significant factors that, in management's judgment, reflect the impact of any current conditions on loss recognition. Factors which management considers in the analysis include the effects of the national and local economies, trends in loan growth and charge-off rates, changes in mix, concentration of loans in specific industries, asset quality trends (delinquencies, charge offs and non-accrual loans), risk management and loan administration, changes in the internal lending policies and credit standards, examination results from bank regulatory agencies and the Corporation's internal loan review.

**PENSION** benefits are provided to the Corporation's employees. Its accounting policies related to pensions and other post retirement benefits reflect the guidance in ASC 715, *Compensation – Retirement Benefits*. The Corporation does not consolidate the assets and liabilities associated with the pension plan. Instead, the Corporation recognizes the funded status of the plan in the consolidated balance sheets. The measurement of the funded status and the annual pension expense involves actuarial and economic assumptions. Various statistical and other factors, which attempt to anticipate future events, are used in calculating the expense and liabilities related to the plans. Key factors include assumptions on the expected rates of return on plan assets, discount rates, expected rates of salary increases and health care costs and trends. The Corporation considers market conditions, including changes in investment returns and interest rates in making these assumptions. The primary assumptions used in determining the Corporation's pension and post retirement benefit obligations and related expenses are presented in Note 21. PENSION AND OTHER POST RETIREMENT BENEFIT PLANS, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

**PREMISES AND EQUIPMENT** is carried at cost net of accumulated depreciation. Depreciation is computed using the straight-line and declining balance methods based on the estimated useful lives of the assets ranging from three to forty years. Maintenance and repairs are expensed as incurred, while major additions and improvements, which extend the useful life, are capitalized. Gains and losses on dispositions are included in current operations.

**FEDERAL RESERVE AND FEDERAL HOME LOAN BANK STOCK** are required investments for institutions that are members of the Federal Reserve Bank ("FRB") and Federal Home Loan Bank systems. The required investment in the common stock is based on a predetermined formula based on the level of borrowings and other factors. These investments are carried at cost, classified as a restricted security and periodically evaluated for impairment based on ultimate recovery of par value. Both cash and stock dividends are reported as income.

**INTANGIBLE ASSETS** that are subject to amortization, including core deposit intangibles, are being amortized on both the straight-line and accelerated basis over three to twenty years. Intangible assets are periodically evaluated as to the recoverability of their carrying value.

**GOODWILL** is maintained by applying the provisions of ASC 350. For purchase acquisitions, the Corporation is required to record the assets acquired, including identified intangible assets, and the liabilities assumed at their fair value, which in many instances involves estimates based on third party valuations, such as appraisals, or internal valuations based on discounted cash flow analysis or other valuation techniques that may include estimates of attrition, inflation, asset growth rates or other relevant factors. In addition, the determination of the useful lives for which an intangible asset will be amortized is subjective.

Under ASC 350, *Intangibles – Goodwill and Other*, the Corporation is required to evaluate goodwill for impairment on an annual basis, as well as on an interim basis, if events or changes indicate that the asset may be impaired, indicating that the carrying value may not be recoverable. The Corporation has historically elected to test for goodwill impairment as of October 1 of each year and has determined that no impairment exists.

**BANK OWNED LIFE INSURANCE** has been purchased on certain employees and directors of the Corporation. The Corporation records the life insurance at the amount that can be realized under the insurance contract at the balance sheet date, which is the cash surrender value adjusted for other charges or amounts due that are probable at settlement.

**OTHER REAL ESTATE OWNED** consists of assets acquired through, or in lieu of, loan foreclosure and are held for sale. They are initially recorded at fair value less cost to sell at the date of foreclosure, establishing a new cost basis. Subsequent to foreclosure, valuations are periodically performed by management and the assets are carried at the lower of carrying amount or fair value less cost to sell. Revenue and expenses from operations and changes in the valuation are included in net income or expense from foreclosed assets. Other real estate owned also includes bank premises qualifying as held for sale. Bank premises are transferred at the lower of carrying value or fair value less cost to sell.

**DERIVATIVE INSTRUMENTS** are carried at the fair value of the derivatives and reflects the estimated amounts that would have been received to terminate these contracts at the reporting date based upon pricing or valuation models applied to current market information.

As part of the asset/liability management program, the Corporation will utilize, from time to time, interest rate floors, caps or swaps to reduce its sensitivity to interest rate fluctuations. These are derivative instruments, which are recorded as assets or liabilities in the consolidated balance sheets at fair value. Changes in the fair values of derivatives are reported in the consolidated statements of operations or other comprehensive income ("OCI") depending on the use of the derivative and whether the instrument qualifies for hedge accounting. The key criterion for the hedge accounting is that the hedged relationship must be highly effective in achieving offsetting changes in those cash flows that are attributable to the hedged risk, both at inception of the hedge and on an ongoing basis.

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Derivatives that qualify for the hedge accounting treatment are designated as either: a hedge of the fair value of the recognized asset or liability or of an unrecognized firm commitment (a fair value hedge) or a hedge of a forecasted transaction or the variability of cash flows to be received or paid related to a recognized asset or liability (a cash flow hedge). To date, the Corporation has only entered into a cash flow hedge. For cash flow hedges, changes in the fair values of the derivative instruments are reported in OCI to the extent the hedge is effective. The gains and losses on derivative instruments that are reported in OCI are reflected in the consolidated statements of income in the periods in which the results of operations are impacted by the variability of the cash flows of the hedged item. Generally, net interest income is increased or decreased by amounts receivable or payable with respect to the derivatives, which qualify for hedge accounting. At inception of the hedge, the Corporation establishes the method it uses for assessing the effectiveness of the hedging derivative and the measurement approach for determining the ineffective aspect of the hedge. The ineffective portion of the hedge, if any, is recognized currently in the consolidated statements of operations. The Corporation excludes the time value expiration of the hedge when measuring ineffectiveness.

The Corporation offers interest rate derivative products (e.g. interest rate swaps) to certain of its high-quality commercial borrowers. This product allows customers to enter into an agreement with the Corporation to swap their variable rate loan to a fixed rate. These derivative products are designed to reduce, eliminate or modify the risk of changes in the borrower's interest rate or market price risk. The extension of credit incurred through the execution of these derivative products is subject to the same approvals and rigorous underwriting standards as the related traditional credit product. The Corporation limits its risk exposure to these products by entering into a mirror-image, offsetting swap agreement with a separate, well-capitalized and rated counterparty previously approved by the Credit and Asset Liability Committee. By using these interest rate swap arrangements, the Corporation is also better insulated from the interest rate risk associated with underwriting fixed-rate loans. These derivative contracts are not designated against specific assets or liabilities under ASC 815, *Derivatives and Hedging*, and, therefore, do not qualify for hedge accounting. The derivatives are recorded on the balance sheet at fair value and changes in fair value of both the customer and the offsetting swap agreements are recorded (and essentially offset) in non-interest income. The fair value of the derivative instruments incorporates a consideration of credit risk (in accordance with ASC 820), resulting in some volatility in earnings each period.

**INCOME TAX** in the consolidated statements of income includes deferred income tax provisions or benefits for all significant temporary differences in recognizing income and expenses for financial reporting and income tax purposes. The Corporation files consolidated income tax returns with its subsidiaries.

The Corporation adopted the provisions of the ASC 740, *Income Taxes*, which prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. ASC 740 also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition. As a result of the implementation of ASC 740, the Corporation did not identify any uncertain tax positions that it believes should be recognized in the financial statements. The tax years still subject to examination by taxing authorities are years subsequent to 2010.

**STOCK OPTION AND RESTRICTED STOCK AWARD PLANS** are maintained by the Corporation. The compensation costs are recognized for stock options and restricted stock awards issued to employees and directors based on the fair value of these awards at the date of grant. A Black-Scholes model is utilized to estimate the fair value of stock options. The market price of the Corporation's common stock at the date of grant is used for restricted stock awards. Compensation expense is recognized over the appropriate service period, which is generally two or three years.

**TRANSFERS OF FINANCIAL ASSETS** are accounted for as sales, when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when (1) the assets have been isolated from the Corporation and put presumptively beyond the reach of the transferor and its creditors, even in bankruptcy or other receivership, (2) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets and (3) the Corporation does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity or the ability to unilaterally cause the holder to return specific assets.

**NET INCOME PER SHARE** is computed by dividing net income available to common shareholders by the weighted-average number of shares of common stock outstanding. Diluted net income per share is computed by dividing net income available to common shareholders by the weighted-average number of shares of common stock outstanding, plus the dilutive effect of outstanding stock options and nonvested restricted stock.

**RECLASSIFICATIONS** have been made to prior financial statements to conform to the current financial statement presentation. These reclassifications had no effect on net income.

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**NOTE 2**

**PURCHASE AND ASSUMPTION**

Effective February 10, 2012, the Bank assumed substantially all of the deposits and certain other liabilities and acquired certain assets of SCB Bank, a federal savings bank headquartered in Shelbyville, Indiana, from the Federal Deposit Insurance Corporation ("FDIC"), as receiver for SCB Bank (the "Acquisition"), pursuant to the terms of the Purchase and Assumption Agreement - Modified Whole Bank; All Deposits (the "Agreement"), entered into by the Bank, the FDIC as receiver of SCB Bank and the FDIC.

Under the terms of the Agreement, the Bank acquired \$147.7 million in assets, including approximately \$11.9 million of cash and cash equivalents, \$18.9 million of marketable securities, \$1.8 million in Federal Home Loan Bank stock, \$113.0 million in loans and \$2.1 million of premises and other assets. The Bank assumed approximately \$135.7 million of liabilities, including approximately \$125.9 million in customer deposits, \$9.6 million of other borrowed money and \$402,000 in other liabilities. These balances are book balances and do not reflect the fair value adjustments which are shown in the following table. The acquisition did not include any loss sharing agreement with the FDIC.

The bid accepted by the FDIC included no deposit premium. The assets were acquired at a discount of \$29.0 million from book value. The FDIC made a payment of \$17.2 million to the Bank upon the final closing date balance sheet for SCB Bank that reflected the difference between the purchase price of the assets acquired and the value of the liabilities assumed.

The Bank engaged in this transaction with the expectation that it would be immediately accretive and add a new market area with a demographic profile consistent with many of the current Indiana markets served by the Bank.

The transaction was accounted for under the acquisition method of accounting in accordance with the Business Combination topic of the FASB Accounting Standards Codification ("ASC 310-20 and 310-30"). The statement of net assets and liabilities acquired as of February 10, 2012, are presented below. The assets and liabilities of SCB Bank were recorded at the respective acquisition date provisional fair values, and identifiable intangible assets were recorded at provisional fair value.

| <b>Assets</b>                             |            | <b>Liabilities</b>              |            |
|---|------------|---------------------------------|------------|
| Cash and due from banks <sup>(1)</sup>    | \$ 29,113  | Deposits:                       |            |
| Investment securities, available for sale | 18,896     | Non-interest bearing            | \$ 13,715  |
| Federal Home Loan Bank stock              | 1,761      | NOW accounts                    | 14,746     |
| Loans:                                    |            | Savings and money market        | 25,843     |
| Commercial                                | 51,042     | Certificate of deposit          | 71,605     |
| Residential mortgage                      | 11,181     | Total Deposits                  | 125,909    |
| Installment                               | 31,570     |                                 |            |
| Total Loans                               | 93,793     | Federal Home Loan Bank advances | 10,286     |
|   |            | Other liabilities               | 804        |
| Premises                                  | 1,516      | Total Liabilities Assumed       | \$ 136,999 |
| Core deposit intangible                   | 484        |                                 |            |
| Other assets                              | 560        | Net Gain on Acquisition         | \$ 9,124   |
| Total Assets Purchased                    | \$ 146,123 |                                 |            |

(1) Includes \$17,200,000 cash received from the FDIC.

In many cases, the fair values of assets acquired and liabilities assumed were determined by estimating cash flows expected to result from those assets and liabilities and discounting them at appropriate market rates. The most significant category of assets for which this procedure was used was acquired loans. The Bank acquired the \$113.0 million loan portfolio at a fair value discount of \$19.2 million. The performing portion of the portfolio, \$86.3 million, had an estimated fair value of \$76.5 million. The excess of expected cash flows above the fair value of the performing portion of loans will be accreted to interest income over the remaining lives of the loans in accordance with ASC 310-20. Discounts or premiums on term loans are accounted for under an effective yield method. Prepayments on term loans would be accounted for in the effective yield calculation. Discounts or premiums on lines of credit are treated in a straight line method over the term of the lines of credit.

Certain loans for which specific credit-related deterioration has occurred since origination are recorded at fair value which is derived from calculating the present value of the amounts expected to be collected. Income recognition on these loans is based on reasonable expectation about the timing and amount of cash flows to be collected. Some of the acquired loans deemed impaired and considered collateral dependent, with the timing of a sale of loan collateral indeterminate, remain on non-accrual status and have little or no accretable yield.

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In accordance with ASC 310-30 (formerly Statement of Position ("SOP") 03-3 as of February 10, 2012, loans acquired during 2012 for which it was probable at acquisition that all contractually required payments would not be collected are as follows:

|   |    |        |
|---|----|--------|
| Preliminary estimate of contractually required principal and interest at acquisition                    | \$ | 31,143 |
| Preliminary estimate of contractual cash flows not expected to be collected (nonaccretable differences) |    | 9,688  |
| Preliminary estimate of expected cash flows at acquisition  |    | 21,455 |
| Preliminary estimate of interest component of expected cash flows (accretable discount)                 |    | 4,152  |
| Preliminary estimate of fair value of acquired loans accounted for under ASC 310-30                     | \$ | 17,303 |

Pro-forma statements were determined to be impracticable due to the nature of the transaction as certain assets were not purchased.

**NOTE 3**

**BUSINESS COMBINATIONS**

*Community Bancshares, Inc.*

On November 7, 2014, the Corporation acquired 100 percent of Community Bancshares, Inc. ("Community"). Community was headquartered in Noblesville, Indiana and had 10 full-service banking centers serving central Indiana. Pursuant to the merger agreement, each outstanding share of common stock of Community was converted into the right to receive either (a) 4.0926 shares of the Corporation's common stock, plus cash in lieu of fractional shares; or (b) \$85.94 in cash, based upon shareholder elections. The Corporation paid \$14.2 million in cash and issued approximately 1.6 million shares of common stock, valued at approximately \$35.0 million, for a total purchase price of approximately \$49.2 million.

The Corporation engaged in this transaction with the expectation that it would be accretive and expand the existing footprint in central Indiana. Goodwill resulted from this transaction due to the expected synergies from combining operations.

Under the acquisition method of accounting, the total purchase price is allocated to net tangible and intangible assets based on their current estimated fair values on the date of the acquisition. Based on preliminary valuations of the fair value of tangible and intangible assets acquired and liabilities assumed, which are based on assumptions that are subject to change, the purchase price for the Community acquisition is detailed in the following table.

Prior to the end of the one year measurement period for finalizing the purchase price allocation, if information becomes available which would indicate adjustments are required to the purchase price allocation, such adjustments will be included in the purchase price allocation retrospectively.

|   | Fair Value |
|---|------------|
| Cash and cash equivalents                 | \$ 4,124   |
| Interest -bearing time deposits           | 16,526     |
| Investment Securities, available for sale | 76,807     |
| Loans                                     | 145,064    |
| Premises and equipment                    | 3,610      |
| Federal Home Loan Bank stock              | 1,950      |
| Interest Receivable                       | 767        |
| Cash surrender value of life insurance    | 3,266      |
| Other real estate owned                   | 6,662      |
| Taxes, deferred and receivable            | 3,348      |
| Other assets                              | 167        |
| Deposits                                  | (228,424)  |
| Interest payable                          | (98)       |
| Other liabilities                         | (3,014)    |
| Net tangible assets acquired              | \$ 30,755  |
| Core deposit intangible                   | 4,658      |
| Goodwill                                  | 13,776     |
| Purchase price                            | \$ 49,189  |

Of the total purchase price, \$4,658,000 has been allocated to a core deposit intangible that will be amortized over its estimated life of 10 years. The remaining purchase price has been allocated to goodwill, which is not deductible for tax purposes.

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*CFS Bancorp, Inc.*

On November 12, 2013, the Corporation acquired 100 percent of CFS Bancorp, Inc. ("CFS") in an all stock transaction. CFS was headquartered in Munster, Indiana and had 20 full-service banking centers serving the northwestern Indiana and northeastern Illinois areas. Pursuant to the merger agreement, the shareholders of CFS received 0.65 percent of a share of the Corporation's common stock for each share of CFS Bancorp common stock held. The Corporation issued approximately 7.1 million shares of common stock, which was valued at approximately \$135.6 million.

The Corporation engaged in this transaction with the expectation that it would be accretive and add a new market area with a demographic profile consistent with many of the current Indiana markets served by the Bank. Goodwill resulted from this transaction due to the expected synergies from combining operations.

The purchase price for the CFS acquisition was allocated as follows:

|   | Fair Value |
|---|------------|
| Cash and cash equivalents                   | \$ 10,992  |
| Interest-bearing time deposits              | 213,379    |
| Investment securities available for sale    | 15,913     |
| Investment securities held to maturity      | 14,372     |
| Mortgage loans held for sale                | 189        |
| Loans                                       | 603,114    |
| Premises and equipment                      | 19,643     |
| Federal Home Loan Bank stock                | 6,188      |
| Interest receivable                         | 1,770      |
| Cash surrender value of life insurance      | 36,555     |
| Other real estate owned                     | 12,857     |
| Tax asset, deferred and receivable          | 30,717     |
| Other assets                                | 111,656    |
| Deposits                                    | (955,432)  |
| Securities sold under repurchase agreements | (9,830)    |
| Federal Home Loan Bank advances             | (15,000)   |
| Interest payable                            | (294)      |
| Other liabilities                           | (16,033)   |
| Net tangible assets acquired                | \$ 80,756  |
| Core deposit intangible                     | 7,313      |
| Goodwill                                    | 47,573     |
| Purchase price                              | \$ 135,642 |

Of the total purchase price, \$7,313,000 has been allocated to a core deposit intangible that will be amortized over its estimated life of 10 years. The remaining purchase price has been allocated to goodwill, which is not deductible for tax purposes.

*Pro Forma Financial Information*

The results of operations of Community and CFS have been included in the Corporation's consolidated financial statements since the acquisition dates. The following schedule includes pro forma results for the periods ended December 31, 2014, 2013 and 2012 as if the Community and CFS acquisitions had occurred as of the beginning of the comparable prior annual reporting period.

|   | 2014       | 2013       | 2012       |
|---|------------|------------|------------|
| Total revenue (net interest income plus other income) | \$ 263,070 | \$ 253,668 | \$ 266,034 |
| Net income  | \$ 61,572  | \$ 39,979  | \$ 50,092  |
| Net income available to common shareholders           | \$ 61,572  | \$ 37,599  | \$ 45,553  |
| Earnings per share:                                   |            |            |            |
| Basic   | \$ 1.63    | \$ 0.98    | \$ 1.28    |
| Diluted   | \$ 1.61    | \$ 0.97    | \$ 1.27    |

The pro forma information includes adjustments for interest income on loans, amortization of intangibles arising from the transaction, interest expense on deposits acquired, premises expense for the banking centers acquired and the related income tax effects. The pro forma information for the year ended 2014 includes \$1.6 million of operating revenue from Community since the acquisition and approximately \$1.8 million, net of tax, of non-recurring expenses directly attributable to the Community acquisition. The pro forma information for the year ended 2013 includes \$4.9 million of operating revenue from CFS since the acquisition and approximately \$9.5 million, net of tax, of non-recurring expenses directly attributable to the CFS acquisition.

The pro forma financial information is presented for information purposes only and is not indicative of the results of operations that actually would have been achieved had the acquisition consummated as of that time, nor is it intended to be a projection of future results.

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**NOTE 4**

**RESTRICTION ON CASH AND DUE FROM BANKS**

The Corporation considers all liquid investments with original maturities of three months or less to be cash equivalents. As of December 31, 2014, cash and cash equivalents is defined to include cash on hand, deposits in other institutions and federal funds sold.

Effective October 3, 2008, the FDIC's insurance limits temporarily increased to \$250,000. On July 21, 2010, the Dodd-Frank Wall Street Reform and Consumer Protection Act ("Dodd-Frank Act") was signed into law, which, in part, permanently raised the standard maximum deposit insurance amount to \$250,000. On November 9, 2010, the FDIC implemented section 343 of the Dodd-Frank Act providing unlimited insurance coverage on noninterest-bearing transaction accounts. Beginning December 31, 2010, through December 31, 2012, all noninterest-bearing transaction accounts were fully insured, regardless of the balance of the account, at all FDIC-insured institutions. As of January 1, 2013, noninterest-bearing transaction deposit accounts are no longer insured separately from other accounts at the same FDIC-insured institution. Instead, noninterest-bearing transaction accounts are added to any of the Corporation's other accounts, and the aggregate balance insured up to at least the Standard Maximum Deposit Insurance Amount of \$250,000, at each institution.

At December 31, 2014, the Corporation's interest-bearing cash accounts and noninterest-bearing transaction deposits held at other institutions exceeded federally insured limits by approximately \$103,154,000. Each correspondent bank's financial performance and market rating are reviewed on a quarterly basis to ensure the Corporation has deposits only at institutions providing minimal risk for those exceeding the federally insured limits.

Additionally, the Corporation had approximately \$13,910,000 at the Federal Home Loan Bank and Federal Reserve Bank, which are government-sponsored entities not insured by the FDIC.

The Corporation is required to maintain reserve funds in cash and/or on deposit with the Federal Reserve Bank. The reserve required at December 31, 2014, was \$22,595,000.

**NOTE 5**

**INVESTMENT SECURITIES**

The amortized cost, gross unrealized gains, gross unrealized losses and approximate market value of the Corporation's investment securities at the dates indicated were:

|  | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value   |
|--|----------------|------------------------|-------------------------|--------------|
| Available for sale at December 31, 2014              |                |                        |                         |              |
| U.S. Government-sponsored agency securities          | \$ 100         | \$ 9                   |                         | \$ 109       |
| State and municipal                                  | 216,915        | 11,801                 | \$ 123                  | 228,593      |
| U.S. Government-sponsored mortgage-backed securities | 310,460        | 8,771                  | 127                     | 319,104      |
| Corporate obligations                                | 31             |                        |                         | 31           |
| Equity securities                                    | 1,706          |                        |                         | 1,706        |
| Total available for sale                             | 529,212        | 20,581                 | 250                     | 549,543      |
| Held to maturity at December 31, 2014                |                |                        |                         |              |
| State and municipal                                  | 204,443        | 5,716                  | 96                      | 210,063      |
| U.S. Government-sponsored mortgage-backed securities | 426,645        | 11,527                 | 512                     | 437,660      |
| Total held to maturity                               | 631,088        | 17,243                 | 608                     | 647,723      |
| Total Investment Securities                          | \$ 1,160,300   | \$ 37,824              | \$ 858                  | \$ 1,197,266 |
| Available for sale at December 31, 2013              |                |                        |                         |              |
| U.S. Treasury  | \$ 15,914      | \$ 80                  | \$ 21                   | \$ 15,973    |
| U.S. Government-sponsored agency securities          | 3,550          | 12                     | 17                      | 3,545        |
| State and municipal                                  | 231,005        | 3,878                  | 3,896                   | 230,987      |
| U.S. Government-sponsored mortgage-backed securities | 279,299        | 3,926                  | 1,973                   | 281,252      |
| Corporate obligations                                | 6,374          |                        | 3,636                   | 2,738        |
| Equity securities                                    | 1,706          |                        |                         | 1,706        |
| Total available for sale                             | 537,848        | 7,896                  | 9,543                   | 536,201      |
| Held to maturity at December 31, 2013                |                |                        |                         |              |
| State and municipal                                  | 145,941        | 62                     | 91                      | 145,912      |
| U.S. Government-sponsored mortgage-backed securities | 413,437        | 5,220                  | 3,722                   | 414,935      |
| Total held to maturity                               | 559,378        | 5,282                  | 3,813                   | 560,847      |
| Total Investment Securities                          | \$ 1,097,226   | \$ 13,178              | \$ 13,356               | \$ 1,097,048 |



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Certain investments in debt securities are reported in the financial statements at amounts less than their historical cost. The historical cost of these investments totaled \$73,249,000 and \$490,488,000 at December 31, 2014 and 2013, respectively. Total fair value of these investments was \$72,390,000 and \$477,132,000, which was approximately 6.1 and 43.6 percent of the Corporation's available for sale and held to maturity investment portfolio at December 31, 2014 and 2013, respectively.

Except as discussed below, management believes the decline in fair value for these securities was temporary. Should the impairment of any of these securities become other-than-temporary, the cost basis of the investment will be reduced and the resulting loss recognized in net income during the period the other-than-temporary impairment ("OTTI") is identified.

The Corporation's management has evaluated all securities with unrealized losses for OTTI as of December 31, 2014. The evaluations are based on the nature of the securities, the extent and duration of the loss and the intent and ability of the Corporation to hold these securities either to maturity or through the expected recovery period.

In determining the fair value of the investment securities portfolio, the Corporation utilizes a third party for portfolio accounting services, including market value input, for those securities classified as Level I and Level II in the fair value hierarchy. The Corporation has obtained an understanding of what inputs are being used by the vendor in pricing the portfolio and how the vendor classified these securities based upon these inputs. From these discussions, the Corporation's management is comfortable that the classifications are proper. The Corporation has gained trust in the data for two reasons: (a) independent spot testing of the data is conducted by the Corporation through obtaining market quotes from various brokers on a periodic basis; and (b) actual gains or loss resulting from the sale of certain securities has proven the data to be accurate over time. Fair value of securities classified as Level 3 in the valuation hierarchy was determined using a discounted cash flow model that incorporated market estimates of interest rates and volatility in markets that have not been active.

*U.S. Government-Sponsored Mortgage-Backed Securities*

The unrealized losses on the Corporation's investment in mortgage-backed securities were a result of interest rate changes. The Corporation expects to recover the amortized cost basis over the term of the securities. Because the decline in market value is attributable to changes in interest rates and not credit quality, and because the Corporation does not intend to sell the investments and it is not more likely than not that the Corporation will be required to sell the investments before recovery of their amortized cost basis, which may be maturity, the Corporation does not consider those investments to be other-than-temporarily impaired at December 31, 2014. As noted in the table above, the mortgage-backed securities portfolio contains unrealized losses of \$127,000 on four securities and \$512,000 on thirteen securities in the available for sale and held to maturity portfolios, respectively. All these securities are issued by a government-sponsored entity.

*State and Municipal Securities*

The unrealized losses on the Corporation's investments in securities of state and political subdivisions were caused by interest rate increases. The contractual terms of those investments do not permit the issuer to settle the securities at a price less than the amortized cost basis of the investments. Because the Corporation does not intend to sell the investments and it is not more likely than not that the Corporation will be required to sell the investments before recovery of their amortized cost basis, which may be maturity, the Corporation does not consider those investments to be other-than-temporarily impaired at December 31, 2014. As noted in the table above, the state and political subdivision securities portfolio contains unrealized losses of \$123,000 on twenty-two securities and \$96,000 on sixteen securities in the available for sale and held to maturity portfolios respectively.

*Corporate Obligations*

In 2013, the Corporation's unrealized losses on trust preferred securities totaled \$3.6 million on a book value of \$6.4 million. In 2014, the Corporation sold all but one of its trust preferred securities, which resulted in gains of \$1.9 million. These securities had previous OTTI of \$9.4 million. The one remaining trust preferred security has no remaining book value as a result of OTTI of approximately \$500,000 taken in 2009.

*Certain Losses Recognized on Investments*

Certain debt securities have experienced fair value deterioration due to credit losses and other market factors. The following table provides information about debt securities for which only a credit loss was recognized in income and other losses were recorded in other comprehensive income.

|   | Accumulated Credit<br>Losses in<br><u>2014</u> | Accumulated Credit<br>Losses in<br><u>2013</u> |
|---|--|--|
| Credit losses on debt securities held:  |  |  |
| Balance, January 1  | \$ 11,355                                      | \$ 11,355                                      |
| Reductions for previous other-than-temporary losses realized on securities sold during the year | (10,855)                                       |  |
| Balance, December 31  | <u>\$ 500</u>                                  | <u>\$ 11,355</u>                               |

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The following table shows the Corporation's gross unrealized losses and fair value, aggregated by investment category and length of time the individual securities have been in a continuous unrealized loss position at December 31, 2014 and 2013:

|   | Less than<br>12 Months |                               | 12 Months<br>or Longer |                               | Total             |                               |
|---|------------------------|-------------------------------|------------------------|-------------------------------|-------------------|-------------------------------|
|   | Fair<br>Value          | Gross<br>Unrealized<br>Losses | Fair<br>Value          | Gross<br>Unrealized<br>Losses | Fair<br>Value     | Gross<br>Unrealized<br>Losses |
| Temporarily Impaired Available for Sale Securities at December 31, 2014 |                        |                               |                        |                               |                   |                               |
| State and municipal   | \$ 1,256               | \$ 7                          | \$ 9,850               | \$ 116                        | \$ 11,106         | \$ 123                        |
| U.S. Government-sponsored mortgage-backed securities                    | 2,186                  | 13                            | 5,447                  | 114                           | 7,633             | 127                           |
| <b>Total Temporarily Impaired Available for Sale Securities</b>         | <b>3,442</b>           | <b>20</b>                     | <b>15,297</b>          | <b>230</b>                    | <b>18,739</b>     | <b>250</b>                    |
| Temporarily Impaired Held to Maturity Securities at December 31, 2014   |                        |                               |                        |                               |                   |                               |
| State and municipal   | 5,119                  | 96                            | 250                    |                               | 5,369             | 96                            |
| U.S. Government-sponsored mortgage-backed securities                    | 9,791                  | 82                            | 38,491                 | 430                           | 48,282            | 512                           |
| <b>Total Temporarily Impaired Held to Maturity Securities</b>           | <b>14,910</b>          | <b>178</b>                    | <b>38,741</b>          | <b>430</b>                    | <b>53,651</b>     | <b>608</b>                    |
| <b>Total Temporarily Impaired Investment Securities</b>                 | <b>\$ 18,352</b>       | <b>\$ 198</b>                 | <b>\$ 54,038</b>       | <b>\$ 660</b>                 | <b>\$ 72,390</b>  | <b>\$ 858</b>                 |
| Temporarily Impaired Available for Sale Securities at December 31, 2013 |                        |                               |                        |                               |                   |                               |
| U.S. Treasury   | \$ 4,875               | \$ 21                         |                        |                               | \$ 4,875          | \$ 21                         |
| U.S. Government-sponsored agency securities                             | 3,433                  | 17                            |                        |                               | 3,433             | 17                            |
| State and municipal   | 111,791                | 3,840                         | \$ 583                 | \$ 56                         | 112,374           | 3,896                         |
| U.S. Government-sponsored mortgage-backed securities                    | 117,866                | 1,701                         | 2,683                  | 272                           | 120,549           | 1,973                         |
| Corporate obligations   |                        |                               | 2,711                  | 3,636                         | 2,711             | 3,636                         |
| <b>Total Temporarily Impaired Available for Sale Securities</b>         | <b>237,965</b>         | <b>5,579</b>                  | <b>5,977</b>           | <b>3,964</b>                  | <b>243,942</b>    | <b>9,543</b>                  |
| Temporarily Impaired Held to Maturity Securities at December 31, 2013   |                        |                               |                        |                               |                   |                               |
| State and municipal   | 17,318                 | 91                            | 184                    |                               | 17,502            | 91                            |
| U.S. Government-sponsored mortgage-backed securities                    | 213,048                | 3,462                         | 2,640                  | 260                           | 215,688           | 3,722                         |
| <b>Total Temporarily Impaired Held to Maturity Securities</b>           | <b>230,366</b>         | <b>3,553</b>                  | <b>2,824</b>           | <b>260</b>                    | <b>233,190</b>    | <b>3,813</b>                  |
| <b>Total Temporarily Impaired Investment Securities</b>                 | <b>\$ 468,331</b>      | <b>\$ 9,132</b>               | <b>\$ 8,801</b>        | <b>\$ 4,224</b>               | <b>\$ 477,132</b> | <b>\$ 13,356</b>              |

The amortized cost and fair value of securities available for sale and held to maturity at December 31, 2014 by contractual maturity are shown below. Expected maturities will differ from contractual maturities because issuers may have the right to call or prepay obligations with or without call or prepayment penalties.

| Maturity Distribution at December 31, 2014           | Available for Sale |                   | Held to Maturity  |                   |
|--|--------------------|-------------------|-------------------|-------------------|
|  | Amortized Cost     | Fair Value        | Amortized Cost    | Fair Value        |
| Due in one year or less                              | \$ 3,127           | \$ 3,153          | \$ 6,258          | \$ 6,329          |
| Due after one through five years                     | 9,565              | 9,840             | 18,440            | 18,930            |
| Due after five through ten years                     | 48,675             | 50,889            | 85,997            | 87,903            |
| Due after ten years                                  | 155,679            | 164,851           | 93,748            | 96,901            |
|  | 217,046            | 228,733           | 204,443           | 210,063           |
| U.S. Government-sponsored mortgage-backed securities | 310,460            | 319,104           | 426,645           | 437,660           |
| Equity securities                                    | 1,706              | 1,706             |                   |                   |
| <b>Total Investment Securities</b>                   | <b>\$ 529,212</b>  | <b>\$ 549,543</b> | <b>\$ 631,088</b> | <b>\$ 647,723</b> |

Securities with a carrying value of approximately \$449,408,000, \$373,533,000 and \$345,866,000 were pledged at December 31, 2014, 2013 and 2012, respectively, to secure certain deposits and securities sold under repurchase agreements, and for other purposes as permitted or required by law.

Gross gains of \$3,581,000, \$487,000 and \$2,389,000 were realized on sales of available for sale securities in 2014, 2013 and 2012, respectively. There were no losses from the sale of available for sale securities in 2014, 2013 or 2012, respectively.

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**NOTE 6**

**LOANS AND ALLOWANCE**

The Corporation's primary lending focus is small business and middle market commercial, commercial real estate, residential real estate and consumer, which results in portfolio diversification. The following tables show the composition of the loan portfolio, the allowance for loan losses and certain credit quality elements, all excluding loans held for sale. Loans held for sale at December 31, 2014 and 2013, were \$7,235,000 and \$5,331,000, respectively.

The following table illustrates the composition of the Corporation's loan portfolio by loan class for the years indicated:

|  | December 31, 2014   | December 31, 2013   |
|--|---------------------|---------------------|
| Commercial and industrial loans                                  | \$ 896,688          | \$ 761,705          |
| Agricultural production financing and other loans to farmers     | 104,927             | 114,348             |
| Real estate loans:   |                     |                     |
| Construction   | 207,221             | 177,082             |
| Commercial and farmland  | 1,672,661           | 1,611,809           |
| Residential  | 647,315             | 616,385             |
| Home equity  | 286,529             | 255,223             |
| Individuals' loans for household and other personal expenditures | 73,400              | 69,783              |
| Lease financing receivables, net of unearned income              | 1,106               | 1,545               |
| Other loans  | 35,018              | 24,529              |
| Loans  | <u>3,924,865</u>    | <u>3,632,409</u>    |
| Allowance for loan losses  | <u>(63,964)</u>     | <u>(67,870)</u>     |
| Net Loans  | <u>\$ 3,860,901</u> | <u>\$ 3,564,539</u> |

**Allowance, Credit Quality and Loan Portfolio**

The Corporation maintains an allowance for loan losses to cover probable credit losses identified during its loan review process. Management believes that the allowance for loan losses is adequate to cover probable losses inherent in the loan portfolio at December 31, 2014. The process for determining the adequacy of the allowance for loan losses is critical to the Corporation's financial results. It requires management to make difficult, subjective and complex judgments to estimate the effect of uncertain matters. The allowance for loan losses considers current factors, including economic conditions and ongoing internal and external examinations, and will increase or decrease as deemed necessary to ensure the allowance remains adequate. In addition, the allowance as a percentage of charge offs and nonperforming loans will change at different points in time based on credit performance, loan mix and collateral values.

The allowance is increased by the provision for loan losses and decreased by charge offs less recoveries. All charge offs are approved by the Bank's senior loan officers or loan committees, depending on the amount of the charge off. The Bank charges off a loan when a determination is made that all or a portion of the loan is uncollectible. The allowance for loan losses is maintained through the provision for loan losses, which is a charge against earnings. The amount provided for loan losses in a given period may be greater than or less than net loan losses experienced during the period, and is based on management's judgment as to the appropriate level of the allowance for loan losses. The determination of the provision amount in a given period is based on management's ongoing review and evaluation of the loan portfolio, including an internally administered loan "watch" list and independent loan reviews. The evaluation takes into consideration identified credit problems, the possibility of losses inherent in the loan portfolio that are not specifically identified and management's judgment as to the impact of the current environment and economic conditions on the portfolio.

In conformance with ASC 805 and ASC 820, loans purchased after December 31, 2008 are recorded at the acquisition date fair value. Such loans are only included in the allowance to the extent a specific impairment is identified that exceeds the fair value adjustment on an impaired loan or the historical loss and environmental factor analysis indicates losses inherent in a purchased portfolio exceeds the fair value adjustment on the portion of the purchased portfolio not deemed impaired.

The allowance consists of specific impairment reserves as required by ASC 310-10-35, a component for historical losses in accordance with ASC 450 and the consideration of current environmental factors in accordance with ASC 450. A loan is deemed impaired when, based on current information or events, it is probable that all amounts due of principal and interest according to the contractual terms of the loan agreement will not be collected.

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The historical loss allocation for loans not deemed impaired according to ASC 310 is the product of the volume of loans within the non-impaired criticized and non-criticized risk grade classifications, each segmented by call code, and the historical loss factor for each respective classification and call code segment. The historical loss factors are based upon actual loss experience within each risk and call code classification. The historical look back period for non-criticized loans looks to the most recent rolling-four-quarter average and aligns with the look back period for non-impaired criticized loans. Each of the rolling four quarter periods used to obtain the average, include all charge offs for the previous twelve-month period, therefore the historical look back period includes seven quarters. The resulting allocation is reflective of current conditions. Criticized loans are grouped based on the risk grade assigned to the loan. Loans with a special mention grade are assigned a loss factor, and loans with a classified grade but not impaired are assigned a separate loss factor. The loss factor computation for this allocation includes a segmented historical loss migration analysis of criticized risk grades to charge off.

In addition to the specific reserves and historical loss components of the allowance, consideration is given to various environmental factors to help ensure that losses inherent in the portfolio are reflected in the allowance for loan losses. The environmental component adjusts the historical loss allocations for commercial and consumer loans to reflect relevant current conditions that, in management's opinion, have an impact on loss recognition. Environmental factors that management reviews in the analysis include: national and local economic trends and conditions; trends in growth in the loan portfolio and growth in higher risk areas; levels of, and trends in, delinquencies and non-accruals; experience and depth of lending management and staff; adequacy of, and adherence to, lending policies and procedures including those for underwriting; industry concentrations of credit; and adequacy of risk identification systems and controls through the internal loan review and internal audit processes.

At December 31, 2014, the allowance for loan losses was \$63,964,000, a decrease of \$3,906,000 from the December 31, 2013 balance of \$67,870,000. Specific reserves on impaired loans increased \$1,186,000 to \$2,769,000, from \$1,583,000 at December 31, 2013. Net charge offs for the twelve months ended December 31, 2014, were \$6,466,000, a decrease of \$1,678,000 from the same period in 2013. The provision for loan losses for the twelve months ended December 31, 2014 was \$2,560,000, a decrease of \$4,088,000 for the same period in 2013. The determination of the provision for loan losses in any period is based on management's continuing review and evaluation of the loan portfolio, and its judgment as to the impact of current economic conditions on the portfolio.

The following table summarizes changes in the allowance for loan losses by loan segment for the twelve months ended December 31, 2014, 2013 and 2012:

|                             | Twelve Months Ended December 31, 2014 |                        |                 |                  |                |                  |
|-----------------------------|---------------------------------------|------------------------|-----------------|------------------|----------------|------------------|
|                             | Commercial                            | Commercial Real Estate | Consumer        | Residential      | Finance Leases | Total            |
| Allowance for loan losses:  |                                       |                        |                 |                  |                |                  |
| Balances, January 1         | \$ 27,176                             | \$ 23,102              | \$ 2,515        | \$ 15,077        |                | \$ 67,870        |
| Provision for losses        | 3,459                                 | (464)                  | 423             | (839)            | (19)           | 2,560            |
| Recoveries on loans         | 5,435                                 | 3,297                  | 377             | 1,783            | 24             | 10,916           |
| Loans charged off           | (7,246)                               | (6,608)                | (657)           | (2,869)          | (2)            | (17,382)         |
| Balances, December 31, 2014 | <u>\$ 28,824</u>                      | <u>\$ 19,327</u>       | <u>\$ 2,658</u> | <u>\$ 13,152</u> | <u>\$ 3</u>    | <u>\$ 63,964</u> |

|                             | Twelve Months Ended December 31, 2013 |                        |                 |                  |                |                  |
|-----------------------------|---------------------------------------|------------------------|-----------------|------------------|----------------|------------------|
|                             | Commercial                            | Commercial Real Estate | Consumer        | Residential      | Finance Leases | Total            |
| Allowance for loan losses:  |                                       |                        |                 |                  |                |                  |
| Balances, January 1         | \$ 25,913                             | \$ 26,703              | \$ 2,593        | \$ 14,157        |                | \$ 69,366        |
| Provision for losses        | 2,794                                 | 340                    | (11)            | 3,514            | 11             | 6,648            |
| Recoveries on loans         | 4,586                                 | 3,552                  | 556             | 1,292            | 4              | 9,990            |
| Loans charged off           | (6,117)                               | (7,493)                | (623)           | (3,886)          | (15)           | (18,134)         |
| Balances, December 31, 2013 | <u>\$ 27,176</u>                      | <u>\$ 23,102</u>       | <u>\$ 2,515</u> | <u>\$ 15,077</u> |                | <u>\$ 67,870</u> |

|                             | Twelve Months Ended December 31, 2012 |                        |                 |                  |                |                  |
|-----------------------------|---------------------------------------|------------------------|-----------------|------------------|----------------|------------------|
|                             | Commercial                            | Commercial Real Estate | Consumer        | Residential      | Finance Leases | Total            |
| Allowance for loan losses:  |                                       |                        |                 |                  |                |                  |
| Balances, January 1         | \$ 17,731                             | \$ 37,919              | \$ 2,902        | \$ 12,343        | 3              | \$ 70,898        |
| Provision for losses        | 14,749                                | (2,546)                | 126             | 6,176            | 29             | 18,534           |
| Recoveries on loans         | 1,744                                 | 3,652                  | 695             | 1,113            | 2              | 7,206            |
| Loans charged off           | (8,311)                               | (12,322)               | (1,130)         | (5,475)          | (34)           | (27,272)         |
| Balances, December 31, 2012 | <u>\$ 25,913</u>                      | <u>\$ 26,703</u>       | <u>\$ 2,593</u> | <u>\$ 14,157</u> |                | <u>\$ 69,366</u> |

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The following tables show the Corporation's allowance for loan losses and loan portfolio by loan segment for the years indicated:

|   | December 31, 2014   |                        |                  |                   |                 |                     |
|---|---------------------|------------------------|------------------|-------------------|-----------------|---------------------|
|   | Commercial          | Commercial Real Estate | Consumer         | Residential       | Finance Leases  | Total               |
| <b>Allowance balances:</b>                      |                     |                        |                  |                   |                 |                     |
| Individually evaluated for impairment           | \$ 1,455            | \$ 470                 |                  | \$ 194            |                 | \$ 2,119            |
| Collectively evaluated for impairment           | 27,369              | 18,207                 | \$ 2,658         | 12,958            | \$ 3            | 61,195              |
| Loans acquired with deteriorated credit quality |                     | 650                    |                  |                   |                 | 650                 |
| <b>Total Allowance for Loan Losses</b>          | <b>\$ 28,824</b>    | <b>\$ 19,327</b>       | <b>\$ 2,658</b>  | <b>\$ 13,152</b>  | <b>\$ 3</b>     | <b>\$ 63,964</b>    |
| <b>Loan balances:</b>                           |                     |                        |                  |                   |                 |                     |
| Individually evaluated for impairment           | \$ 16,108           | \$ 23,963              |                  | \$ 4,022          |                 | \$ 44,093           |
| Collectively evaluated for impairment           | 1,011,122           | 1,796,797              | \$ 73,400        | 925,282           | \$ 1,106        | 3,807,707           |
| Loans acquired with deteriorated credit quality | 9,403               | 59,122                 |                  | 4,540             |                 | 73,065              |
| <b>Loans</b>                                    | <b>\$ 1,036,633</b> | <b>\$ 1,879,882</b>    | <b>\$ 73,400</b> | <b>\$ 933,844</b> | <b>\$ 1,106</b> | <b>\$ 3,924,865</b> |

|   | December 31, 2013 |                        |                  |                   |                 |                     |
|---|-------------------|------------------------|------------------|-------------------|-----------------|---------------------|
|   | Commercial        | Commercial Real Estate | Consumer         | Residential       | Finance Leases  | Total               |
| <b>Allowance balances:</b>                      |                   |                        |                  |                   |                 |                     |
| Individually evaluated for impairment           | \$ 585            | \$ 763                 |                  | \$ 6              |                 | \$ 1,354            |
| Collectively evaluated for impairment           | 26,493            | 22,208                 | \$ 2,515         | 15,071            |                 | 66,287              |
| Loans acquired with deteriorated credit quality | 98                | 131                    |                  |                   |                 | 229                 |
| <b>Total Allowance for Loan Losses</b>          | <b>\$ 27,176</b>  | <b>\$ 23,102</b>       | <b>\$ 2,515</b>  | <b>\$ 15,077</b>  |                 | <b>\$ 67,870</b>    |
| <b>Loan balances:</b>                           |                   |                        |                  |                   |                 |                     |
| Individually evaluated for impairment           | \$ 10,240         | \$ 29,007              |                  | \$ 2,820          |                 | \$ 42,067           |
| Collectively evaluated for impairment           | 882,794           | 1,690,285              | \$ 69,783        | 867,094           | \$ 1,545        | 3,511,501           |
| Loans acquired with deteriorated credit quality | 7,548             | 69,599                 |                  | 1,694             |                 | 78,841              |
| <b>Loans</b>                                    | <b>\$ 900,582</b> | <b>\$ 1,788,891</b>    | <b>\$ 69,783</b> | <b>\$ 871,608</b> | <b>\$ 1,545</b> | <b>\$ 3,632,409</b> |

The risk characteristics of the Corporation's material portfolio segments are as follows:

*Commercial*

Commercial loans are primarily based on the identified cash flows of the borrower and secondarily on the underlying collateral provided by the borrower. The cash flows of borrowers, however, may not be as expected and the collateral securing these loans may fluctuate in value. Most commercial loans are secured by the assets being financed or other business assets such as accounts receivable or inventory and may incorporate a personal guarantee; however, some short-term loans may be made on an unsecured basis. In the case of loans secured by accounts receivable, the availability of funds for the repayment of these loans may be substantially dependent on the ability of the borrower to collect amounts due from its customers.

*Commercial real estate*

These loans are viewed primarily as cash flow loans and secondarily as loans secured by real estate. Commercial real estate lending typically involves higher loan principal amounts and the repayment of these loans is generally dependent on the successful operation of the property securing the loan or the business conducted on the property securing the loan. Commercial real estate loans may be more adversely affected by conditions in the real estate markets or in the general economy. Management monitors and evaluates commercial real estate loans based on collateral and risk grade criteria. In addition, management tracks the level of owner-occupied commercial real estate loans versus non-owner occupied loans.

*Residential and Consumer*

With respect to residential loans that are secured by 1-4 family residences and are typically owner occupied, the Corporation generally establishes a maximum loan-to-value ratio and requires private mortgage insurance if that ratio is exceeded. Home equity loans are typically secured by a subordinate interest in 1-4 family residences, and consumer loans are secured by consumer assets such as automobiles or recreational vehicles. Some consumer loans are unsecured such as small installment loans and certain lines of credit. Repayment of these loans is primarily dependent on the personal income and credit rating of the borrowers, which can be impacted by economic conditions in their market areas such as unemployment levels. Repayment can also be impacted by changes in property values on residential properties. Risk is mitigated by the fact that the loans are of smaller individual amounts and spread over a large number of borrowers.

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Loans are reclassified to a non-accruing status when, in management's judgment, the collateral value and financial condition of the borrower do not justify accruing interest. Uncollected interest previously recorded, but not deemed collectible, is reversed and charged against current income. Payments subsequently received on non-accrual loans are applied to principal. A loan is returned to accrual status when principal and interest are no longer past due and collectability is probable, typically after a minimum of six consecutive months of performance. Payments received on impaired accruing or delinquent loans are applied to interest income as accrued.

The following table summarizes the Corporation's non-accrual loans by loan class for the years indicated:

|  | December 31, 2014 | December 31, 2013 |
|--|-------------------|-------------------|
| Commercial and industrial loans                                  | \$ 7,048          | \$ 9,283          |
| Agriculture production financing and other loans to farmers      | 5,800             | 30                |
| Real estate loans:   |                   |                   |
| Construction   | 1,439             | 4,978             |
| Commercial and farmland  | 19,350            | 28,095            |
| Residential  | 12,933            | 12,068            |
| Home equity  | 1,988             | 1,667             |
| Individuals' loans for household and other personal expenditures | 231               | 117               |
| Other loans  |                   | 164               |
| Total  | <u>\$ 48,789</u>  | <u>\$ 56,402</u>  |

Commercial impaired loans include non-accrual loans, loans accounted for under ASC 310-30, as well as substandard, doubtful and loss grade loans that were still accruing but deemed impaired according to the guidance set forth in ASC 310. Also included in impaired loans are accruing loans that are contractually past due 90 days or more and troubled debt restructurings.

Allowable methods for determining the amount of impairment include estimating fair value using the fair value of the collateral for collateral dependent loans. If the impaired loan is identified as collateral dependent, then the fair value method of measuring the amount of impairment is utilized. This method requires obtaining a current independent appraisal of the collateral and applying a discount factor to the value. The fair value of real estate is generally based on appraisals by qualified licensed appraisers. The appraisers typically determine the value of the real estate by utilizing an income or market valuation approach. If an appraisal is not available, the fair value may be determined by using a cash flow analysis. Fair value on other collateral such as business assets is typically ascertained by assessing, either singularly or some combination of, asset appraisals, accounts receivable aging reports, inventory listings and or customer financial statements. Both appraised values and values based on borrower's financial information are discounted as considered appropriate based on age and quality of the information and current market conditions.

The following tables show the composition of the Corporation's commercial impaired loans by loan class for the years indicated:

|   | Unpaid Principal<br>Balance | Recorded<br>Investment | December 31, 2014<br>Related<br>Allowance | Average Recorded<br>Investment | Interest Income<br>Recognized |
|---|-----------------------------|------------------------|---|--------------------------------|-------------------------------|
| Impaired loans with no related allowance:                   |                             |                        |   |                                |                               |
| Commercial and industrial loans                             | \$ 35,514                   | \$ 18,029              |   | \$ 18,711                      | \$ 362                        |
| Agriculture production financing and other loans to farmers | 26                          | 22                     |   | 26                             |                               |
| Real estate loans:  |                             |                        |   |                                |                               |
| Construction  | 12,956                      | 9,318                  |   | 9,837                          | 427                           |
| Commercial and farmland                                     | 95,856                      | 68,187                 |   | 70,844                         | 3,389                         |
| Residential   | 10,591                      | 6,839                  |   | 6,987                          | 119                           |
| Home equity   | 3,590                       | 398                    |   | 402                            |                               |
| Other loans   | 30                          |                        |   |                                |                               |
| Total   | <u>\$ 158,563</u>           | <u>\$ 102,793</u>      |   | <u>\$ 106,807</u>              | <u>\$ 4,297</u>               |
| Impaired loans with related allowance:                      |                             |                        |   |                                |                               |
| Commercial and industrial loans                             | \$ 1,766                    | \$ 1,684               | \$ 1,055                                  | \$ 1,721                       | \$ 40                         |
| Agriculture production financing and other loans to farmers | 6,777                       | 5,777                  | 400                                       | 8,044                          | 1                             |
| Real estate loans:  |                             |                        |   |                                |                               |
| Commercial and farmland                                     | 7,159                       | 4,971                  | 1,120                                     | 4,999                          | 24                            |
| Residential   | 1,001                       | 998                    | 194                                       | 1,000                          |                               |
| Total   | <u>\$ 16,703</u>            | <u>\$ 13,430</u>       | <u>\$ 2,769</u>                           | <u>\$ 15,764</u>               | <u>\$ 65</u>                  |
| Total Impaired Loans  | <u>\$ 175,266</u>           | <u>\$ 116,223</u>      | <u>\$ 2,769</u>                           | <u>\$ 122,571</u>              | <u>\$ 4,362</u>               |

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|   | Unpaid Principal<br>Balance | Recorded<br>Investment | December 31, 2013<br>Related<br>Allowance | Average Recorded<br>Investment | Interest Income<br>Recognized |
|---|-----------------------------|------------------------|---|--------------------------------|-------------------------------|
| Impaired loans with no related allowance:                   |                             |                        |   |                                |                               |
| Commercial and industrial loans                             | \$ 35,066                   | \$ 16,371              |   | \$ 19,209                      | \$ 192                        |
| Agriculture production financing and other loans to farmers | 32                          | 30                     |   | 32                             |                               |
| Real estate loans:  |                             |                        |   |                                |                               |
| Construction  | 16,109                      | 10,625                 |   | 11,621                         | 117                           |
| Commercial and farmland                                     | 128,073                     | 83,033                 |   | 84,057                         | 1,663                         |
| Residential   | 6,746                       | 3,910                  |   | 4,236                          | 75                            |
| Home equity   | 3,299                       | 112                    |   | 225                            |                               |
| Other loans   | 454                         | 172                    |   | 181                            | 1                             |
| Total   | <u>\$ 189,779</u>           | <u>\$ 114,253</u>      |   | <u>\$ 119,561</u>              | <u>\$ 2,048</u>               |
| Impaired loans with related allowance:                      |                             |                        |   |                                |                               |
| Commercial and industrial loans                             | \$ 1,390                    | \$ 1,216               | \$ 683                                    | \$ 1,240                       | \$ 9                          |
| Real estate loans:  |                             |                        |   |                                |                               |
| Construction  |                             |                        |   |                                |                               |
| Commercial and farmland                                     | 4,657                       | 4,215                  | 894                                       | 4,291                          | 9                             |
| Residential   | 74                          | 71                     | 6   | 76                             |                               |
| Total   | <u>\$ 6,121</u>             | <u>\$ 5,502</u>        | <u>\$ 1,583</u>                           | <u>\$ 5,607</u>                | <u>\$ 18</u>                  |
| Total Impaired Loans  | <u>\$ 195,900</u>           | <u>\$ 119,755</u>      | <u>\$ 1,583</u>                           | <u>\$ 125,168</u>              | <u>\$ 2,066</u>               |

|   | Unpaid Principal<br>Balance | Recorded<br>Investment | December 31, 2012<br>Related<br>Allowance | Average Recorded<br>Investment | Interest Income<br>Recognized |
|---|-----------------------------|------------------------|---|--------------------------------|-------------------------------|
| Impaired loans with no related allowance: |                             |                        |   |                                |                               |
| Commercial and industrial loans           | \$ 28,532                   | \$ 11,730              |   | \$ 15,089                      | \$ 124                        |
| Real estate loans:                        |                             |                        |   |                                |                               |
| Construction                              |                             |                        |   |                                |                               |
| Commercial and farmland                   | 9,787                       | 5,164                  |   | 6,471                          | 66                            |
| Commercial and farmland                   | 58,173                      | 43,204                 |   | 46,788                         | 1,211                         |
| Residential                               | 8,820                       | 6,215                  |   | 7,129                          | 83                            |
| Home equity                               | 4,199                       | 1,006                  |   | 1,022                          | 13                            |
| Other loans                               | 83                          | 14                     |   | 18                             | 1                             |
| Total                                     | <u>\$ 109,594</u>           | <u>\$ 67,333</u>       |   | <u>\$ 76,517</u>               | <u>\$ 1,498</u>               |
| Impaired loans with related allowance:    |                             |                        |   |                                |                               |
| Commercial and industrial loans           | \$ 4,415                    | \$ 4,155               | \$ 1,628                                  | \$ 4,225                       | \$ 33                         |
| Real estate loans:                        |                             |                        |   |                                |                               |
| Construction                              |                             |                        |   |                                |                               |
| Commercial and farmland                   | 1,202                       | 1,058                  | 105                                       | 1,175                          |                               |
| Commercial and farmland                   | 5,579                       | 5,182                  | 2,460                                     | 5,239                          | 95                            |
| Residential                               | 1,722                       | 1,451                  | 50  | 1,458                          | 75                            |
| Total                                     | <u>\$ 12,918</u>            | <u>\$ 11,846</u>       | <u>\$ 4,243</u>                           | <u>\$ 12,097</u>               | <u>\$ 203</u>                 |
| Total Impaired Loans                      | <u>\$ 122,512</u>           | <u>\$ 79,179</u>       | <u>\$ 4,243</u>                           | <u>\$ 88,614</u>               | <u>\$ 1,701</u>               |

At December 31, 2014, the commercial impaired loan total of \$116,223,000 included \$17,027,000 in loans acquired from Community. At December 31, 2013, the commercial impaired loan total of \$119,755,000 included \$69,448,000 in loans acquired from CFS. At December 31, 2012, the commercial impaired loan total of \$79,179,000 included \$17,334,000 in loans acquired from SCB.

As part of the ongoing monitoring of the credit quality of the Corporation's loan portfolio, management tracks certain credit quality indicators including trends related to: (i) the level of criticized commercial loans, (ii) net charge offs, (iii) non-performing loans and (iv) the general national and local economic conditions.

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The Corporation utilizes a risk grading of pass, special mention, substandard, doubtful and loss to assess the overall credit quality of large commercial loans. All large commercial credit grades are reviewed at a minimum of once a year for pass grade loans. Loans with grades below pass are reviewed more frequently depending on the grade. A description of the general characteristics of these grades is as follows:

- Pass - Loans that are considered to be of acceptable credit quality.
- Special Mention - Loans which possess some credit deficiency or potential weakness, which deserves close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the asset or in the Corporation's credit position at some future date. Special mention assets are not adversely classified and do not expose the Corporation to sufficient risk to warrant adverse classification. The key distinctions of this category's classification are that it is indicative of an unwarranted level of risk; and weaknesses are considered "potential", not "defined", impairments to the primary source of repayment. Examples include businesses that may be suffering from inadequate management, loss of key personnel or significant customer or litigation.
- Substandard - A substandard loan is inadequately protected by the current net worth and paying capacity of the obligor or of the collateral pledged, if any. Assets so classified have a well-defined weakness that jeopardizes the liquidation of the debt. They are characterized by the distinct possibility that the Corporation will sustain some loss if the deficiencies are not corrected. Other characteristics may include:
  - o the likelihood that a loan will be paid from the primary source of repayment is uncertain or financial deterioration is underway and very close attention is warranted to ensure that the loan is collected without loss,
  - o the primary source of repayment is gone, and the Corporation is forced to rely on a secondary source of repayment, such as collateral liquidation or guarantees,
  - o loans have a distinct possibility that the Corporation will sustain some loss if deficiencies are not corrected,
  - o unusual courses of action are needed to maintain a high probability of repayment,
  - o the borrower is not generating enough cash flow to repay loan principal; however, it continues to make interest payments,
  - o the Corporation is forced into a subordinated or unsecured position due to flaws in documentation,
  - o loans have been restructured so that payment schedules, terms and collateral represent concessions to the borrower when compared to the normal loan terms,
  - o the Corporation is seriously contemplating foreclosure or legal action due to the apparent deterioration of the loan, and
  - o there is significant deterioration in market conditions to which the borrower is highly vulnerable.
- Doubtful - Loans that have all of the weaknesses of those classified as Substandard. However, based on currently existing facts, conditions and values, these weaknesses make full collection of principal highly questionable and improbable. Other credit characteristics may include the primary source of repayment is gone or there is considerable doubt as to the quality of the secondary sources of repayment. The possibility of loss is high, but because of certain important pending factors that may strengthen the loan, loss classification is deferred until the exact status of repayment is known.
- Loss – Loans that are considered uncollectible and of such little value that continuing to carry them as an asset is not warranted. Loans will be classified as Loss when it is neither practical nor desirable to defer writing off or reserving all or a portion of a basically worthless asset, even though partial recovery may be possible at some time in the future.



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The following tables summarize the credit quality of the Corporation's loan portfolio, by loan class for the years indicated. Consumer non-performing loans include accruing consumer loans 90 plus days delinquent and consumer non-accrual loans. The entire balance of a loan is considered delinquent if the minimum payment contractually required to be made is not received by the specified date. Loans that evidenced deterioration of credit quality since origination and it was probable, at acquisition, that all contractually required payments would not be collected are included in the applicable categories below.

|  | December 31, 2014   |                               |                           |                        |                    |                        |                            |                     |
|--|---------------------|-------------------------------|---------------------------|------------------------|--------------------|------------------------|----------------------------|---------------------|
|  | Commercial<br>Pass  | Commercial<br>Special Mention | Commercial<br>Substandard | Commercial<br>Doubtful | Commercial<br>Loss | Consumer<br>Performing | Consumer<br>Non Performing | Total               |
| Commercial and industrial loans                                  | \$ 823,732          | \$ 24,455                     | \$ 48,226                 | \$ 275                 |                    |                        |                            | \$ 896,688          |
| Agriculture production financing and other loans to farmers      | 96,155              | 1,195                         | 7,577                     |                        |                    |                        |                            | 104,927             |
| Real estate loans:   |                     |                               |                           |                        |                    |                        |                            |                     |
| Construction   | 185,394             | 3,164                         | 2,928                     |                        |                    | \$ 15,588              | \$ 147                     | 207,221             |
| Commercial and farmland  | 1,552,781           | 29,484                        | 90,161                    |                        |                    |                        | 235                        | 1,672,661           |
| Residential  | 149,430             | 6,321                         | 10,918                    |                        |                    | 470,972                | 9,674                      | 647,315             |
| Home equity  | 6,368               | 12                            | 690                       |                        |                    | 277,571                | 1,888                      | 286,529             |
| Individuals' loans for household and other personal expenditures |                     |                               |                           |                        |                    | 73,165                 | 235                        | 73,400              |
| Lease financing receivables, net of unearned income              | 998                 |                               | 108                       |                        |                    |                        |                            | 1,106               |
| Other loans  | 35,018              |                               |                           |                        |                    |                        |                            | 35,018              |
| Loans  | <u>\$ 2,849,876</u> | <u>\$ 64,631</u>              | <u>\$ 160,608</u>         | <u>\$ 275</u>          |                    | <u>\$ 837,296</u>      | <u>\$ 12,179</u>           | <u>\$ 3,924,865</u> |

|  | December 31, 2013   |                               |                           |                        |                    |                        |                            |                     |
|--|---------------------|-------------------------------|---------------------------|------------------------|--------------------|------------------------|----------------------------|---------------------|
|  | Commercial<br>Pass  | Commercial<br>Special Mention | Commercial<br>Substandard | Commercial<br>Doubtful | Commercial<br>Loss | Consumer<br>Performing | Consumer<br>Non Performing | Total               |
| Commercial and industrial loans                                  | \$ 708,835          | \$ 11,332                     | \$ 41,013                 | \$ 525                 |                    |                        |                            | \$ 761,705          |
| Agriculture production financing and other loans to farmers      | 114,318             |                               | 30                        |                        |                    |                        |                            | 114,348             |
| Real estate loans:   |                     |                               |                           |                        |                    |                        |                            |                     |
| Construction   | 162,976             | 1,132                         | 12,029                    |                        |                    |                        | \$ 945                     | 177,082             |
| Commercial and farmland  | 1,473,714           | 57,676                        | 80,184                    |                        |                    |                        | 235                        | 1,611,809           |
| Residential  | 143,657             | 2,232                         | 11,494                    | 136                    |                    | \$ 448,494             | 10,372                     | 616,385             |
| Home equity  | 6,194               | 35                            | 1,184                     |                        |                    | 246,101                | 1,709                      | 255,223             |
| Individuals' loans for household and other personal expenditures |                     |                               |                           |                        |                    | 69,666                 | 117                        | 69,783              |
| Lease financing receivables, net of unearned income              | 1,420               |                               | 125                       |                        |                    |                        |                            | 1,545               |
| Other loans  | 24,334              |                               | 195                       |                        |                    |                        |                            | 24,529              |
| Loans  | <u>\$ 2,635,448</u> | <u>\$ 72,407</u>              | <u>\$ 146,254</u>         | <u>\$ 661</u>          |                    | <u>\$ 764,261</u>      | <u>\$ 13,378</u>           | <u>\$ 3,632,409</u> |

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The following tables illustrate the past due aging of the Corporation's loan portfolio, by loan class, for the years indicated:

|  | December 31, 2014   |                        |                        |                                 |                  |                                 |                     |
|--|---------------------|------------------------|------------------------|---------------------------------|------------------|---------------------------------|---------------------|
|  | Current             | 30-59 Days<br>Past Due | 60-89 Days<br>Past Due | Loans > 90 Days<br>And Accruing | Non-Accrual      | Total Past Due<br>& Non-Accrual | Total               |
| Commercial and industrial loans                                  | \$ 882,596          | \$ 4,006               | \$ 53                  | \$ 2,985                        | \$ 7,048         | \$ 14,092                       | \$ 896,688          |
| Agriculture production financing and other loans to farmers      | 98,236              | 891                    |                        |                                 | 5,800            | 6,691                           | 104,927             |
| Real estate loans:   |                     |                        |                        |                                 |                  |                                 |                     |
| Construction   | 204,683             | 1,017                  | 82                     |                                 | 1,439            | 2,538                           | 207,221             |
| Commercial and farmland  | 1,642,016           | 9,846                  | 778                    | 671                             | 19,350           | 30,645                          | 1,672,661           |
| Residential  | 626,821             | 4,876                  | 1,831                  | 854                             | 12,933           | 20,494                          | 647,315             |
| Home equity  | 282,828             | 1,213                  | 352                    | 148                             | 1,988            | 3,701                           | 286,529             |
| Individuals' loans for household and other personal expenditures | 72,853              | 258                    | 53                     | 5                               | 231              | 547                             | 73,400              |
| Lease financing receivables, net of unearned income              | 1,106               |                        |                        |                                 |                  |                                 | 1,106               |
| Other loans  | 35,018              |                        |                        |                                 |                  |                                 | 35,018              |
| Loans  | <u>\$ 3,846,157</u> | <u>\$ 22,107</u>       | <u>\$ 3,149</u>        | <u>\$ 4,663</u>                 | <u>\$ 48,789</u> | <u>\$ 78,708</u>                | <u>\$ 3,924,865</u> |

|  | December 31, 2013   |                        |                        |                                 |                  |                                 |                     |
|--|---------------------|------------------------|------------------------|---------------------------------|------------------|---------------------------------|---------------------|
|  | Current             | 30-59 Days<br>Past Due | 60-89 Days<br>Past Due | Loans > 90 Days<br>And Accruing | Non-Accrual      | Total Past Due<br>& Non-Accrual | Total               |
| Commercial and industrial loans                                  | \$ 749,020          | \$ 2,628               | \$ 774                 |                                 | \$ 9,283         | \$ 12,685                       | \$ 761,705          |
| Agriculture production financing and other loans to farmers      | 114,305             | 13                     |                        |                                 | 30               | 43                              | 114,348             |
| Real estate loans:   |                     |                        |                        |                                 |                  |                                 |                     |
| Construction   | 171,046             | 1,058                  |                        |                                 | 4,978            | 6,036                           | 177,082             |
| Commercial and farmland  | 1,573,403           | 3,807                  | 5,801                  | \$ 703                          | 28,095           | 38,406                          | 1,611,809           |
| Residential  | 595,192             | 7,156                  | 1,475                  | 494                             | 12,068           | 21,193                          | 616,385             |
| Home equity  | 251,188             | 1,652                  | 563                    | 153                             | 1,667            | 4,035                           | 255,223             |
| Individuals' loans for household and other personal expenditures | 69,061              | 550                    | 55                     |                                 | 117              | 722                             | 69,783              |
| Lease financing receivables, net of unearned income              | 1,545               |                        |                        |                                 |                  |                                 | 1,545               |
| Other loans  | 24,365              |                        |                        |                                 | 164              | 164                             | 24,529              |
| Loans  | <u>\$ 3,549,125</u> | <u>\$ 16,864</u>       | <u>\$ 8,668</u>        | <u>\$ 1,350</u>                 | <u>\$ 56,402</u> | <u>\$ 83,284</u>                | <u>\$ 3,632,409</u> |

See the information regarding the analysis of loan loss experience in the "Loan Quality" and "Provision And Allowance For Loan Losses" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

On occasion, borrowers experience declines in income and cash flow. As a result, these borrowers seek to reduce contractual cash outlays including debt payments. Concurrently, in an effort to preserve and protect its earning assets, specifically troubled loans, the Corporation is working to maintain its relationship with certain customers who are experiencing financial difficulty by contractually modifying the borrower's debt agreement with the Corporation. In certain loan restructuring situations, the Corporation may grant a concession to a debtor experiencing financial difficulty, resulting in a trouble debt restructuring. A concession is deemed to be granted when, as a result of the restructuring, the Corporation does not expect to collect all original amounts due, including interest accrued at the original contract rate. If the payment of principal at original maturity is primarily dependent on the value of collateral, the current value of the collateral is considered in determining whether the principal will be paid.

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The following tables summarize troubled debt restructurings that occurred during the periods ended December 31, 2014 and 2013:

|  | Pre-Modification<br>Recorded Balance | December 31, 2014<br>Post-Modification<br>Recorded Balance | Number<br>of Loans |
|--|--------------------------------------|--|--------------------|
| Real estate loans:   |                                      |  |                    |
| Commercial and farmland  | \$ 259                               | \$ 259   | 1                  |
| Residential  | 632                                  | 622  | 9                  |
| Home equity  | 320                                  | 350  | 11                 |
| Individuals' loans for household and other personal expenditures | 26                                   | 26   | 2                  |
| Total  | <u>\$ 1,237</u>                      | <u>\$ 1,257</u>  | <u>23</u>          |

|  | Pre-Modification<br>Recorded Balance | December 31, 2013<br>Post-Modification<br>Recorded Balance | Number<br>of Loans |
|--|--------------------------------------|--|--------------------|
| Commercial and industrial loans                                  | \$ 295                               | \$ 316   | 5                  |
| Real estate loans:   |                                      |  |                    |
| Commercial and farmland  | 6,506                                | 5,492  | 11                 |
| Residential  | 809                                  | 804  | 12                 |
| Individuals' loans for household and other personal expenditures | 143                                  | 145  | 4                  |
| Total  | <u>\$ 7,753</u>                      | <u>\$ 6,757</u>  | <u>32</u>          |

The following tables show the recorded investment of troubled debt restructurings, by modification type, that occurred during the years indicated:

|  | December 31, 2014    |                      |               | Total<br>Modification |
|--|----------------------|----------------------|---------------|-----------------------|
|  | Term<br>Modification | Rate<br>Modification | Combination   |                       |
| Real estate loans:   |                      |                      |               |                       |
| Commercial and farmland  | \$ 288               |                      |               | \$ 288                |
| Residential  | 31                   | \$ 218               | \$ 360        | 609                   |
| Home equity  |                      | 100                  | 243           | 343                   |
| Individuals' loans for household and other personal expenditures |                      |                      | 23            | 23                    |
| Total  | <u>\$ 319</u>        | <u>\$ 318</u>        | <u>\$ 626</u> | <u>\$ 1,263</u>       |

|  | December 31, 2013    |                      |                 | Total<br>Modification |
|--|----------------------|----------------------|-----------------|-----------------------|
|  | Term<br>Modification | Rate<br>Modification | Combination     |                       |
| Commercial and industrial loans                                  | \$ 207               |                      | \$ 60           | \$ 267                |
| Real estate loans:   |                      |                      |                 |                       |
| Commercial and farmland  | 1,388                |                      | 1,985           | 3,373                 |
| Residential  | 167                  | \$ 237               | 351             | 755                   |
| Individuals' loans for household and other personal expenditures | 61                   | 38                   | 25              | 124                   |
| Total  | <u>\$ 1,823</u>      | <u>\$ 275</u>        | <u>\$ 2,421</u> | <u>\$ 4,519</u>       |

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Loans secured by residential real estate made up 49 percent of the post-modification balances of the troubled debt restructured loans during the twelve months ending December 31, 2014. The second largest class of troubled debt restructurings during 2014 was home equity real estate loans, which accounted for 28 percent of the total post modification balances.

The following tables summarize troubled debt restructures that occurred during the twelve months ended December 31, 2014 and 2013, that subsequently defaulted during the period indicated and remained in default at period end. For purposes of this schedule, a loan is considered in default if it is 30 or more days past due.

|                    | Twelve Months Ended December 31, 2014 |                  |
|--------------------|---------------------------------------|------------------|
|                    | Number of Loans                       | Recorded Balance |
| Real estate loans: |                                       |                  |
| Residential        | 1                                     | \$ 70            |
| Total              | 1                                     | \$ 70            |

|                                 | Twelve Months Ended December 31, 2013 |                  |
|---------------------------------|---------------------------------------|------------------|
|                                 | Number of Loans                       | Recorded Balance |
| Commercial and industrial loans | 3                                     | \$ 173           |
| Real estate loans:              |                                       |                  |
| Commercial and farmland         | 2                                     | 1,034            |
| Total                           | 5                                     | \$ 1,207         |

For potential consumer loan restructures, impairment evaluation occurs prior to modification. Any subsequent impairment is typically addressed through the charge off process, or may be addressed through a specific reserve. Consumer troubled debt restructurings are generally included in the general historical allowance for loan loss at the post modification balance. Consumer non-accrual and delinquent troubled debt restructurings are also considered in the calculation of the non-accrual and delinquency trend environmental allowance allocation. Commercial troubled debt restructured loans risk graded special mention, substandard, doubtful and loss are individually evaluated for impairment under ASC 310. Any resulting specific reserves are included in the allowance for loan losses. Commercial 30 - 89 day delinquent troubled debt restructurings are included in the calculation of the delinquency trend environmental allowance allocation. All commercial non-impaired loans, including non-accrual and 90+ day delinquents, are included in the ASC 450 loss migration analysis.

## NOTE 7

### ACCOUNTING FOR CERTAIN LOANS ACQUIRED IN A PURCHASE

The Bank acquired loans in a purchase during the years ended December 31, 2014, 2013 and 2012. The acquired loans detailed in the tables below are included in Note 6. LOANS AND ALLOWANCE, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K. As described in Note 6, loans purchased after December 31, 2008 are recorded at the acquisition date fair value, which could result in a fair value discount or premium. Purchased loans with evidence of credit deterioration since origination and for which it is probable at the date of acquisition that the acquirer will not collect all contractually required principal and interest payments are accounted for under ASC 310-30, *Loans Acquired with Deteriorated Credit Quality*. The difference between contractually required payments and the cash flows expected to be collected at acquisition is referred to as the nonaccretable portion of the fair value discount or premium. The accretable portion of the fair value discount or premium is the difference between the expected cash flows and the net present value of expected cash flows, with such difference accreted into earnings over the term of the loans. All other loans not accounted for under ASC 310-30 are accounted for under ASC 310-20.

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The following table includes the outstanding balance and carrying amount of all the performing and non-performing acquired loans, which are included in the Corporation's balance sheet at December 31, 2014 and 2013.

|  | December 31, 2014 |                   |                  |                   | December 31, 2013 |                  |                   |
|--|-------------------|-------------------|------------------|-------------------|-------------------|------------------|-------------------|
|  | Community         | CFS               | SCB              | Total             | CFS               | SCB              | Total             |
| Outstanding Balance:   |                   |                   |                  |                   |                   |                  |                   |
| Commercial and industrial loans                                  | \$ 8,168          | \$ 64,897         | \$ 6,059         | \$ 79,124         | \$ 81,303         | \$ 8,184         | \$ 89,487         |
| Agricultural production financing and other loans to farmers     | 1,100             |                   | 893              | 1,993             |                   | 1,161            | 1,161             |
| Real estate loans:   |                   |                   |                  |                   |                   |                  |                   |
| Construction   | 19,063            | 9,113             |                  | 28,176            | 17,962            |                  | 17,962            |
| Commercial and farmland  | 74,600            | 251,002           | 15,593           | 341,195           | 311,631           | 23,418           | 335,049           |
| Residential  | 28,863            | 144,396           | 7,384            | 180,643           | 166,754           | 9,359            | 176,113           |
| Home Equity  | 9,881             | 39,244            | 15,758           | 64,883            | 49,042            | 18,236           | 67,278            |
| Individuals' loans for household and other personal expenditures | 1,314             | 922               | 121              | 2,357             | 2,360             | 269              | 2,629             |
| Other Loans  |                   | 86                |                  | 86                | 132               | 407              | 539               |
| <b>Total</b>   | <b>\$ 142,989</b> | <b>\$ 509,660</b> | <b>\$ 45,808</b> | <b>\$ 698,457</b> | <b>\$ 629,184</b> | <b>\$ 61,034</b> | <b>\$ 690,218</b> |
| Carrying Amount  |                   |                   |                  |                   |                   |                  |                   |
| Carrying Amount  | \$ 134,198        | \$ 484,949        | \$ 39,324        | \$ 658,471        | \$ 585,913        | \$ 50,269        | \$ 636,182        |
| Allowance  |                   | 650               |                  | 650               |                   | 229              | 229               |
| <b>Carrying Amount Net of Allowance</b>                          | <b>\$ 134,198</b> | <b>\$ 484,299</b> | <b>\$ 39,324</b> | <b>\$ 657,821</b> | <b>\$ 585,913</b> | <b>\$ 50,040</b> | <b>\$ 635,953</b> |

The balance of the allowance for loan losses and the corresponding provision expense for loans acquired and accounted for under ASC310-30 was \$650,000 and \$229,000 at December 31, 2014 and 2013, respectively.

As customer cash flow expectations improve, nonaccretable yield can be reclassified to accretable yield. The accretable yield, or income expected to be collected, and reclassifications from nonaccretable yield, are identified in the table below.

|                                     | Twelve months ended |                 |                 |                  |                   |                 |                  |                 |
|-------------------------------------|---------------------|-----------------|-----------------|------------------|-------------------|-----------------|------------------|-----------------|
|                                     | December 31, 2014   |                 |                 |                  | December 31, 2013 |                 |                  |                 |
|                                     | Community           | CFS             | SCB             | Total            | CFS               | SCB             | Total            | SCB             |
| Beginning balance                   |                     | \$ 13,435       | \$ 5,864        | \$ 19,299        |                   | \$ 5,142        | \$ 5,142         | \$ —            |
| Additions                           | \$ 5,687            |                 |                 | 5,687            | \$ 13,599         |                 | 13,599           |                 |
| Accretion                           | (394)               | (6,431)         | (2,058)         | (8,883)          | (164)             | (2,071)         | (2,235)          | 9,774           |
| Reclassification from nonaccretable | 119                 | 4,501           | 799             | 5,419            |                   | 2,888           | 2,888            | (4,632)         |
| Disposals                           |                     | (1,594)         | (492)           | (2,086)          |                   | (95)            | (95)             |                 |
| <b>Ending balance</b>               | <b>\$ 5,412</b>     | <b>\$ 9,911</b> | <b>\$ 4,113</b> | <b>\$ 19,436</b> | <b>\$ 13,435</b>  | <b>\$ 5,864</b> | <b>\$ 19,299</b> | <b>\$ 5,142</b> |

The following table presents loans acquired during the periods ending December 31, 2014 and 2013, for which it was probable at acquisition that all contractually required payments would not be collected:

|  | Community - 2014 | CFS - 2013       |
|--|------------------|------------------|
| Contractually required payments receivable at acquisition date | \$ 26,032        | \$ 109,839       |
| Nonaccretable difference                                       | 3,498            | 22,679           |
| Expected cash flows at acquisition date                        | 22,534           | 87,160           |
| Accretable difference  | 2,234            | 3,502            |
| <b>Basis in loans at acquisition date</b>                      | <b>\$ 20,300</b> | <b>\$ 83,658</b> |

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**NOTE 8**

**PREMISES AND EQUIPMENT**

The following table summarizes the Corporation's premises and equipment as of December 31, 2014 and 2013:

|   | 2014      | 2013      |
|---|-----------|-----------|
| Cost at December 31:                      |           |           |
| Land                                      | \$ 19,373 | \$ 17,992 |
| Buildings and Leasehold Improvements      | 99,451    | 92,693    |
| Equipment                                 | 56,606    | 54,274    |
| Total Cost                                | 175,430   | 164,959   |
| Accumulated Depreciation and Amortization | (97,739)  | (90,505)  |
| Net                                       | \$ 77,691 | \$ 74,454 |

The Corporation is committed under various non-cancelable lease contracts for certain subsidiary office facilities and equipment. Total lease expense for 2014, 2013 and 2012 was \$3,258,000, \$2,608,000 and \$2,812,000, respectively. The future minimum rental commitments required under the operating leases in effect at December 31, 2014, expiring at various dates through the year 2028 are as follows for the years ending December 31:

|                                  | Future Minimum Rental Commitments |
|----------------------------------|-----------------------------------|
| 2015                             | \$ 2,778                          |
| 2016                             | 2,207                             |
| 2017                             | 1,514                             |
| 2018                             | 844                               |
| 2019                             | 537                               |
| After 2019                       | 2,724                             |
| Total Future Minimum Obligations | \$ 10,604                         |

**NOTE 9**

**GOODWILL**

On November 7, 2014, the Community acquisition resulted in goodwill of \$13,776,000. Additionally, on November 12, 2013, the CFS acquisition resulted in goodwill of \$47,573,000.

No impairment loss was recorded in 2014 or 2013. The Corporation tested goodwill for impairment during 2014 and 2013. In both valuations, the fair value exceeded the Corporation's carrying value; therefore, it was concluded goodwill is not impaired. For additional details related to impairment testing, see the "GOODWILL" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as Item 7 of this Annual Report on Form 10-K.

|                      | 2014       | 2013       |
|----------------------|------------|------------|
| Balance, January 1   | \$ 188,948 | \$ 141,375 |
| Goodwill acquired    | 13,776     | 47,573     |
| Balance, December 31 | \$ 202,724 | \$ 188,948 |

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**NOTE 10**

**CORE DEPOSIT AND OTHER INTANGIBLES**

On November 7, 2014, the Community acquisition resulted in a core deposit intangible of approximately \$4,658,000. Additionally, on November 12, 2013, the CFS acquisition resulted in a core deposit intangible of approximately \$7,313,000.

The carrying basis and accumulated amortization of recognized core deposit and other intangibles are noted below.

|  | 2014             | 2013             |
|--|------------------|------------------|
| Gross carrying amount                                  | \$ 53,702        | \$ 46,389        |
| Core deposit intangible and other intangibles acquired | 4,658            | 7,313            |
| Accumulated amortization                               | (42,329)         | (39,884)         |
| Core Deposit and Other Intangibles                     | <u>\$ 16,031</u> | <u>\$ 13,818</u> |

Amortization expense for the years ended December 31, 2014, 2013 and 2012, was \$2,445,000, \$1,649,000 and \$1,927,000, respectively.

Estimated future amortization expense is summarized as follows:

|                                  | Amortization Expense |
|----------------------------------|----------------------|
| 2015                             | \$ 2,884             |
| 2016                             | 2,817                |
| 2017                             | 2,723                |
| 2018                             | 1,542                |
| 2019                             | 1,293                |
| After 2019                       | 4,772                |
| Total Future Minimum Obligations | <u>\$ 16,031</u>     |

**NOTE 11**

**DEPOSITS**

The composition of the deposit portfolio is included in the table below for the years indicated:

|   | December 31, 2014   | December 31, 2013   |
|---|---------------------|---------------------|
| Demand deposits   | \$ 2,146,492        | \$ 2,018,650        |
| Savings deposits  | 1,376,707           | 1,257,994           |
| Certificates and other time deposits of \$100,000 or more | 260,685             | 272,660             |
| Other certificates and time deposits                      | 523,010             | 595,110             |
| Brokered deposits   | 333,800             | 87,054              |
| Total deposits  | <u>\$ 4,640,694</u> | <u>\$ 4,231,468</u> |

At December 31, 2014, the contractual maturities of time deposits are summarized as follows:

|            | Certificates and Other Time Deposits |
|------------|--------------------------------------|
| 2015       | \$ 469,352                           |
| 2016       | 256,921                              |
| 2017       | 144,348                              |
| 2018       | 87,234                               |
| 2019       | 52,792                               |
| After 2019 | 106,848                              |
|            | <u>\$ 1,117,495</u>                  |

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**NOTE 12**
**BORROWINGS**

The following table summarizes the Corporation's borrowings as of December 31, 2014 and 2013:

|   | December 31, 2014 | December 31, 2013 |
|---|-------------------|-------------------|
| Federal funds purchased                     | \$ 15,381         | \$ 125,645        |
| Securities sold under repurchase agreements | 124,539           | 148,672           |
| Federal Home Loan Bank advances             | 145,264           | 122,140           |
| Subordinated debentures and term loans      | 126,810           | 126,807           |
| <b>Total Borrowings</b>                     | <b>\$ 411,994</b> | <b>\$ 523,264</b> |

Securities sold under repurchase agreements consist of obligations of the Bank to other parties. The obligations are secured by U.S. Treasury and U.S. Government-Sponsored Enterprise obligations, certain municipal securities and mortgage loans. The maximum amount of outstanding agreements at any month-end during 2014 and 2013 totaled \$155,941,000 and \$161,814,000, respectively, and the average of such agreements totaled \$130,910,000 and \$140,126,000 during 2014 and 2013, respectively.

Maturities of securities sold under repurchase agreements; Federal Home Loan Bank Advances, subordinated debentures and term loans as of December 31, 2014, are as follows:

| Maturities in Years Ending December 31: | Securities Sold<br>Under Repurchase<br>Agreements | Federal Home<br>Loan Bank<br>Advances | Subordinated<br>Debentures and<br>Term Loans |
|---|---|---------------------------------------|--|
| 2015                                    | \$ 124,539  | \$ 30,780                             | \$ 108                                       |
| 2016                                    |   | 41,225                                |  |
| 2017                                    |   | 15,018                                |  |
| 2018                                    |   | 25,637                                |  |
| 2019                                    |   | 12,503                                |  |
| After 2019                              |   | 20,101                                | 126,702                                      |
|   | <b>\$ 124,539</b>                                 | <b>\$ 145,264</b>                     | <b>\$ 126,810</b>                            |

The terms of a security agreement with the FHLB require the Corporation to pledge, as collateral for advances, qualifying first mortgage loans, investment securities and multi-family loans in an amount equal to at least 146 percent of these advances depending on the type of collateral pledged. Advances, with interest rates from 0.43 to 6.81 percent, are subject to restrictions or penalties in the event of prepayment. The total available remaining borrowing capacity from the FHLB at December 31, 2014, was \$399,188,000.

*Subordinated Debentures and Term Loans.* As of December 31, 2014, subordinated debentures and term loans totaled \$126,810,000.

- *First Merchants Capital Trust II.* The subordinated debenture, entered into on July 2, 2007, for \$56,702,000 will mature on September 15, 2037. The Corporation could not redeem the debenture prior to September 15, 2012, and redemption is subject to the prior approval of the Board of Governors of the Federal Reserve System, as required by law or regulation. Interest was fixed at 6.495 percent for the period from the date of issuance through September 15, 2012; interest is now an annual floating rate equal to the three-month LIBOR plus 1.56 percent, reset quarterly. Interest is payable in March, June, September and December of each year. The interest rate at December 31, 2014 was 1.8 percent. The Corporation holds all of the outstanding common securities of First Merchants Capital Trust II.
- On November 1, 2013, the Corporation completed the private issuance and sale to four institutional investors of an aggregate of \$70 million of debt comprised of (a) 5.00 percent Fixed-to-Floating Rate Senior Notes due 2028 in the aggregate principal amount of \$5 million (the "Senior Debt") and (b) 6.75 percent Fixed-to-Floating Rate Subordinated Notes due 2028 in the aggregate principal amount of \$65 million (the "Subordinated Debt"). The interest rate on the Senior Debt and Subordinated Debt remains fixed for the first ten (10) years and will become floating thereafter. The Senior Debt agreement contains certain customary representations and warranties and financial and negative covenants. As of December 31, 2014, the Corporation was in compliance with these covenants. The net proceeds of the placement were used to pay off the Corporation's \$55 million credit facility with Bank of America, N.A. which was scheduled to mature on February 15, 2015.



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*Line of Credit.* As of December 31, 2014, there was no outstanding balance on the line of credit.

- *U.S. Bank, N.A.* On April 11, 2014, the Corporation entered into a line of credit agreement with U.S. Bank, N.A. with a maximum borrowing capacity of \$20 million. As of December 31, 2014, there was no outstanding balance on the line of credit. Interest is payable quarterly based on one-month LIBOR plus 2.00 percent. The line of credit has a quarterly facility fee of 0.25 percent on the unused balance. The maturity date for the line of credit is April 10, 2015. The line of credit agreement contains certain customary representations and warranties and financial and negative covenants. As of December 31, 2014, the Corporation was in compliance with these covenants.

*Subordinated Debentures and Term Loans.* As of December 31, 2013, subordinated debentures and term loans totaled \$126,807,000.

- *First Merchants Capital Trust II.* The subordinated debenture, entered into on July 2, 2007, for \$56,702,000 will mature on September 15, 2037. The Corporation could not redeem the debenture prior to September 15, 2012, and redemption is subject to the prior approval of the Board of Governors of the Federal Reserve System, as required by law or regulation. Interest was fixed at 6.495 percent for the period from the date of issuance through September 15, 2012; interest is now an annual floating rate equal to the three-month LIBOR plus 1.56 percent, reset quarterly. Interest is payable in March, June, September and December of each year. The interest rate at December 31, 2013 was 1.7 percent. The Corporation holds all of the outstanding common securities of First Merchants Capital Trust II.
- On November 1, 2013, the Corporation completed the private issuance and sale to four institutional investors of an aggregate of \$70 million of debt comprised of (a) 5.00 percent Fixed-to-Floating Rate Senior Notes due 2028 in the aggregate principal amount of \$5 million (the "Senior Debt") and (b) 6.75 percent Fixed-to-Floating Rate Subordinated Notes due 2028 in the aggregate principal amount of \$65 million (the "Subordinated Debt"). The interest rate on the Senior Debt and Subordinated Debt remains fixed for the first ten (10) years and will become floating thereafter. The Senior Debt agreement contains certain customary representations and warranties and financial and negative covenants. As of December 31, 2013, the Corporation was in compliance with these covenants. The net proceeds of the placement were used to pay off the Corporation's \$55 million credit facility with Bank of America, N.A. which was scheduled to mature on February 15, 2015.
- *Bank of America, N.A.* The Corporation had a \$55 million credit facility with Bank of America, N.A. comprised of (a) a term loan in the principal amount of \$5 million (the "Term Loan") and (b) a subordinated debenture in the principal amount of \$50 million (the "Subordinated Debt"). Pursuant to the terms of the underlying Loan Agreement (the "Loan Agreement"), the Term Loan and the Subordinated Debt would have matured on February 15, 2015. The Term Loan was secured by a pledge of all of the issued and outstanding shares of the Bank. On November 1, 2013, the Corporation used a portion of the proceeds from the \$70 million subordinated debt placement to pay-off the Bank of America \$55 million credit facility.

## NOTE 13

### DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES

#### *Risk Management Objective of Using Derivatives*

The Corporation is exposed to certain risks arising from both its business operations and economic conditions. The Corporation principally manages its exposures to a wide variety of business and operational risks through management of its core business activities. The Corporation manages economic risks, including interest rate, liquidity, and credit risk, primarily by managing the amount, sources, and duration of its assets and liabilities and through the use of derivative financial instruments. Specifically, the Corporation enters into derivative financial instruments to manage exposures that arise from business activities that result in the receipt or payment of future known and uncertain cash amounts, the value of which are determined by interest rates. The Corporation's derivative financial instruments are used to manage differences in the amount, timing, and duration of the Corporation's known or expected cash payments principally related to certain variable-rate liabilities. The Corporation also has derivatives that are a result of a service the Corporation provides to certain qualifying customers, and, therefore, are not used to manage interest rate risk in the Corporation's assets or liabilities. The Corporation manages a matched book with respect to its derivative instruments offered as a part of this service to its customers in order to minimize its net risk exposure resulting from such transactions.

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*Fair Values of Derivative Instruments on the Balance Sheet*

The table below presents the fair value of the Corporation's derivative financial instruments as well as their classification on the Balance Sheet as of December 31, 2014 and December 31, 2013.

|  | Asset Derivatives      |            |                        |            | Liability Derivatives  |            |                        |            |
|--|------------------------|------------|------------------------|------------|------------------------|------------|------------------------|------------|
|  | December 31, 2014      |            | December 31, 2013      |            | December 31, 2014      |            | December 31, 2013      |            |
|  | Balance Sheet Location | Fair Value | Balance Sheet Location | Fair Value | Balance Sheet Location | Fair Value | Balance Sheet Location | Fair Value |
| Derivatives designated as hedging instruments:     |                        |            |                        |            |                        |            |                        |            |
| Interest rate contracts                            | Other Assets           | \$ 137     | Other Assets           | \$ 1,162   | Other Liabilities      | \$ 2,650   | Other Liabilities      | \$ 1,021   |
| Derivatives not designated as hedging instruments: |                        |            |                        |            |                        |            |                        |            |
| Interest rate contracts                            | Other Assets           | \$ 3,730   | Other Assets           | \$ 2,847   | Other Liabilities      | \$ 3,887   | Other Liabilities      | \$ 2,932   |

*Cash Flow Hedges of Interest Rate Risk*

The Corporation's objectives in using interest rate derivatives are to add stability to interest expense and to manage its exposure to interest rate movements. To accomplish this objective, the Corporation primarily uses interest rate swaps and interest rate caps as part of its interest rate risk management strategy. Interest rate swaps designated as cash flow hedges involve the payment of fixed amounts to a counterparty in exchange for the Corporation receiving variable payments over the life of the agreements without exchange of the underlying notional amount. Interest rate caps designated as cash flow hedges involve the receipt of variable amounts from a counterparty if interest rates rise above the strike rate on the contract in exchange for an up-front premium. As of December 31, 2014 and 2013, the Corporation had five interest rate swaps with a notional amount of \$56.0 million and one interest rate cap with a notional amount of \$13.0 million.

The effective portion of changes in the fair value of derivatives designated and that qualify as cash flow hedges is recorded in accumulated other comprehensive income and is subsequently reclassified into earnings in the period that the hedged forecasted transaction affects earnings. During 2014, \$26.0 million of the interest rate swaps and the \$13.0 million interest rate cap were used to hedge the variable cash outflows (LIBOR-based) associated with existing trust preferred securities when the outflows converted from a fixed rate to variable rate in September 2012. In addition, the remaining \$30.0 million of interest rate swaps were used to hedge the variable cash outflows (LIBOR-based) associated with three Federal Home Loan Bank advances. The ineffective portion of the change in fair value of the derivatives is recognized directly in earnings. During the years ended December 31, 2014 and 2013, the Corporation did not recognize any ineffectiveness.

Amounts reported in accumulated other comprehensive income related to derivatives will be reclassified to interest expense as interest payments are made on the Corporation's variable-rate liabilities. During the next twelve months, the Corporation expects to reclassify \$1,341,000 from accumulated other comprehensive income to interest expense.

*Non-designated Hedges*

The Corporation does not use derivatives for trading or speculative purposes. Derivatives not designated as hedges are not speculative and result from a service the Corporation provides to certain customers. The Corporation executes interest rate swaps with commercial banking customers to facilitate their respective risk management strategies. Those interest rate swaps are simultaneously hedged by offsetting interest rate swaps that the Corporation executes with a third party, such that the Corporation minimizes its net risk exposure resulting from such transactions. As the interest rate swaps associated with this program do not meet the strict hedge accounting requirements, changes in the fair value of both the customer swaps and the offsetting swaps are recognized directly in earnings. As of December 31, 2014, the notional amount of customer-facing swaps was approximately \$155,891,000. This amount is offset with third party counterparties, as described above.

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*Effect of Derivative Instruments on the Income Statement*

The tables below present the effect of the Corporation's derivative financial instruments on the Income Statement for the years ended December 31, 2014, 2013 and 2012.

| Derivatives Not Designated as Hedging Instruments under FASB ASC 815-10 | Location of Gain (Loss) Recognized in Income on Derivative | Amount of Gain (Loss) Recognized in Income on Derivative for the Year Ended December 31, 2014 | Amount of Gain (Loss) Recognized in Income on Derivative for the Year Ended December 31, 2013 | Amount of Gain (Loss) Recognized in Income on Derivative for the Year Ended December 31, 2012 |
|---|--|---|---|---|
| Interest rate contracts   | Other income   | \$ (73)   | \$ 247  | \$ (79)   |

| Derivatives in Cash Flow Hedging Relationships | Amount of Gain (Loss) Recognized in Other Comprehensive Income on Derivative (Effective Portion) For the Year Ended |          | Location of Loss Reclassified from Accumulated Other Comprehensive Income (Effective Portion) | Amount of Loss Reclassified from Other Comprehensive Income into Income (Effective Portion) For the Year Ended |          |          |
|--|---|----------|---|--|----------|----------|
|  | 2014  | 2013     |   | 2014   | 2013     | 2012     |
| Interest rate products                         | \$ (3,996)  | \$ 2,374 | Interest expense  | \$ (1,411)   | \$ (935) | \$ (217) |

The Corporation's exposure to credit risk occurs because of nonperformance by its counterparties. The counterparties approved by the Corporation are usually financial institutions, which are well capitalized and have credit ratings through Moody's and/or Standard & Poor's, at or above investment grade. The Corporation's control of such risk is through quarterly financial reviews, comparing mark-to-market values with policy limitations, credit ratings and collateral pledging.

*Credit-Risk-Related Contingent Features*

The Corporation has agreements with certain of its derivative counterparties that contain a provision where if the Corporation fails to maintain its status as a well/adequately capitalized institution, then the Corporation could be required to terminate or fully collateralize all outstanding derivative contracts. Additionally, the Corporation has agreements with certain of its derivative counterparties that contain a provision where if the Corporation defaults on any of its indebtedness, including default where repayment of the indebtedness has not been accelerated by the lender, then the Corporation could also be declared in default on its derivative obligations. As of December 31, 2014, the termination value of derivatives in a net liability position related to these agreements was \$6,785,000. As of December 31, 2014, the Corporation has minimum collateral posting thresholds with certain of its derivative counterparties and has posted collateral of \$7,411,000. If the Corporation had breached any of these provisions at December 31, 2014, it could have been required to settle its obligations under the agreements at their termination value.

**NOTE 14**

**FAIR VALUES OF FINANCIAL INSTRUMENTS**

The Corporation used fair value measurements to record fair value adjustments, to certain assets, and liabilities and to determine fair value disclosures. The accounting guidance defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. ASC 820 applies only when other guidance requires or permits assets or liabilities to be measured at fair value; it does not expand the use of fair value in any new circumstances.

As defined in ASC 820, fair value is the price to sell an asset or transfer a liability in an orderly transaction between market participants. It represents an exit price at the measurement date. Market participants are buyers and sellers, who are independent, knowledgeable, and willing and able to transact in the principal (or most advantageous) market for the asset or liability being measured. Current market conditions, including imbalances between supply and demand, are considered in determining fair value. The Corporation values its assets and liabilities in the principal market where it sells the particular asset or transfers the liability with the greatest volume and level of activity. In the absence of a principal market, the valuation is based on the most advantageous market for the asset or liability (i.e., the market where the asset could be sold or the liability transferred at a price that maximizes the amount to be received for the asset or minimizes the amount to be paid to transfer the liability).

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Valuation inputs refer to the assumptions market participants would use in pricing a given asset or liability. Inputs can be observable or unobservable. Observable inputs are those assumptions which market participants would use in pricing the particular asset or liability. These inputs are based on market data and are obtained from a source independent of the Corporation. Unobservable inputs are assumptions based on the Corporation's own information or estimate of assumptions used by market participants in pricing the asset or liability. Unobservable inputs are based on the best and most current information available on the measurement date. All inputs, whether observable or unobservable, are ranked in accordance with a prescribed fair value hierarchy which gives the highest ranking to quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1) and the lowest ranking to unobservable inputs for which there is little or no market activity (Level 3). Fair values for assets or liabilities classified as Level 2 are based on one or a combination of the following factors: (i) quoted prices for similar assets; (ii) observable inputs for the asset or liability, such as interest rates or yield curves; or (iii) inputs derived principally from or corroborated by observable market data. The level in the fair value hierarchy within which the fair value measurement in its entirety falls is determined based on the lowest level input that is significant to the fair value measurement in its entirety. The Corporation considers an input to be significant if it drives 10 percent or more of the total fair value of a particular asset or liability.

**RECURRING MEASUREMENTS**

Assets and liabilities are considered to be measured at fair value on a recurring basis if fair value is measured regularly (i.e., daily, weekly, monthly or quarterly). Recurring valuation occurs at a minimum on the measurement date. Assets and liabilities are considered to be measured at fair value on a nonrecurring basis if the fair value measurement of the instrument does not necessarily result in a change in the amount recorded on the balance sheet. Generally, nonrecurring valuation is the result of the application of other accounting pronouncements which require assets or liabilities to be assessed for impairment or recorded at the lower of cost or fair value. The fair value of assets or liabilities transferred in or out of Level 3 is measured on the transfer date, with any additional changes in fair value subsequent to the transfer considered to be realized or unrealized gains or losses.

Following is a description of the valuation methodologies used for instruments measured at fair value on a recurring basis and recognized in the accompanying balance sheet, as well as the general classification of such instruments pursuant to the valuation hierarchy.

*Investment Securities*

Where quoted, market prices are available in an active market and securities are classified within Level 1 of the valuation hierarchy. There are no securities classified within Level 1 of the hierarchy. If quoted market prices are not available, then fair values are estimated by using pricing models, quoted prices of securities with similar characteristics or discounted cash flows. Level 2 securities include agencies, government-sponsored mortgage backs, state and municipal and equity securities. In certain cases where Level 1 or Level 2 inputs are not available, securities are classified within Level 3 of the hierarchy and include state and municipal, corporate obligations and equity securities. Level 3 fair value on state and municipal, corporate obligations and equity securities was determined using a discounted cash flow model that incorporated market estimates of interest rates and volatility in markets that have not been active.

Third party vendors compile prices from various sources and may apply such techniques as matrix pricing to determine the value of identical or similar investment securities (Level 2). Matrix pricing is a mathematical technique widely used in the banking industry to value investment securities without relying exclusively on quoted prices for specific investment securities but rather relying on the investment securities' relationship to other benchmark quoted investment securities. Any investment security not valued based upon the methods above are considered Level 3.

*Corporate Obligations*

In 2013, the Corporation's corporate obligations consisted primarily of pooled trust preferred securities. The issuers of these securities were primarily banks, but some of the pools did include a limited number of insurance companies. The Corporation used an other-than-temporary ("OTTI") evaluation process to compare the present value of expected cash flows to determine whether an adverse change in cash flows had occurred. The OTTI process considered the structure and term of the collateralized debt obligation ("CDO") and the financial condition of the underlying issuers. Specifically, the process detailed interest rates, principal balances of note classes and underlying issuers, the timing and amount of interest and principal payments of the underlying issuers, and the allocation of the payments to the note classes. The estimated expected cash flows were based on the most recent trustee reports and any other relevant market information including announcements of interest payment deferrals or defaults of underlying trust preferred securities. In 2014, the Corporation sold all but one of its trust preferred securities, which resulted in gains of \$1.9 million. These securities had previous OTTI of \$9.4 million. The one remaining trust preferred security has no remaining book value as a result of OTTI of approximately \$500,000 taken in 2009.

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*Interest Rate Derivative Agreements*

See information regarding the Corporation's interest rate derivative products in Note 13. DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES, in the Notes to Consolidated Financial Statements included as Item 8 of this Annual Report on Form 10-K.

The following table presents the fair value measurements of assets and liabilities recognized in the accompanying balance sheets measured at fair value on a recurring basis and the level within the ASC 820-10 fair value hierarchy in which the fair value measurements fall at December 31, 2014 and 2013.

| December 31, 2014                                    | Fair Value | Fair Value Measurements Using:                                 |   |   |
|--|------------|--|---|---|
|  |            | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| Available for sale securities:                       |            |  |   |   |
| U.S. Government-sponsored agency securities          | \$ 109     |  | \$ 109  |   |
| State and municipal                                  | 228,593    |  | 221,982                                       | \$ 6,611                                  |
| U.S. Government-sponsored mortgage-backed securities | 319,104    |  | 319,104                                       |   |
| Corporate obligations                                | 31         |  |   | 31  |
| Equity securities                                    | 1,706      |  | 1,702   | 4   |
| Interest rate swap asset                             | 3,730      |  | 3,730   |   |
| Interest rate cap                                    | 137        |  | 137   |   |
| Interest rate swap liability                         | 6,537      |  | 6,537   |   |

| December 31, 2013                                    | Fair Value | Fair Value Measurements Using:                                 |   |   |
|--|------------|--|---|---|
|  |            | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| Available for sale securities:                       |            |  |   |   |
| U.S. Treasury  | \$ 15,973  |  | \$ 15,973                                     |   |
| U.S. Government-sponsored agency securities          | 3,545      |  | 3,545   |   |
| State and municipal                                  | 230,987    |  | 223,752                                       | \$ 7,235                                  |
| U.S. Government-sponsored mortgage-backed securities | 281,252    |  | 281,252                                       |   |
| Corporate obligations                                | 2,738      |  |   | 2,738                                     |
| Equity securities                                    | 1,706      |  | 1,702   | 4   |
| Interest rate swap asset                             | 3,619      |  | 3,619   |   |
| Interest rate cap                                    | 390        |  | 390   |   |
| Interest rate swap liability                         | 3,953      |  | 3,953   |   |

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**LEVEL 3 RECONCILIATION**

The following is a reconciliation of the beginning and ending balances of recurring fair value measurements recognized in the accompanying balance sheets using significant unobservable Level 3 inputs for year ended December 31, 2014 and 2013.

|  | Available for Sale Securities |                   |
|--|-------------------------------|-------------------|
|  | For The Year Ended            |                   |
|  | December 31, 2014             | December 31, 2013 |
| Beginning Balance                      | \$ 9,977                      | \$ 18,328         |
| Included in other comprehensive income | 3,656                         | 1,330             |
| Purchases, issuances, and settlements  |                               | 7,590             |
| Transfers in/(out) of Level 3          |                               | (16,434)          |
| Principal payments                     | (6,987)                       | (837)             |
| Ending balance                         | <u>\$ 6,646</u>               | <u>\$ 9,977</u>   |

There were no gains or losses for the period included in earnings that were attributable to the changes in unrealized gains or losses related to assets or liabilities held at December 31, 2014 or 2013.

**TRANSFERS BETWEEN LEVELS**

| December 31, 2013   | Quoted Prices in Active Markets for Identical Assets<br>(Level 1) | Significant Other Observable Inputs<br>(Level 2) | Significant Unobservable Inputs<br>(Level 3) | Reason for Transfer   |
|---|---|--|--|---|
| <b>Transfers to/(from) Level:</b>                             |   |  |  |   |
| Available for sale securities                                 |   | \$ (350)   | \$ 350                                       | Selected state and municipal securities were transferred from Level 2 to Level 3 due to limited availability of similar securities in active markets.   |
| Available for sale securities transferred to held to maturity |   |  | \$ (16,784)                                  | Selected state and municipal securities were transferred from available for sale to held to maturity. These securities are valued at amortized cost and are no longer classified within the fair value hierarchy. |

In 2013, approximately \$350,000 of selected state and municipal securities were transferred from Level 2 to Level 3 due to limited availability of similar securities in active markets. Additionally, the Corporation transferred \$16,784,000 of selected state and municipal securities from available for sale to held to maturity. These securities are valued at amortized cost and are no longer classified within the fair value hierarchy. All securities transferred to held to maturity were previously classified as Level 3 in the fair value hierarchy. There were no transfers in or out of Level 3 during 2014.

**NONRECURRING MEASUREMENTS**

Following is a description of valuation methodologies used for instruments measured at fair value on a non-recurring basis and recognized in the accompanying balance sheets, as well as the general classification of such instruments pursuant to the valuation hierarchy for year ended December 31, 2014 and 2013.

| December 31, 2014                     | Fair Value | Fair Value Measurements Using                                     |  |  |
|---------------------------------------|------------|---|--|--|
|                                       |            | Quoted Prices in Active Markets for Identical Assets<br>(Level 1) | Significant Other Observable Inputs<br>(Level 2) | Significant Unobservable Inputs<br>(Level 3) |
| Impaired Loans (collateral dependent) | \$ 17,134  |   |  | \$ 17,134                                    |
| Other real estate owned               | \$ 5,155   |   |  | \$ 5,155                                     |

| December 31, 2013                     | Fair Value | Fair Value Measurements Using                                     |  |  |
|---------------------------------------|------------|---|--|--|
|                                       |            | Quoted Prices in Active Markets for Identical Assets<br>(Level 1) | Significant Other Observable Inputs<br>(Level 2) | Significant Unobservable Inputs<br>(Level 3) |
| Impaired Loans (collateral dependent) | \$ 12,117  |   |  | \$ 12,117                                    |
| Other real estate owned               | \$ 6,877   |   |  | \$ 6,877                                     |

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*Impaired Loans (collateral dependent)*

Loans for which it is probable that the Corporation will not collect all principal and interest due according to contractual terms are measured for impairment. Allowable methods for determining the amount of impairment include estimating fair value of the collateral for collateral dependent loans. If the impaired loan is identified as collateral dependent, then the fair value method of measuring the amount of impairment is utilized. This method requires obtaining a current independent appraisal of the collateral and applying a discount factor to the value. A portion of the allowance for loan losses is allocated to impaired loans if the value of such loans is deemed to be less than the unpaid balance. If these allocations cause the allowance for loan losses to increase, such increase is reported as a component of the provision for loan losses. Loan losses are charged against the allowance when management believes the uncollectability of the loan is confirmed. During 2014, certain impaired loans were partially charged off or re-evaluated. Impaired loans that are collateral dependent are classified within Level 3 of the fair value hierarchy when impairment is determined using the fair value method.

*Other Real Estate Owned*

The fair value for impaired loans and other real estate owned is measured based on the value of the collateral securing those loans or real estate and is determined using several methods. The fair value of real estate is generally determined based on appraisals by qualified licensed appraisers. The appraisers typically determine the value of the real estate by utilizing an income or market valuation approach. If an appraisal is not available, the fair value may be determined by using a cash flow analysis. Fair value on other collateral such as business assets is typically ascertained by assessing, either singularly or some combination of, asset appraisals, accounts receivable aging reports, inventory listings and or customer financial statements. Both appraised values and values based on borrower's financial information are discounted as considered appropriate based on age and quality of the information and current market conditions.

**UNOBSERVABLE (LEVEL 3) INPUTS**

The following table presents quantitative information about unobservable inputs used in recurring and nonrecurring Level 3 fair value measurements, other than goodwill, at December 31, 2014 and 2013.

| December 31, 2014                           | Fair Value | Valuation Technique              | Unobservable Inputs  | Range (Weighted-Average)                       |
|---|------------|----------------------------------|--|--|
| State and municipal securities              | \$ 6,611   | Discounted cash flow             | Maturity Call Date<br>US Muni BQ curve<br>Discount rate                      | 1 month to 15 years<br>A- to BBB-<br>.90% - 5% |
| Corporate obligations and Equity securities | \$ 35      | Discounted cash flow             | Risk free rate<br>plus Premium for illiquidity                               | 3 month LIBOR<br>plus 200 bps                  |
| Impaired loans (collateral dependent)       | \$ 17,134  | Collateral based<br>measurements | Discount to reflect current market conditions and ultimate<br>collectability | 0% - 50% (3%)                                  |
| Other real estate owned                     | \$ 5,155   | Appraisals                       | Discount to reflect current market conditions                                | 0% - 20% (7%)                                  |
| <br>  |            |                                  |  |  |
| December 31, 2013                           | Fair Value | Valuation Technique              | Unobservable Inputs  | Range (Weighted-Average)                       |
| State and municipal securities              | \$ 7,235   | Discounted cash flow             | Maturity Call Date<br>US Muni BQ curve<br>Discount rate                      | 1 month to 15 years<br>A- to BBB-<br>1% - 5%   |
| Corporate obligations and Equity securities | \$ 2,742   | Discounted cash flow             | Risk free rate<br>plus Premium for illiquidity                               | 3 month LIBOR<br>plus 200 bps                  |
| Impaired loans (collateral dependent)       | \$ 12,117  | Collateral based<br>measurements | Discount to reflect current market conditions and ultimate<br>collectability | 0% - 50% (3%)                                  |
| Other real estate owned                     | \$ 6,877   | Appraisals                       | Discount to reflect current market conditions                                | 0% - 20% (2%)                                  |

The following is a discussion of the sensitivity of significant unobservable inputs, the interrelationships between those inputs and other unobservable inputs used in recurring fair value measurement and how those inputs might magnify or mitigate the effect of changes in the unobservable inputs on the fair value measurement.

*State and Municipal Securities, Corporate Obligations and Equity Securities*

The significant unobservable inputs used in the fair value measurement of the Corporation's state and municipal securities, corporate obligations and equity securities are premiums for unrated securities and marketability discounts. Significant increases or decreases in either of those inputs in isolation would result in a significantly lower or higher fair value measurement. Generally, changes in either of those inputs will not affect the other input.

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**FAIR VALUE OF FINANCIAL INSTRUMENTS**

The following table presents estimated fair values of the Corporation's financial instruments and the level within the fair value hierarchy in which the fair value measurements fall at December 31, 2014 and 2013.

|   | 2014            |  |   |   |
|---|-----------------|--|---|---|
|   | Carrying Amount | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| Assets at December 31:                      |                 |  |   |   |
| Cash and cash equivalents                   | \$ 118,616      | \$ 118,616   |   |   |
| Interest-bearing time deposits              | 47,520          | 47,520   |   |   |
| Investment securities available for sale    | 549,543         |  | \$ 542,897                                    | \$ 6,646                                  |
| Investment securities held to maturity      | 631,088         |  | 614,457                                       | 33,266                                    |
| Loans held for sale                         | 7,235           |  | 7,235   |   |
| Loans                                       | 3,860,901       |  |   | 3,810,912                                 |
| FRB and FHLB stock                          | 41,353          |  | 41,353  |   |
| Interest rate swap asset                    | 3,867           |  | 3,867   |   |
| Interest receivable                         | 19,984          |  | 19,984  |   |
| Liabilities at December 31:                 |                 |  |   |   |
| Deposits                                    | \$ 4,640,694    | \$ 3,523,199   | \$ 1,099,610                                  |   |
| Borrowings:                                 |                 |  |   |   |
| Federal funds purchased                     | 15,381          |  | 15,381  |   |
| Securities sold under repurchase agreements | 124,539         |  | 124,539                                       |   |
| FHLB Advances                               | 145,264         |  | 146,669                                       |   |
| Subordinated debentures and term loans      | 126,810         |  | 92,802  |   |
| Interest rate swap liability                | 6,537           |  | 6,537   |   |
| Interest payable                            | 3,201           |  | 3,201   |   |
|   | 2013            |  |   |   |
|   | Carrying Amount | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| Assets at December 31:                      |                 |  |   |   |
| Cash and cash equivalents                   | \$ 109,434      | \$ 109,434   |   |   |
| Interest-bearing time deposits              | 55,069          | 55,069   |   |   |
| Investment securities available for sale    | 536,201         |  | \$ 526,224                                    | \$ 9,977                                  |
| Investment securities held to maturity      | 559,378         |  | 525,998                                       | 34,849                                    |
| Loans held for sale                         | 5,331           |  | 5,331   |   |
| Loans                                       | 3,564,539       |  |   | 3,506,615                                 |
| FRB and FHLB stock                          | 38,990          |  | 38,990  |   |
| Interest rate swap asset                    | 4,009           |  | 4,009   |   |
| Interest receivable                         | 18,672          |  | 18,672  |   |
| Liabilities at December 31:                 |                 |  |   |   |
| Deposits                                    | \$ 4,231,468    | \$ 3,082,117   | \$ 934,937                                    |   |
| Borrowings:                                 |                 |  |   |   |
| Federal funds purchased                     | 125,645         |  | 125,645                                       |   |
| Securities sold under repurchase agreements | 148,672         |  | 148,852                                       |   |
| FHLB Advances                               | 122,140         |  | 122,962                                       |   |
| Subordinated debentures and term loans      | 126,807         |  | 82,607  |   |
| Interest rate swap liability                | 3,953           |  | 3,953   |   |
| Interest payable                            | 1,771           |  | 1,771   |   |

The following methods were used to estimate the fair value of all other financial instruments recognized in the Consolidated Condensed Balance Sheets at amounts other than fair value.

*Cash and cash equivalents:* The fair value of cash and cash equivalents approximates carrying value.

*Interest-bearing time deposits:* The fair value of interest-bearing time deposits approximates carrying value.

*Investment securities:* Fair value is based on quoted market prices, if available. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities. The fair value of certain Level III securities is estimated using discounted cash flow analysis, using interest rates currently being offered on investments with similar maturities and investment quality.



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*Mortgage loans held for sale:* The carrying amount approximates fair value due to the short duration between origination and date of sale.

*Loans:* The fair value for loans is estimated using discounted cash flow analysis, using interest rates currently being offered for loans with similar terms to borrowers of similar credit quality. See Impaired Loans above.

*Federal Reserve and Federal Home Loan Bank stock:* The fair value of Federal Reserve Bank and Federal Home Loan Bank stock is based on the price which it may be resold to the Federal Reserve and Federal Home Loan Bank.

*Derivative instruments:* The fair value of interest rate swaps reflect the estimated amounts that would have been received to terminate these contracts at the reporting date based upon pricing or valuation models applied to current market information. Interest rate caps are valued using the market standard methodology of discounting the future expected cash receipts that would occur if variable interest rates rose above the strike rate of the caps. The projected cash receipts on the caps are based on an expectation of future interest rates derived from observed market interest rate curves and volatilities.

*Interest receivable and Interest payable:* The fair value of interest receivable/payable approximates carrying value.

*Deposits:* The fair values of noninterest-bearing and interest-bearing demand accounts and savings deposits are equal to the amount payable on demand at the balance sheet date. The carrying amounts for variable rate, fixed-term certificates of deposit approximate their fair values at the balance sheet date. Fair values for fixed-rate certificates of deposit and other time deposits are estimated using a discounted cash flow calculation that applies interest rates currently being offered to a schedule of aggregated expected monthly maturities on such time deposits.

*Borrowings:* The fair value of Federal Funds purchased approximates the carrying amount. The fair value of all other borrowings is estimated using a discounted cash flow calculation, based on current rates for similar debt.

## NOTE 15

### COMMITMENTS AND CONTINGENT LIABILITIES

In the normal course of business there are outstanding commitments and contingent liabilities, such as commitments to extend credit and standby letters of credit, which are not included in the accompanying financial statements. The Corporation's exposure to credit loss in the event of nonperformance by the other party to the financial instruments for commitments to extend credit and standby letters of credit is represented by the contractual or notional amount of those instruments. The Bank uses the same credit policies in making such commitments as they do for instruments that are included in the consolidated balance sheets.

Financial instruments, whose contract amount represents credit risk as of December 31, were as follows:

|                                   | 2014         | 2013         |
|-----------------------------------|--------------|--------------|
| Amounts of commitments:           |              |              |
| Loan commitments to extend credit | \$ 1,617,552 | \$ 1,216,470 |
| Standby letters of credit         | \$ 52,655    | \$ 41,508    |

Commitments to extend credit are agreements to lend to a customer, as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Bank evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Bank upon extension of credit, is based on management's credit evaluation. Collateral held varies, but may include accounts receivable, inventory, property and equipment, and income-producing commercial properties.

Standby letters of credit are conditional commitments issued by the Bank to guarantee the performance of a customer to a third party.

The Corporation and subsidiaries are also subject to claims and lawsuits, which arise primarily in the ordinary course of business. It is the opinion of management that the disposition or ultimate resolution of such claims and lawsuits will not have a material adverse effect on the consolidated financial position of the Corporation.

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**NOTE 16**

**STOCKHOLDERS' EQUITY**

National banking laws restrict the maximum amount of dividends that a bank may pay in any calendar year. National banks are limited to the bank's retained net income (as defined) for the current year plus those for the previous two years. The amount at December 31, 2014, available for 2015 dividends from the Corporation's subsidiaries (both banking and non-banking) was \$23,340,000.

Total stockholders' equity for all subsidiaries at December 31, 2014, was \$818,420,000 of which \$795,080,000 was restricted from dividend distribution to the Corporation.

The Corporation has a Dividend Reinvestment and Stock Purchase Plan, enabling stockholders to elect to have their cash dividends on all shares automatically reinvested in additional shares of the Corporation's common stock. In addition, stockholders may elect to make optional cash payments up to an aggregate of \$2,500 per quarter for the purchase of additional shares of common stock. The stock is credited to participant accounts at fair market value. Dividends are reinvested on a quarterly basis.

*Preferred Stock*

On September 22, 2011, the Corporation entered into a Securities Purchase Agreement (the "Purchase Agreement") with the Treasury, pursuant to which the Corporation issued 90,782.94 shares of the Corporation's Senior Non-Cumulative Perpetual Preferred Stock, Series B (the "Series B Preferred Stock"), having a liquidation amount per share equal to \$1,000, for a total purchase price of \$90,782,940. The Purchase Agreement was entered into, and the Series B Preferred Stock was issued, pursuant to the SBLF program, a \$30 billion fund established under the Small Business Jobs Act of 2010, that encourages lending to small businesses by providing capital to qualified community banks with assets of less than \$10 billion.

On January 3, 2013, the Corporation redeemed 22,695.94 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$22,695,940 plus accrued but unpaid dividends. Following the redemption, the Treasury held 68,087 shares of the Series B Preferred Stock representing a remaining liquidation amount of approximately \$68 million.

On July 2, 2013, the Corporation redeemed an additional 34,044 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$34,044,000 plus accrued but unpaid dividends. Following the redemption, the Treasury held 34,043 shares of the Series B Preferred Stock representing a remaining liquidation amount of approximately \$34 million.

On November 22, 2013, the Corporation redeemed the final 34,043 shares of the Series B Preferred Stock held by the Treasury at an aggregate redemption price of \$34,043,000 plus accrued but unpaid dividends. There are no shares of the Corporation's Series B Preferred Stock currently outstanding.

*CFS Acquisition*

On November 12, 2013, the Corporation acquired 100 percent of CFS Bancorp, Inc. ("CFS") in an all stock transaction. Pursuant to the merger agreement, the shareholders of CFS received 0.65 percent of a share of the Corporation's common stock for each share of CFS Bancorp common stock held. The Corporation issued approximately 7.1 million shares of common stock, which was valued at approximately \$135.6 million.

*Community Acquisition*

On November 7, 2014, the Corporation acquired 100 percent of Community Bancshares, Inc. ("Community"). Pursuant to the merger agreement, each outstanding share of common stock of Community was converted into the right to receive either (a) 4.0926 shares of First Merchants' common stock, plus cash in lieu of fractional shares; or (b) \$85.94 in cash, based upon shareholder elections. The Corporation paid \$14.2 million in cash and issued approximately 1.6 million shares of common stock, valued at approximately \$35.0 million, for a total purchase price of approximately \$49.2 million.

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**NOTE 17**

**ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)**

The following table summarizes the changes in the balances of each component of accumulated other comprehensive income (loss), net of tax, as of December 31, 2014 and 2013:

|  | Accumulated Other Comprehensive Income (Loss)              |   |   |  |            | Total |
|--|--|---|---|--|------------|-------|
|  | Unrealized Gains (Losses) on Securities Available for Sale | Unrealized Gains (Losses) on Securities Available for Sale for which a Portion of Other-Than-Temporary Impairment has been Recognized in Income | Unrealized Gains (Losses) on Cash Flow Hedges | Unrealized Gains (Losses) on Defined Benefit Plans |            |       |
| Balance at December 31, 2013                                     | \$ 1,566   | \$ (1,847)  | \$ (501)                                      | \$ (5,628)   | \$ (6,410) |       |
| Other comprehensive income before reclassifications              | 14,860   | 1,847   | (2,599)                                       | (7,580)  | 6,528      |       |
| Amounts reclassified from accumulated other comprehensive income | (2,328)  |   | 918   | (338)  | (1,748)    |       |
| Period change  | 12,532   | 1,847   | (1,681)                                       | (7,918)  | 4,780      |       |
| Balance at December 31, 2014                                     | \$ 14,098  | \$ —  | \$ (2,182)                                    | \$ (13,546)  | \$ (1,630) |       |
| Balance at December 31, 2012                                     | \$ 17,904  | \$ (3,272)  | \$ (2,652)                                    | \$ (17,479)  | \$ (5,499) |       |
| Other comprehensive income before reclassifications              | (16,021)   | 1,425   | 1,543   | 10,704   | (2,349)    |       |
| Amounts reclassified from accumulated other comprehensive income | (317)  |   | 608   | 1,147  | 1,438      |       |
| Period change  | (16,338)   | 1,425   | 2,151   | 11,851   | (911)      |       |
| Balance at December 31, 2013                                     | \$ 1,566   | \$ (1,847)  | \$ (501)                                      | \$ (5,628)   | \$ (6,410) |       |

The following table presents the reclassification adjustments out of accumulated other comprehensive income (loss) that were included in net income in the Consolidated Condensed Statements of Income for the twelve months ended December 31, 2014, 2013 and 2012:

| Details about Accumulated Other Comprehensive Income (Loss) Components | Amount Reclassified from Accumulated Other Comprehensive Income (Loss) For the Year Ended December 31, |            |          | Affected Line Item in the Statements of Income                              |
|--|--|------------|----------|---|
|  | 2014   | 2013       | 2012     |   |
| <b>Unrealized gains (losses) on available for sale securities (1)</b>  |  |            |          |   |
| Realized securities gains reclassified into income                     | \$ 3,581   | \$ 487     | \$ 2,389 | Other income - net realized gains on sales of available for sale securities |
| Related income tax expense   | (1,253)  | (170)      | (835)    | Income tax expense  |
|  | \$ 2,328   | \$ 317     | \$ 1,554 |   |
| <b>Unrealized gains (losses) on cash flow hedges (2)</b>               |  |            |          |   |
| Interest rate contracts  | \$ (1,411)   | \$ (935)   | \$ (217) | Interest expense - subordinated debentures and term loans                   |
| Related income tax benefit   | 493  | 327        | 76       | Income tax expense  |
|  | \$ (918)   | \$ (608)   | \$ (141) |   |
| <b>Unrealized gains (losses) on defined benefit plans</b>              |  |            |          |   |
| Amortization of net loss and prior service costs                       | \$ 520   | \$ (1,765) | \$ 100   | Other expenses - salaries and employee benefits                             |
| Related income tax benefit (expense)                                   | (182)  | 618        | (35)     | Income tax expense  |
|  | \$ 338   | \$ (1,147) | \$ 65    |   |
| Total reclassifications for the period, net of tax                     | \$ 1,748   | \$ (1,438) | \$ 1,478 |   |

<sup>(1)</sup> For additional detail related to unrealized gains (losses) on available for sale securities and related amounts reclassified from accumulated other comprehensive income see Note 5. INVESTMENT SECURITIES.

<sup>(2)</sup> For additional detail related to unrealized gains (losses) on cash flow hedges and related amounts reclassified from accumulated other comprehensive income see Note 13. DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES.

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**NOTE 18**

**REGULATORY CAPITAL**

The Corporation and the Bank are subject to various regulatory capital requirements administered by the federal banking agencies and are assigned to a capital category. The assigned capital category is largely determined by three ratios that are calculated according to the regulations: total risk adjusted capital, Tier 1 capital, and Tier 1 leverage ratios. The ratios are intended to measure capital relative to assets and credit risk associated with those assets and off-balance sheet exposures of the entity. The capital category assigned to an entity can also be affected by qualitative judgments made by regulatory agencies about the risk inherent in the entity's activities that are not part of the calculated ratios.

There are five capital categories defined in the regulations, ranging from well capitalized to critically undercapitalized. Classification of a bank in any of the undercapitalized categories can result in actions by regulators that could have a material effect on a bank's operations.

At December 31, 2014, the management of the Corporation believes that it meets all capital adequacy requirements to which it is subject. The most recent notifications from the regulatory agencies categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized, a bank must maintain a minimum total capital to risk-weighted assets, Tier I capital to risk-weighted assets and Tier I capital to average assets of 10 percent, 6 percent and 5 percent, respectively. It should be noted that a bank's capital category is determined solely for the purpose of applying the OCC's "prompt corrective action" regulations and that the capital category may not constitute an accurate representation of the Bank's overall financial condition or prospects.

Actual and required capital amounts and ratios are listed below.

| December 31,                                    | 2014       |        |                               |       | 2013       |        |                               |       |
|---|------------|--------|-------------------------------|-------|------------|--------|-------------------------------|-------|
|   | Actual     |        | Required For Adequate Capital |       | Actual     |        | Required For Adequate Capital |       |
|   | Amount     | Ratio  | Amount                        | Ratio | Amount     | Ratio  | Amount                        | Ratio |
| <b>Total Capital (to Risk-weighted Assets)</b>  |            |        |                               |       |            |        |                               |       |
| First Merchants Corporation                     | \$ 685,507 | 15.34% | \$ 357,581                    | 8.00% | \$ 599,966 | 14.54% | \$ 330,107                    | 8.00% |
| First Merchants Bank                            | 653,169    | 14.64  | 356,884                       | 8.00  | 599,272    | 14.56  | 329,344                       | 8.00  |
| <b>Tier I Capital (to Risk-weighted Assets)</b> |            |        |                               |       |            |        |                               |       |
| First Merchants Corporation                     | \$ 564,535 | 12.63% | \$ 178,791                    | 4.00% | \$ 483,186 | 11.71% | \$ 165,053                    | 4.00% |
| First Merchants Bank                            | 597,305    | 13.39  | 178,442                       | 4.00  | 547,655    | 13.30  | 164,672                       | 4.00  |
| <b>Tier I Capital (to Average Assets)</b>       |            |        |                               |       |            |        |                               |       |
| First Merchants Corporation                     | \$ 564,535 | 10.15% | \$ 222,533                    | 4.00% | \$ 483,186 | 10.20% | \$ 189,485                    | 4.00% |
| First Merchants Bank                            | 597,305    | 10.56  | 226,339                       | 4.00  | 547,655    | 11.58  | 189,095                       | 4.00  |

**NOTE 19**

**LOAN SERVICING**

Mortgage loans serviced for others are not included in the accompanying consolidated balance sheets. The loans are serviced primarily for the Federal Home Loan Mortgage Corporation and Fannie Mae, and the unpaid balances totaled \$254,223,000, \$271,871,000 and \$167,879,000 at December 31, 2014, 2013 and 2012, respectively. The amount of capitalized servicing assets is considered immaterial.

**NOTE 20**

**SHARE-BASED COMPENSATION**

Stock options and restricted stock awards ("RSAs") have been issued to directors, officers and other management employees under the Corporation's 1999 Long-term Equity Incentive Plan and the 2009 Long-term Equity Incentive Plan. The stock options, which have a ten-year life, become 100 percent vested ranging from six months to two years and are fully exercisable when vested. Option exercise prices equal the Corporation's common stock closing price on NASDAQ on the date of grant. RSAs issued to employees and non-employee directors provide for the issuance of shares of the Corporation's common stock at no cost to the holder and generally vest after three years. The RSAs vest only if the employee is actively employed by the Corporation on the vesting date and, therefore, any unvested shares are forfeited. For non-employee directors, the RSA's vest only if the non-employee director remains as an active board member on the vesting date and, therefore, any unvested shares are forfeited. RSAs for employees and non-employee directors retired from the Corporation are either immediately vested at retirement or continue to vest after retirement, depending on the plan under which the shares were granted. Deferred stock units ("DSUs") can be credited to non-employee directors who elect to defer payment of compensation under the Corporation's 2008 Equity Compensation Plan for Non-employee Directors. DSUs credited are equal to the restricted shares that the non-employee director would have received under the plan. As of December 31, 2014, the Corporation did not have any outstanding DSUs.

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The Corporation's 2009 Employee Stock Purchase Plan ("ESPP") provides eligible employees of the Corporation and its subsidiaries an opportunity to purchase shares of common stock of the Corporation through quarterly offerings financed by payroll deductions. The price of the stock to be paid by the employees shall be equal to 85 percent of the average of the closing price of the Corporation's common stock on each trading day during the offering period. However, in no event shall such purchase price be less than the lesser of an amount equal to 85 percent of the market price of the Corporation's stock on the offering date or an amount equal to 85 percent of the market value on the date of purchase. Common stock purchases are made quarterly and are paid through advance payroll deductions up to a calendar year maximum of \$25,000.

Compensation expense related to unvested share-based awards is recorded by recognizing the unamortized grant date fair value of these awards over the remaining service periods of those awards, with no change in historical reported fair values and earnings. Awards are valued at fair value in accordance with provisions of share-based compensation guidance and are recognized on a straight-line basis over the service periods of each award. To complete the exercise of vested stock options, RSA's and ESPP options, the Corporation generally issues new shares from its authorized but unissued share pool. Share-based compensation for the years ended December 31, 2014, 2013, and 2012 was \$2,177,000, \$1,773,000, and \$1,492,000, respectively, and has been recognized as a component of salaries and benefits expense in the accompanying CONSOLIDATED STATEMENTS OF INCOME.

The estimated fair value of the stock options granted during 2014, 2013, and 2012 was calculated using a Black-Scholes option pricing model. The following summarizes the assumptions used in the Black-Scholes model:

|  | 2014       | 2013       | 2012       |
|--|------------|------------|------------|
| Risk-free interest rate                        | 2.41%      | 1.25%      | 1.36%      |
| Expected price volatility                      | 45.05%     | 45.68%     | 46.22%     |
| Dividend yield                                 | 2.73%      | 2.96%      | 3.29%      |
| Forfeiture rate                                | 5.46%      | 4.73%      | 4.77%      |
| Weighted-average expected life, until exercise | 7.74 years | 7.27 years | 7.20 years |

The Black-Scholes model incorporates assumptions used to value share-based awards. The risk-free rate of interest, for periods equal to the expected life of the option, is based on a U.S. government instrument over a similar contractual term of the equity instrument. Expected price volatility is based on historical volatility of the Corporation's common stock. In addition, the Corporation generally uses historical information to determine the dividend yield and weighted-average expected life of the options until exercise. Separate groups of employees that have similar historical exercise behavior with regard to option exercise timing and forfeiture rates are considered separately for valuation and attribution purposes.

Share-based compensation expense recognized in the CONSOLIDATED STATEMENTS OF INCOME is based on awards ultimately expected to vest and is reduced for estimated forfeitures. Share-based compensation guidance requires forfeitures to be estimated at the time of grant and revised, if necessary, in subsequent periods, if actual forfeitures differ from those estimates. Pre-vesting forfeitures were estimated to be approximately 5.5 percent for the year ended December 31, 2014, based on historical experience.

The following table summarizes the components of the Corporation's share-based compensation awards recorded as expense:

|   | Year Ended<br>December 31,<br>2014 | Year Ended<br>December 31,<br>2013 | Year Ended<br>December 31,<br>2012 |
|---|------------------------------------|------------------------------------|------------------------------------|
| <b>Stock and ESPP Options</b>                               |                                    |                                    |                                    |
| Pre-tax compensation expense                                | \$ 237                             | \$ 253                             | \$ 284                             |
| Income tax benefit  | (47)                               | (16)                               | (23)                               |
| Stock and ESPP option expense, net of income taxes          | <u>\$ 190</u>                      | <u>\$ 237</u>                      | <u>\$ 261</u>                      |
| <b>Restricted Stock Awards</b>                              |                                    |                                    |                                    |
| Pre-tax compensation expense                                | \$ 1,940                           | \$ 1,520                           | \$ 1,208                           |
| Income tax benefit  | (679)                              | (531)                              | (428)                              |
| Restricted stock awards expense, net of income taxes        | <u>\$ 1,261</u>                    | <u>\$ 989</u>                      | <u>\$ 780</u>                      |
| <b>Total Share-Based Compensation:</b>                      |                                    |                                    |                                    |
| Pre-tax compensation expense                                | \$ 2,177                           | \$ 1,773                           | \$ 1,492                           |
| Income tax benefit  | (726)                              | (547)                              | (451)                              |
| Total share-based compensation expense, net of income taxes | <u><u>\$ 1,451</u></u>             | <u><u>\$ 1,226</u></u>             | <u><u>\$ 1,041</u></u>             |

As of December 31, 2014, unrecognized compensation expense related to stock options and RSAs totaling \$4,000 and \$2,618,000, respectively, is expected to be recognized over weighted-average periods of 0.14 years and 1.16 years, respectively.

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Stock option activity under the Corporation's stock option plans, as of December 31, 2014, and changes during the year ended December 31, 2014, were as follows:

|  | Number of<br>Shares | Weighted-Average<br>Exercise Price | Weighted Average<br>Remaining Contractual<br>Term (in Years) | Aggregate<br>Intrinsic Value |
|--|---------------------|------------------------------------|--|------------------------------|
| Outstanding at January 1, 2014                   | 958,786             | \$ 21.32                           |  |                              |
| Granted  | 13,500              | \$ 21.65                           |  |                              |
| Exercised  | (41,249)            | \$ 12.21                           |  |                              |
| Canceled   | (193,106)           | \$ 24.42                           |  |                              |
| Outstanding December 31, 2014                    | <u>737,931</u>      | \$ 20.99                           | 3.08   | 2,645,356                    |
| Vested and Expected to Vest at December 31, 2014 | 737,931             | \$ 20.99                           | 3.08   | 2,645,356                    |
| Exercisable at December 31, 2014                 | 715,431             | \$ 21.05                           | 2.90   | 2,563,636                    |

The weighted-average grant date fair value was \$8.13, \$5.73 and \$3.97 for stock options granted during the years ended December 31, 2014, 2013 and 2012, respectively.

The aggregate intrinsic value in the table above represents the total pre-tax intrinsic value (the difference between the Corporation's closing stock price on the last trading day of 2014 and the exercise price, multiplied by the number of in-the-money options) that would have been received by the option holders had all option holders exercised their stock options on December 31, 2014. The amount of aggregate intrinsic value will change based on the fair market value of the Corporation's common stock.

The aggregate intrinsic value of stock options exercised during the years ended December 31, 2014 and 2013 was \$392,000 and \$143,000, respectively. Cash receipts of stock options exercised during 2014 and 2013 were \$504,000 and \$115,000, respectively.

The following table summarizes information on unvested RSAs outstanding as of December 31, 2014:

|                                    | Number of<br>Shares | Weighted-Average<br>Grant Date Fair Value |
|------------------------------------|---------------------|---|
| Unvested RSAs at January 1, 2014   | 429,002             | \$ 12.51                                  |
| Granted                            | 98,611              | \$ 20.54                                  |
| Forfeited                          | (9,717)             | \$ 15.78                                  |
| Vested                             | (132,446)           | \$ 9.16                                   |
| Unvested RSAs at December 31, 2014 | <u>385,450</u>      | \$ 15.65                                  |

The grant date fair value of ESPP options was estimated at the beginning of the October 1, 2014, quarterly offering period of approximately \$20,000. The ESPP options vested during the three months ending December 31, 2014, leaving no unrecognized compensation expense related to unvested ESPP options at December 31, 2014.

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**NOTE 21**
**PENSION AND OTHER POST RETIREMENT BENEFIT PLANS**

The Corporation's defined-benefit pension plans cover approximately 25 percent of the Corporation's employees. In 2005, the Board of Directors of the Corporation approved the curtailment of the accumulation of defined benefits for future services provided by certain participants in the First Merchants Corporation Retirement Plan. No additional pension benefits have been earned by any employees who had not attained both the age of 55 and accrued at least 10 years of vesting service as of March 1, 2005. The benefits are based primarily on years of service and employees' pay near retirement. Contributions are intended to provide not only for benefits attributed to service-to-date, but also for those expected to be earned in the future. The Corporation also maintains post retirement benefit plans that provide health insurance benefits to retirees. The plans allow retirees to be carried under the Corporation's health insurance plan, generally from ages 55 to 65. The retirees pay 100 percent of the premiums due for their coverage. The table below sets forth the plans' funded status and amounts recognized in the consolidated balance sheets at December 31, using measurement dates of December 31, 2014 and 2013.

|   | 2014               | 2013              |
|---|--------------------|-------------------|
| <b>Change in Benefit Obligation:</b>  |                    |                   |
| Benefit obligation at beginning of year   | \$ 62,270          | \$ 69,166         |
| Service cost  | 73                 | 131               |
| Interest cost   | 3,235              | 2,670             |
| Actuarial loss (gain)   | 12,968             | (5,597)           |
| Benefits paid   | (5,541)            | (4,100)           |
| Net transfers in from CFS acquisition   | 7,645              |                   |
| Benefit obligation at end of year   | <u>\$ 80,650</u>   | <u>\$ 62,270</u>  |
| <b>Change in Plan Assets:</b>   |                    |                   |
| Fair value of plan assets at beginning of year  | \$ 69,871          | \$ 62,865         |
| Actual return on plan assets  | 5,232              | 10,610            |
| Employer contributions  | 504                | 496               |
| Benefits paid   | (5,541)            | (4,100)           |
| CFS acquisition   | 7,073              |                   |
| End of year   | <u>77,139</u>      | <u>69,871</u>     |
| Funded status at end of year  | <u>\$ (3,511)</u>  | <u>\$ 7,601</u>   |
| <b>Assets and Liabilities Recognized in the Balance Sheets:</b>   |                    |                   |
| Deferred tax asset  | \$ 8,541           | \$ 4,266          |
| Assets  | \$ 1,329           | \$ 12,383         |
| Liabilities   | \$ 4,840           | \$ 4,782          |
| <b>Amounts Recognized in Accumulated Other Comprehensive Income Not Yet Recognized as Components of Net Periodic (Benefit) Cost Consist of:</b> |                    |                   |
| Accumulated loss  | \$ (15,863)        | \$ (7,922)        |
| Prior service credit  | (346)              | (28)              |
|   | <u>\$ (16,209)</u> | <u>\$ (7,950)</u> |

The actuarial loss recognized in 2014 was primarily due to two factors. The first factor was a decrease in the discount rate assumption from 4.80% at December 31, 2013 to 4.00% at December 31, 2014. The second factor contributing to the loss was the Corporation's adoption of the Society of Actuaries new mortality tables.

Citizens Financial Bank participated in the Pentegra Defined Benefit Plan for Financial Institutions (the "Pentegra Plan"), an industry-wide, tax-qualified defined-benefit pension plan. The Pentegra Plan operated as a multi-employer plan for accounting purposes and as a multiple employer plan under ERISA and the Internal Revenue Code. On September 30, 2013, the Board of Citizens Financial Bank approved a resolution to withdraw as a Participating Employer in the Pentegra Plan. Upon completion of the withdrawal from the Pentegra Plan, the assets and liabilities were merged into the First Merchants Corporation Retirement Plan in early 2014.

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The accumulated benefit obligation for all defined benefit plans was \$80,650,000 and \$62,263,000 at December 31, 2014 and 2013, respectively.

Information for pension plans with an accumulated benefit obligation in excess of plan assets is included in the table below.

|                                | December 31, 2014 | December 31, 2013 |
|--------------------------------|-------------------|-------------------|
| Projected benefit obligation   | \$ 4,840          | \$ 4,782          |
| Accumulated benefit obligation | \$ 4,840          | \$ 4,782          |
| Fair value of plan assets      |                   |                   |

The following table shows the components of net periodic pension costs:

|                                     | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|-------------------------------------|-------------------|-------------------|-------------------|
| Service cost                        | \$ 73             | \$ 131            | \$ 161            |
| Interest cost                       | 3,235             | 2,670             | 2,990             |
| Expected return on plan assets      | (4,467)           | (4,265)           | (4,216)           |
| Amortization of prior service costs | 81                | 25                | 25                |
| Amortization of net loss            | 478               | 2,131             | 2,207             |
| Net periodic pension (benefit) cost | <u>\$ (600)</u>   | <u>\$ 692</u>     | <u>\$ 1,167</u>   |

Other changes in plan assets and benefit obligations recognized in other comprehensive income (loss):

|   | December 31, 2014  | December 31, 2013 | December 31, 2012 |
|---|--------------------|-------------------|-------------------|
| Net periodic pension (benefit) cost   | \$ (600)           | \$ 692            | \$ 1,167          |
| Net gain (loss)   | (12,203)           | 11,942            | (1,242)           |
| Amortization of loss  | 478                | 2,131             | 2,207             |
| Amortization of prior service cost  | 81                 | 25                | 25                |
| Total recognized in other comprehensive income (loss)                               | <u>(11,644)</u>    | <u>14,098</u>     | <u>990</u>        |
| Total recognized in net periodic pension cost and other comprehensive income (loss) | <u>\$ (11,044)</u> | <u>\$ 13,406</u>  | <u>\$ (177)</u>   |

The estimated net loss and transition obligation for the defined benefit pension plans that will be amortized from accumulated other comprehensive income into net periodic pension cost over the next fiscal year are:

|                                    | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|------------------------------------|-------------------|-------------------|-------------------|
| Amortization of net loss           | \$ (1,770)        | \$ (533)          | \$ (2,158)        |
| Amortization of prior service cost | (64)              | (25)              | (25)              |
| Total                              | <u>\$ (1,834)</u> | <u>\$ (558)</u>   | <u>\$ (2,183)</u> |

Significant assumptions include:

|  | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|-------------------|-------------------|-------------------|
| Weighted-average Assumptions Used to Determine Benefit Obligation: |                   |                   |                   |
| Discount rate  | 4.00%             | 4.80%             | 4.00%             |
| Rate of compensation increase for accruing active participants     | 3.00%             | 3.00%             | 3.00%             |
| Weighted-average Assumptions Used to Determine Cost:               |                   |                   |                   |
| Discount rate  | 4.80%             | 4.00%             | 4.50%             |
| Expected return on plan assets                                     | 6.00%             | 7.00%             | 7.00%             |
| Rate of compensation increase for accruing active participants     | 3.00%             | 3.00%             | 4.00%             |



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At December 31, 2014 and 2013, the Corporation based its estimate of the expected long-term rate of return on analysis of the historical returns of the plans and current market information available. The plans' investment strategies are to provide for preservation of capital with an emphasis on long-term growth without undue exposure to risk. The assets of the plans' are invested in accordance with the plans' Investment Policy Statement, subject to strict compliance with Employee Retirement Income Security Act of 1974 ("ERISA") and any other applicable statutes.

The plans' risk management practices include quarterly evaluations of investment managers, including reviews of compliance with investment manager guidelines and restrictions; ability to exceed performance objectives; adherence to the investment philosophy and style; and ability to exceed the performance of other investment managers. The evaluations are reviewed by management with appropriate follow-up and actions taken, as deemed necessary. The Investment Policy Statement generally allows investments in cash and cash equivalents, real estate, fixed income debt securities and equity securities, and specifically prohibits investments in derivatives, options, futures, private placements, short selling, non-marketable securities and purchases of non-investment grade bonds.

At December 31, 2014, the maturities of the plans' debt securities ranged from 15 days to 9.59 years, with a weighted average maturity of 5.02 years. At December 31, 2013, the maturities of the plans' debt securities ranged from 2 days to 9.61 years, with a weighted average maturity of 4.63 years.

The following benefit payments, which reflect expected future service, as appropriate, are expected to be paid as of December 31, 2014. The minimum contribution required in 2015 will likely be zero but the Corporation may decide to make a discretionary contribution during the year.

|            |           |               |
|------------|-----------|---------------|
| 2015       | \$        | 4,761         |
| 2016       |           | 4,757         |
| 2017       |           | 4,751         |
| 2018       |           | 4,783         |
| 2019       |           | 4,997         |
| After 2019 |           | 25,125        |
|            | <b>\$</b> | <b>49,174</b> |

Plan assets are re-balanced quarterly. At December 31, 2014 and 2013, plan assets by category are as follows:

|                           | December 31, 2014 |               | December 31, 2013 |               |
|---------------------------|-------------------|---------------|-------------------|---------------|
|                           | Actual            | Target        | Actual            | Target        |
| Cash and cash equivalents | 2.6%              | 2.0%          | 2.7%              | 2.0%          |
| Equity securities         | 58.7              | 60.0          | 62.2              | 60.0          |
| Debt securities           | 36.5              | 36.0          | 33.2              | 36.0          |
| Alternative investments   | 2.2               | 2.0           | 1.9               | 2.0           |
|                           | <u>100.0%</u>     | <u>100.0%</u> | <u>100.0%</u>     | <u>100.0%</u> |

The First Merchants Corporation Retirement and Income Savings Plan (the "Savings Plan"), a Section 401(k) qualified defined contribution plan, was amended on March 1, 2005 to provide enhanced retirement benefits, including employer and matching contributions, for eligible employees of the Corporation and its subsidiaries. The Corporation matches employees' contributions primarily at the rate of 50 percent for the first 6 percent of base salary contributed by participants.

Beginning in 2005, employees who have completed 1000 hours of service and are an active employee on the last day of the year receive an additional retirement contribution after year-end. Employees hired after January 1, 2010 do not participate in the additional retirement contribution. Effective January 1, 2013, the additional retirement contribution was fixed at 2 percent. Full vesting occurs after five years of service. The Corporation's expense for the Savings Plan, including the additional retirement contribution, was \$3,396,000, \$3,138,000 and \$2,914,000 for 2014, 2013 and 2012, respectively.

The Corporation maintains post retirement benefit plans that provide health insurance benefits to retirees. The plans allow retirees to be carried under the Corporation's health insurance plan, generally from ages 55 to 65. The retirees pay 100 percent of the premiums due for their coverage. The obligations payable under the plans totaled \$1,811,000 and \$1,534,000 at December 31, 2014 and 2013, respectively. Post retirement plan expense totaled \$97,000, \$519,000 and \$477,000 for the years ending December 31, 2014, 2013 and 2012, respectively.

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**Pension Plan Assets**

Following is a description of the valuation methodologies used for pension plan assets measured at fair value on a recurring basis, as well as the general classification of pension plan assets pursuant to the valuation hierarchy.

Where quoted market prices are available in an active market, plan assets are classified within Level 1 of the valuation hierarchy. Level 1 plan assets total \$57,413,000 and include cash and cash equivalents, common stocks, mutual funds and corporate bonds and notes. If quoted market prices are not available, then fair values are estimated by using pricing models, quoted prices of plan assets with similar characteristics or discounted cash flows. Level 2 plan assets total \$19,726,000 and include governmental agencies, taxable municipals, common collective trust investments (which are classified below as Party-in-Interest investments -- common bond fund and common equity fund) and certificates of deposit. In certain cases where Level 1 or Level 2 inputs are not available, plan assets are classified within Level 3 of the hierarchy. There are no assets classified within Level 3 of the hierarchy at December 31, 2014 and 2013.

| December 31, 2014                               | Fair Value       | Fair Value Measurements Using                                  |   |   |
|---|------------------|--|---|---|
|   |                  | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| Cash & Cash Equivalents                         | \$ 2,032         | \$ 2,032   |   |   |
| Corporate Bonds and Notes                       | 9,384            | 9,384  |   |   |
| Government Agency and Municipal Bonds and Notes | 8,252            |  | \$ 8,252                                      |   |
| Certificates of Deposit                         | 1,001            |  | 1,001   |   |
| <b>Party-in-Interest Investments</b>            |                  |  |   |   |
| Common Stock                                    | 1,376            | 1,376  |   |   |
| Common Bond Fund                                | 4,615            |  | 4,615   |   |
| Common Equity Fund                              | 5,858            |  | 5,858   |   |
| <b>Mutual Funds</b>                             |                  |  |   |   |
| Taxable Bond                                    | 4,987            | 4,987  |   |   |
| Large Cap Equity                                | 21,185           | 21,185   |   |   |
| Mid Cap Equity                                  | 9,434            | 9,434  |   |   |
| Small Cap Equity                                | 3,872            | 3,872  |   |   |
| International Equity                            | 3,474            | 3,474  |   |   |
| Specialty Alternative Equity                    | 1,669            | 1,669  |   |   |
|   | <u>\$ 77,139</u> | <u>\$ 57,413</u>   | <u>\$ 19,726</u>                              | <u>\$ —</u>                               |

| December 31, 2013                               | Fair Value       | Fair Value Measurements Using                                  |   |   |
|---|------------------|--|---|---|
|   |                  | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| Cash & Cash Equivalents                         | \$ 1,864         | \$ 1,864   |   |   |
| Corporate Bonds and Notes                       | 6,076            | 6,076  |   |   |
| Government Agency and Municipal Bonds and Notes | 8,263            |  | \$ 8,263                                      |   |
| Certificates of Deposit                         | 607              |  | 607   |   |
| <b>Party-in-Interest Investments</b>            |                  |  |   |   |
| Common Stock                                    | 1,375            | 1,375  |   |   |
| Common Bond Fund                                | 5,318            |  | 5,318   |   |
| Common Equity Fund                              | 4,507            |  | 4,507   |   |
| <b>Mutual Funds</b>                             |                  |  |   |   |
| Taxable Bond                                    | 3,901            | 3,901  |   |   |
| Large Cap Equity                                | 20,617           | 20,617   |   |   |
| Mid Cap Equity                                  | 8,721            | 8,721  |   |   |
| Small Cap Equity                                | 3,584            | 3,584  |   |   |
| International Equity                            | 3,727            | 3,727  |   |   |
| Specialty Alternative Equity                    | 1,311            | 1,311  |   |   |
|   | <u>\$ 69,871</u> | <u>\$ 51,176</u>   | <u>\$ 18,695</u>                              | <u>\$ —</u>                               |

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**NOTE 22**
**INCOME TAX**

The reconciliation between the statutory and actual income tax expense (benefit) is summarized in the following table for the years indicated:

|  | 2014             | 2013             | 2012             |
|--|------------------|------------------|------------------|
| Income Tax Expense for the Year Ended December 31:         |                  |                  |                  |
| Currently Payable:   |                  |                  |                  |
| Federal  | \$ (1,661)       | \$ 738           | \$ (23)          |
| State  |                  |                  |                  |
| Deferred:  |                  |                  |                  |
| Federal  | 22,541           | 13,939           | 15,890           |
| State  | 510              |                  |                  |
| Total Income Tax Expense                                   | <u>\$ 21,390</u> | <u>\$ 14,677</u> | <u>\$ 15,867</u> |
| Reconciliation of Federal Statutory to Actual Tax Expense: |                  |                  |                  |
| Federal Statutory Income Tax at 35%                        | \$ 28,543        | \$ 20,722        | \$ 21,347        |
| Tax-exempt Interest Income                                 | (5,148)          | (3,923)          | (3,716)          |
| Stock Compensation   | 36               | 50               | 76               |
| Earnings on Life Insurance                                 | (1,271)          | (905)            | (1,187)          |
| Tax Credits  | (911)            | (857)            | (73)             |
| Other  | 141              | (410)            | (580)            |
| Actual Tax Expense   | <u>\$ 21,390</u> | <u>\$ 14,677</u> | <u>\$ 15,867</u> |

Tax expense applicable to security gains and losses, including unrealized losses relating to other-than-temporary impairment charges, for the years ended December 31, 2014, 2013 and 2012, was \$760,000, \$157,000 and \$759,000, respectively.

The Corporation or one of its subsidiaries files income tax returns in the U.S. federal jurisdiction and various state jurisdictions. With a few exceptions, the Corporation is no longer subject to U.S. federal, state and local or non-U.S. income tax examinations by tax authorities for years before 2011.

The tax effects of temporary differences related to deferred taxes shown on the balance sheets were:

|   | 2014             | 2013             |
|---|------------------|------------------|
| Deferred Tax Asset at December 31:                                |                  |                  |
| Assets:   |                  |                  |
| Differences in Accounting for Loan Losses                         | \$ 26,665        | \$ 28,064        |
| Differences in Accounting for Loan Fees                           | 747              | 736              |
| Differences in Accounting for Loans and Securities                | 9,910            | 13,579           |
| Deferred Compensation   | 5,234            | 5,479            |
| Difference in Accounting for Pensions and Other Employee Benefits | 1,084            |                  |
| Federal & State Income Tax Loss Carryforward and Credits          | 23,977           | 24,981           |
| Net Unrealized Loss on Securities Available for Sale              |                  | 151              |
| Other   | 8,535            | 12,828           |
| Total Assets  | <u>76,152</u>    | <u>85,818</u>    |
| Liabilities:  |                  |                  |
| Differences in Depreciation Methods                               | 8,220            | 8,008            |
| Difference in Accounting for Pensions and Other Employee Benefits |                  | 1,096            |
| State Income Tax  | 591              | 354              |
| Net Unrealized Gain on Securities Available for Sale              | 7,591            |                  |
| Gain on FDIC Modified Whole Bank Transaction                      | 1,694            | 2,147            |
| Other   | 1,096            | 1,257            |
| Total Liabilities   | <u>19,192</u>    | <u>12,862</u>    |
| Net Deferred Tax Asset Before Valuation Allowance                 | 56,960           | 72,956           |
| Valuation allowance:  |                  |                  |
| Beginning Balance   | (17,171)         | (13,859)         |
| Decrease/(Increase) During the Year                               | (397)            | (3,312)          |
| Ending Balance  | <u>(17,568)</u>  | <u>(17,171)</u>  |
| Net Deferred Tax Asset  | <u>\$ 39,392</u> | <u>\$ 55,785</u> |

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The \$16,393,000 decrease in the Corporation's net deferred tax asset was due to a combination of a decrease in deferred tax assets and an increase in deferred tax liabilities. The largest deferred tax asset decreases were associated with accounting for loans, other than temporary impairment on securities, and other real estate owned in the amounts of \$3,669,000, \$3,261,000 and \$1,988,000, respectively. Partially offsetting these deferred tax asset decreases was the \$2,180,000 net change in the shift of the accounting for pensions and other employee benefits from a deferred tax liability to a deferred tax asset. Finally, the largest deferred tax liability increase of \$7,742,000 resulted from the accounting for unrealized gains on available for sale securities.

The Corporation has recorded a valuation allowance of \$17,568,000 related to deferred state taxes as it does not anticipate having future state taxable income sufficient to fully utilize the deferred state tax asset. This is primarily due to the Corporation's current tax structure as discussed in the "INCOME TAXES" section of Management's Discussion and Analysis of Financial Condition and Results of Operations included as item 7 of this Annual Report on Form 10-K.

As of December 31, 2014, the Corporation had approximately \$143,467,000 of state tax loss carryforward available to offset future state taxes. This state loss carryforward has a valuation allowance of approximately \$142,358,000.

The Corporation has approximately \$13,393,000 of additional paid-in capital that is considered restricted resulting from the CFS acquisition. CFS qualified as a bank under provisions of the Internal Revenue Code which permitted it to deduct from taxable income an allowance for bad debts which differed from the provision for losses charged to income. No provision for income taxes had been provided. If in the future this portion of additional paid-in capital is distributed, or the Corporation no longer qualifies as a bank for income tax purposes, income taxes may be imposed at the then applicable tax rates. The unrecorded deferred tax liability at December 31, 2014, would have been approximately \$4,688,000.

**NOTE 23**

**NET INCOME PER SHARE**

Basic net income per share is computed by dividing net income by the weighted-average shares outstanding during the reporting period. Diluted net income per share is computed by dividing net income by the combination of all dilutive common share equivalents, comprised of shares issuable under the Corporation's share-based compensation plans, and the weighted-average shares outstanding during the reporting period.

Dilutive common share equivalents include the dilutive effect of in-the-money share-based awards, which are calculated based on the average share price for each period using the treasury stock method. Under the treasury stock method, the exercise price of share-based awards, the amount of compensation expense, if any, for future service that the Corporation has not yet recognized, and the amount of estimated tax benefits that would be recorded in additional paid-in capital when share-based awards are exercised, are assumed to be used to repurchase common stock in the current period.

The following table reconciles basic and diluted net income per share for the years indicated:

|   | 2014 |                         |            | 2013    |                         |            | 2012    |                         |            |         |
|---|------|-------------------------|------------|---------|-------------------------|------------|---------|-------------------------|------------|---------|
|   |      | Weighted-Average Shares |            |         | Weighted-Average Shares |            |         | Weighted-Average Shares |            |         |
| Basic net income per share:                   | \$   | 60,162                  |            | \$      | 44,530                  |            | \$      | 45,122                  |            |         |
| Preferred stock dividends                     |      |                         |            | (2,380) |                         |            | (4,539) |                         |            |         |
| Net income available to common stockholders   |      | 60,162                  | 36,266,356 | \$ 1.66 | 42,150                  | 29,731,420 | \$ 1.42 | 40,583                  | 28,632,915 | \$ 1.42 |
| Effect of dilutive stock options and warrants |      |                         | 288,253    |         |                         | 276,960    |         |                         | 213,769    |         |
| Diluted net income per share:                 |      |                         |            |         |                         |            |         |                         |            |         |
| Net income available to common stockholders   | \$   | 60,162                  | 36,554,609 | \$ 1.65 | \$ 42,150               | 30,008,380 | \$ 1.41 | \$ 40,583               | 28,846,684 | \$ 1.41 |

Options to purchase 543,514, 800,674, and 820,706 shares of common stock with weighted average exercise prices of \$20.99, \$21.32, and \$21.58 at December 31, 2014, 2013 and 2012 respectively, were excluded from the computation of diluted net income per share because the options exercise price was greater than the average market price of the common stock.

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**NOTE 24**
**QUARTERLY RESULTS OF OPERATIONS (UNAUDITED)**

The following table sets forth certain quarterly results for the years ended December 31, 2014 and 2013:

|   | 2014       |            |            |            | 2013       |            |            |            |
|---|------------|------------|------------|------------|------------|------------|------------|------------|
|   | First      | Second     | Third      | Fourth     | First      | Second     | Third      | Fourth     |
| Interest income                                     | \$ 51,009  | \$ 51,527  | \$ 53,290  | \$ 53,053  | \$ 43,738  | \$ 40,653  | \$ 40,736  | \$ 45,707  |
| Interest expense                                    | 5,117      | 5,408      | 5,424      | 5,893      | 4,280      | 4,003      | 3,714      | 4,572      |
| Net interest income                                 | 45,892     | 46,119     | 47,866     | 47,160     | 39,458     | 36,650     | 37,022     | 41,135     |
| Provision for loan losses                           |            |            | 1,600      | 960        | 2,102      | 1,997      | 1,533      | 1,016      |
| Net interest income after provision for loan losses | 45,892     | 46,119     | 46,266     | 46,200     | 37,356     | 34,653     | 35,489     | 40,119     |
| Non-interest income                                 | 15,186     | 15,933     | 18,294     | 16,254     | 13,877     | 14,059     | 11,800     | 15,073     |
| Non-interest expense                                | 43,089     | 41,250     | 42,576     | 41,677     | 34,700     | 33,742     | 34,219     | 40,558     |
| Income before income tax expense                    | 17,989     | 20,802     | 21,984     | 20,777     | 16,533     | 14,970     | 13,070     | 14,634     |
| Income tax expense                                  | 4,369      | 5,642      | 5,862      | 5,517      | 4,668      | 4,155      | 2,667      | 3,187      |
| Net income  | 13,620     | 15,160     | 16,122     | 15,260     | 11,865     | 10,815     | 10,403     | 11,447     |
| Preferred stock dividends                           |            |            |            |            | (857)      | (852)      | (430)      | (241)      |
| Net income available to common stockholders         | \$ 13,620  | \$ 15,160  | \$ 16,122  | \$ 15,260  | \$ 11,008  | \$ 9,963   | \$ 9,973   | \$ 11,206  |
| Basic EPS   | \$ 0.38    | \$ 0.42    | \$ 0.45    | \$ 0.41    | \$ 0.38    | \$ 0.35    | \$ 0.35    | \$ 0.34    |
| Diluted EPS   | \$ 0.38    | \$ 0.41    | \$ 0.45    | \$ 0.41    | \$ 0.38    | \$ 0.34    | \$ 0.35    | \$ 0.34    |
| Average Shares Outstanding:                         |            |            |            |            |            |            |            |            |
| Basic   | 35,956,436 | 36,026,763 | 36,054,867 | 37,018,014 | 28,716,987 | 28,783,407 | 28,806,809 | 32,597,145 |
| Diluted   | 36,260,624 | 36,294,149 | 36,328,981 | 37,323,276 | 28,971,238 | 29,023,513 | 29,081,472 | 32,912,605 |

**NOTE 25**
**CONDENSED FINANCIAL INFORMATION (parent company only)**

Presented below is condensed financial information as to financial position, results of operations, and cash flows of the Corporation.

**Condensed Balance Sheets**

|  | December 31, 2014 | December 31, 2013 |
|--|-------------------|-------------------|
| <b>Assets</b>                              |                   |                   |
| Cash                                       | \$ 36,044         | \$ 13,228         |
| Investment in subsidiaries                 | 820,123           | 745,818           |
| Goodwill                                   | 448               | 448               |
| Other assets                               | 6,281             | 8,695             |
| Total assets                               | \$ 862,896        | \$ 768,189        |
| <b>Liabilities</b>                         |                   |                   |
| Borrowings                                 | \$ 126,702        | \$ 126,702        |
| Other liabilities                          | 9,367             | 6,564             |
| Total liabilities                          | 136,069           | 133,266           |
| Stockholders' equity                       | 726,827           | 634,923           |
| Total liabilities and stockholders' equity | \$ 862,896        | \$ 768,189        |

**PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
*(table dollar amounts in thousands, except share data)*

**Condensed Statements of Income and Comprehensive Income**

|   | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|---|-------------------|-------------------|-------------------|
| <b>Income</b>   |                   |                   |                   |
| Dividends from subsidiaries   | \$ 53,231         | \$ 63,732         | \$ 30,096         |
| Other income  | 538               | 45                | 85                |
| <b>Total income</b>   | <b>53,769</b>     | <b>63,777</b>     | <b>30,181</b>     |
| <b>Expenses</b>   |                   |                   |                   |
| Interest expense  | 6,616             | 3,531             | 4,655             |
| Salaries and employee benefits  | 3,128             | 3,284             | 3,194             |
| Net occupancy and equipment expenses  | 442               | 258               | 312               |
| Telephone expenses  | 27                | 42                | 30                |
| Postage and courier expenses  |                   |                   | 1                 |
| Other expenses  | 1,972             | 2,617             | 1,502             |
| <b>Total expenses</b>   | <b>12,185</b>     | <b>9,732</b>      | <b>9,694</b>      |
| Income before income tax benefit and equity in undistributed income of subsidiaries | 41,584            | 54,045            | 20,487            |
| Income tax benefit  | 3,999             | 3,153             | 3,316             |
| Income before equity in undistributed income of subsidiaries                        | 45,583            | 57,198            | 23,803            |
| Equity in undistributed (distributions in excess of) income of subsidiaries         | 14,579            | (12,668)          | 21,319            |
| <b>Net income</b>   | <b>60,162</b>     | <b>44,530</b>     | <b>45,122</b>     |
| Preferred stock dividends and discount accretion                                    |                   | (2,380)           | (4,539)           |
| <b>Net income available to common stockholders</b>                                  | <b>\$ 60,162</b>  | <b>\$ 42,150</b>  | <b>\$ 40,583</b>  |
| <b>Net income</b>   | <b>\$ 60,162</b>  | <b>\$ 44,530</b>  | <b>\$ 45,122</b>  |
| Other comprehensive income (loss)   | 4,780             | (911)             | (1,897)           |
| <b>Comprehensive income</b>   | <b>\$ 64,942</b>  | <b>\$ 43,619</b>  | <b>\$ 43,225</b>  |

**Condensed Statement of Cash Flows**

|   | 2014               | Year Ended December 31,<br>2013 | 2012               |
|---|--------------------|---------------------------------|--------------------|
| <b>Cash Flow From Operating Activities:</b>                                 |                    |                                 |                    |
| Net income  | \$ 60,162          | \$ 44,530                       | \$ 45,122          |
| Adjustments to Reconcile Net Income to Net Cash:                            |                    |                                 |                    |
| Share-based compensation  | 887                | 778                             | 632                |
| Distributions in excess of (equity in undistributed) income of subsidiaries | (14,579)           | 12,668                          | (21,319)           |
| Net Change in:  |                    |                                 |                    |
| Other assets  | 2,425              | (1,354)                         | 1,902              |
| Other liabilities   | 1,466              | (8,438)                         | 1,122              |
| Investment in subsidiaries - operating activities                           | (4,517)            | 12,991                          | (1,755)            |
| <b>Net cash provided by operating activities</b>                            | <b>\$ 45,844</b>   | <b>\$ 61,175</b>                | <b>\$ 25,704</b>   |
| <b>Cash Flow From Investing Activities:</b>                                 |                    |                                 |                    |
| Investment in subsidiaries  |                    |                                 | \$ (126)           |
| Net cash paid in acquisition  | \$ (12,832)        |                                 |                    |
| Other   |                    | \$ 240                          |                    |
| <b>Net cash provided (used) in investing activities</b>                     | <b>\$ (12,832)</b> | <b>\$ 240</b>                   | <b>\$ (126)</b>    |
| <b>Cash Flow From Financing Activities:</b>                                 |                    |                                 |                    |
| Cash dividends  | \$ (10,694)        | \$ (7,992)                      | \$ (7,442)         |
| Repayment of borrowings   |                    | (55,000)                        | (4,124)            |
| Proceeds from issuance of long-term debt                                    |                    | 70,000                          |                    |
| Preferred stock redemption under small business lending fund                |                    | (90,783)                        |                    |
| Stock issued under employee benefit plans                                   | 478                | 479                             | 449                |
| Stock issued under dividend reinvestment and stock purchase plan            | 523                | 325                             | 202                |
| Stock options exercised   | 564                | 115                             | 78                 |
| Stock redeemed  | (1,067)            | (491)                           | (235)              |
| <b>Net cash used by financing activities</b>                                | <b>\$ (10,196)</b> | <b>\$ (83,347)</b>              | <b>\$ (11,072)</b> |
| <b>Net change in cash</b>   | <b>22,816</b>      | <b>(21,932)</b>                 | <b>14,506</b>      |
| Cash, beginning of the year   | 13,228             | 35,160                          | 20,654             |
| <b>Cash, end of year</b>  | <b>\$ 36,044</b>   | <b>\$ 13,228</b>                | <b>\$ 35,160</b>   |

**PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
*(table dollar amounts in thousands, except share data)*

**NOTE 26**

**ACCOUNTING MATTERS**

**FASB Accounting Standards Update No. 2015-01, Income Statement -Extraordinary and Unusual Items (Subtopic 225-20): Simplifying Income Statement Presentation by Eliminating the Concept of Extraordinary Items**

The FASB has issued Accounting Standards Update (ASU) No. 2015-01, Income Statement - Extraordinary and Unusual Items (Subtopic 225-20): Simplifying Income Statement Presentation by Eliminating the Concept of Extraordinary Items. The FASB issued this ASU as part of its initiative to reduce complexity in accounting standards.

This ASU eliminates from U.S. GAAP the concept of extraordinary items. Subtopic 225-20, Income Statement - Extraordinary and Unusual Items, required that an entity separately classify, present, and disclose extraordinary events and transactions. Presently, an event or transaction is presumed to be an ordinary and usual activity of the reporting entity unless evidence clearly supports its classification as an extraordinary item.

If an event or transaction meets the criteria for extraordinary classification, an entity is required to segregate the extraordinary item from the results of ordinary operations and show the item separately in the income statement, net of tax, after income from continuing operations. The entity also is required to disclose applicable income taxes and either present or disclose earnings-per-share data applicable to the extraordinary item.

The amendments in this ASU are effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2015. A reporting entity may apply the amendments prospectively. A reporting entity also may apply the amendments retrospectively to all prior periods presented in the financial statements. Early adoption is permitted provided that the guidance is applied from the beginning of the fiscal year of adoption. Adoption of the ASU is not expected to have a significant effect on the Corporation's consolidated financial statements.

**FASB ASU No. 2014-17 Business Combinations (Topic 805): Pushdown Accounting**

The amendments in this Update provide an acquired entity with an option to apply pushdown accounting in its separate financial statements upon occurrence of an event in which an acquirer obtains control of the acquired entity.

An acquired entity may elect the option to apply pushdown accounting in the reporting period in which the change-in-control event occurs. An acquired entity should determine whether to elect to apply pushdown accounting for each individual change-in-control event in which an acquirer obtains control of the acquired entity. If pushdown accounting is not applied in the reporting period in which the change-in-control event occurs, an acquired entity will have the option to elect to apply pushdown accounting in a subsequent reporting period to the acquired entity's most recent change-in-control event. An election to apply pushdown accounting in a reporting period after the reporting period in which the change-in-control event occurred should be considered a change in accounting principle in accordance with Topic 250, Accounting Changes and Error Corrections. If pushdown accounting is applied to an individual change-in-control event, that election is irrevocable.

If an acquired entity elects the option to apply pushdown accounting in its separate financial statements, it should disclose information in the current reporting period that enables users of financial statements to evaluate the effect of pushdown accounting.

The amendments in this Update are effective on November 18, 2014. After the effective date, an acquired entity can make an election to apply the guidance to future change-in-control events or to its most recent change-in-control event. However, if the financial statements for the period in which the most recent change-in-control event occurred already have been issued or made available to be issued, the application of this guidance would be a change in accounting principle. Adoption of the ASU is not expected to have a significant effect on the Corporation's consolidated financial statements.

**FASB ASU 2014-15, Presentation of Financial Statements-Going Concern (Subtopic 204-40): Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern**

In August 2014, FASB, issued ASU 2014-15, Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern. The update provides U.S. GAAP guidance on management's responsibility in evaluating whether there is substantial doubt about a company's ability to continue as a going concern and about related footnote disclosures. For each reporting period, management will be required to evaluate whether there are conditions or events that raise substantial doubt about a company's ability to continue as a going concern within one year from the date the financial statements are issued. The amendments in this update are effective for annual reporting periods ending after December 15, 2016, and for annual and interim periods thereafter. Early adoption is permitted. Adoption of the ASU is not expected to have a significant effect on the Corporation's consolidated financial statements.

**PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**  
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**FASB ASU 2014-14, Receivables-Troubled Debt Restructuring by Creditors (Subtopic 310-40): Classification of Certain Government-Guaranteed Mortgage Loans upon Foreclosure**

In August 2014, FASB issued ASU 2014-14, Classification of Certain Government-Guaranteed Mortgage Loans upon Foreclosure. The objective of this update is to reduce diversity in practice by addressing the classification of foreclosed mortgage loans that are fully or partially guaranteed under government programs. Currently, some creditors reclassify those loans to real estate as with other foreclosed loans that do not have guarantees; others reclassify the loans to other receivables. The amendments affect creditors that hold government-guaranteed mortgage loans, including those guaranteed by the FHA and the VA. The amendments in this update are effective for annual reporting periods ending after December 15, 2015 and interim periods beginning after December 15, 2015. An entity should adopt the amendments in this update using either a prospective transition method or a modified retrospective transition method. For prospective transition, an entity should apply the amendments in this update to foreclosures that occur after the date of adoption. For the modified retrospective transition, an entity should apply the amendments in the update by means of a cumulative-effect adjustment (through a reclassification to a separate other receivable) as of the beginning of the annual period of adoption. Prior periods should not be adjusted. However, a reporting entity must apply the same method of transition as elected under ASU No. 2014-04. Early adoption, including adoption in an interim period, is permitted if the entity already has adopted update 2014-04. Adoption of the ASU is not expected to have a significant effect on the Corporation's consolidated financial statements.

**FASB ASU 2014-12, Accounting for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could Be Achieved After the Requisite Service Period**

A consensus of the FASB Emerging Issues Task Force. The amendments in this update clarify that entities should treat performance targets that can be met after the requisite service period of a share-based payment award as performance conditions that affect vesting. Therefore, an entity would not record compensation expense (measured as of the grant date without taking into account the effect of the performance target) related to an award for which transfer to the employee is contingent on the entity's satisfaction of a performance target until it becomes probable that the performance target will be met. The ASU does not contain any new disclosure requirements. The ASU is effective for interim and annual reporting periods beginning after December 15, 2015. Early adoption is permitted. In addition, entities will have the option of applying the guidance either prospectively (i.e., only to awards granted or modified on or after the effective date) or retrospectively. Retrospective application would only apply to awards with performance targets outstanding at or after the beginning of the first annual period presented (i.e., the earliest presented comparative period). Adoption of the ASU is not expected to have a significant effect on the Corporation's consolidated financial statements.

**FASB ASU 2014-11, Transfers and Servicing: Repurchase-to-Maturity Transactions, Repurchase Financings, and Disclosures**

The amendments in this update require entities to account for repurchase-to-maturity transactions as secured borrowings (rather than as sales with forward repurchase agreements), eliminates accounting guidance on linking repurchase financing transactions, and expands disclosure requirements related to certain transfers of financial assets that are accounted for as sales and certain transfers, such as repos, securities lending transactions, and repurchase-to-maturity transactions, accounted for as secured borrowings. The amendments in ASU 2014-11 are effective for annual periods beginning after December 15, 2014. The amendments must present changes in accounting for transactions outstanding on the effective date as a cumulative-effect adjustment to retained earnings as of the beginning of the period of adoption. Early application is prohibited. Adoption of the ASU is not expected to have a significant effect on the Corporation's consolidated financial statements.

**FASB ASU 2014-09, Revenue from Contracts with Customers**

The amendments in this update supersede virtually all existing GAAP revenue recognition guidance, including most industry-specific revenue recognition guidance. ASU 2014-09 creates a single, principle-based revenue recognition framework and will require entities to apply significantly more judgment and expanded disclosures surrounding revenue recognition. The core principle requires an entity to recognize revenue in a manner that depicts the transfer of goods or services to customers at an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. ASU 2014-09 applies to contracts with customers to provide goods and services, with certain exclusions such as lease contracts, financing arrangements, and financial instruments. The amendments in ASU 2014-09 are effective for annual reporting periods beginning after December 15, 2017. Early adoption is permitted for annual reporting periods beginning after December 15, 2016. The Corporation is evaluating the effect of this ASU on its consolidated financial statements.

**Accounting Standards Update (ASU) 2014-04, Reclassification of Residential Real Estate Collateralized Consumer Mortgage Loans upon Foreclosure**

In January 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-04, *Reclassification of Residential Real Estate Collateralized Consumer Mortgage Loans upon Foreclosure*, to reduce diversity by clarifying when a creditor should be considered to have received physical possession of residential real estate property collateralizing a consumer mortgage loan such that the loan receivable should be derecognized and the real estate property recognized. The ASU is effective for fiscal years, and interim periods within those years, beginning after December 15, 2014. Adoption of the ASU is not expected to have a significant effect on the Corporation's consolidated financial statements.

**ASU 2014-01, Accounting for Investments in Qualified Affordable Housing Projects**

In January 2014, the FASB issued ASU 2014-01, *Accounting for Investments in Qualified Affordable Housing Projects*, to permit entities to make an accounting policy election to account for their investments in qualified affordable housing projects using the proportional amortization method if certain conditions are met. The ASU modifies the conditions that an entity must meet to be eligible to use a method other than the equity or cost methods to account for qualified affordable housing project investments. The ASU is effective for fiscal years, and interim periods within those years, beginning after December 15, 2014. Adoption of the ASU is not expected to have a significant effect on the Corporation's consolidated financial statements.



**PART II: ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**  
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*(table dollar amounts in thousands, except share data)*

**NOTE 27**

**GENERAL LITIGATION**

The Corporation is subject to claims and lawsuits that arise primarily in the ordinary course of business. It is the opinion of management that the disposition or ultimate resolution of such claims and lawsuits will not have a material adverse effect on the consolidated financial position, results of operations and cash flow of the Corporation.

**NOTE 28**

**SUBSEQUENT EVENTS**

On January 5, 2015, First Merchants Corporation, an Indiana corporation ("First Merchants"), and C Financial Corporation, an Ohio corporation ("C Financial"), entered into an Agreement and Plan of Reorganization and Merger (the "Merger Agreement"), pursuant to which, C Financial will, subject to the terms and conditions of the Merger Agreement, merge with and into First Merchants (the "Merger," whereupon the separate corporate existence of C Financial will cease and First Merchants will survive. Immediately following the Merger, Cooper State Bank, an Ohio state bank and wholly-owned subsidiary of C Financial, will be merged with and into First Merchants Bank, National Association, a national bank and wholly-owned subsidiary of First Merchants, with First Merchants Bank, National Association continuing as the surviving bank. The Merger Agreement has been approved by the Boards of Directors of each of First Merchants and C Financial, but the consummation of the Merger is conditioned upon the approval of the C Financial shareholders and certain regulatory authorities as well as satisfaction of customary closing conditions. The Merger Agreement provides that upon the effective date of the Merger (the "Effective Date"), the shareholders of C Financial shall be entitled to receive an aggregate of \$14,500,000 in cash in exchange for all of the outstanding shares of C Financial common stock, \$1.00 par value. The amount each shareholder will receive will be equal to \$14,500,000 multiplied by a fraction, the numerator of which is the number of shares of C Financial Common Stock held by such shareholder and the denominator of which is the number of shares of C Financial Common Stock outstanding on the Effective Date. Any shareholders who dissent from the Merger in accordance with Ohio Revised Code Sections 1701.84 and 1701.85, as amended, will only receive payment through the dissenters' rights proceedings. Subject to C Financial common shareholders' approval of the Merger Agreement, regulatory approvals and other customary closing conditions, the parties anticipate completing the Merger in the second quarter of 2015.

## ***PART II: ITEM 9., ITEM 9A. AND ITEM 9B.***

### **ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE.**

In connection with its audits for the two most recent fiscal years ended December 31, 2014, there have been no disagreements with the Corporation's independent registered public accounting firm on any matter of accounting principles or practices, financial statement disclosure or audit scope or procedure, nor have there been any changes in accountants.

### **ITEM 9A. CONTROLS AND PROCEDURES**

At the end of the period covered by this report (the "Evaluation Date"), the Corporation carried out an evaluation, under the supervision and with the participation of the Corporation's management, including the Corporation's Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of its disclosure controls and procedures pursuant to Rule 13a-15(e) and 15d-15(e) of the Securities Exchange Act of 1934 ("Exchange Act"). Based upon that evaluation, the Corporation's Chief Executive Officer and Chief Financial Officer concluded that, as of the Evaluation Date, the Corporation's disclosure controls and procedures are effective. Disclosure controls and procedures are controls and procedures that are designed to ensure that information required to be disclosed in Corporation reports filed or submitted under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms.

### **MANAGEMENT'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING**

Management of First Merchants Corporation (the "Corporation") is responsible for establishing and maintaining effective internal control over financial reporting as defined in Rule 13a-15(f) under the Securities Exchange Act of 1934. The Corporation's internal control over financial reporting is designed to provide reasonable assurance to the Corporation's management and Board of Directors regarding the preparation and fair presentation of published financial statements. As part of its function of assisting the Corporation's Board of Directors in discharging its responsibility of ensuring financial reporting and regulatory risks to the organization are properly being managed, mitigated and monitored by Management, the Audit Committee of the Board of Directors oversees management's internal controls over financial reporting.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Accordingly, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

Management assessed the effectiveness of the Corporation's internal control over financial reporting as of December 31, 2014. In making this assessment, management used the criteria set forth in "Internal Control - Integrated Framework (1992)" issued by the Committee of Sponsoring Organizations (COSO) of the Treadway Commission. Based on this assessment, management has determined that the Corporation's internal control over financial reporting as of December 31, 2014 is effective based on the specified criteria. As permitted, the Corporation excluded the operations of Community Bancshares, Inc., acquired on November 7, 2014, from the scope of management's report on internal control over financial reporting.

There have been no changes in the Corporation's internal controls over financial reporting identified in connection with the evaluation referenced above that occurred during the Corporation's last fiscal quarter that have materially affected, or are reasonably likely to materially affect, the Corporation's internal control over financial reporting.

BKD, LLP, the independent registered public accounting firm that audited the financial statements included in Item 8 of this Annual Report on Form 10-K, has issued an attestation report on the Corporation's internal control over financial reporting as of December 31, 2014, which appears as follows.

## **PART II: ITEM 9., ITEM 9A. AND ITEM 9B.**

### **Report of Independent Registered Public Accounting Firm**

Audit Committee, Board of Directors and Stockholders  
First Merchants Corporation  
Muncie, Indiana

We have audited First Merchants Corporation's (Corporation) internal control over financial reporting as of December 31, 2014, based on criteria established in *Internal Control - Integrated Framework (1992)* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). The Corporation's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control over Financial Reporting. Our responsibility is to express an opinion on the Corporation's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audit also included performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of reliable financial statements in accordance with accounting principles generally accepted in the United States of America. Because management's assessment and our audit were conducted to meet the reporting requirements of Section 112 of the Federal Deposit Insurance Corporation Improvement Act (FDICIA), our examination of the Corporation's internal control over financial reporting included controls over the preparation of financial statements in accordance with accounting principles generally accepted in the United States of America and with the instructions to the Consolidated Financial Statements for Bank Holding Companies (Form FR Y-9C). A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with accounting principles generally accepted in the United States of America, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention, or timely detection and correction of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions or that the degree of compliance with the policies or procedures may deteriorate.

As permitted, the Corporation excluded the operations of Community Bancshares, Inc. acquired on November 7, 2014, from the scope of management's report on internal control over financial reporting. As such, this entity has also been excluded from the scope of our audit of internal control over financial reporting.

In our opinion, First Merchants Corporation maintained, in all material respects, effective internal control over financial reporting as of December 31, 2014, based on criteria established in *Internal Control - Integrated Framework (1992)* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated financial statements of First Merchants Corporation and our report dated February 27, 2015, expressed an unqualified opinion thereon.

**BKD, LLP**

Indianapolis, Indiana  
February 27, 2015

### **ITEM 9B. OTHER INFORMATION**

None

## ***PART III: ITEM 10., ITEM 11., ITEM 12., ITEM 13. AND ITEM 14.***

### **PART III**

#### **ITEM 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE**

The information in the Corporation's Proxy Statement dated March 25, 2015 furnished to its stockholders in connection with an annual meeting to be held May 4, 2015 (the "2015 Proxy Statement"), under the captions "BOARD OF DIRECTORS"; "CORPORATE GOVERNANCE"; "BOARD COMMITTEES - AUDIT COMMITTEE"; and "SECTION 16(a) BENEFICIAL OWNERSHIP REPORTING COMPLIANCE", is expressly incorporated herein by reference. The information required under this item relating to executive officers is set forth in Part I, "Supplemental Information - Executive Officers of the Registrant" of this Annual Report on Form 10-K.

The Corporation has adopted a Code of Ethics that applies to its Chief Executive Officer, Chief Financial Officer, Chief Banking Officer, Senior Vice President of Finance, Corporate Controller and Corporate Treasurer. It is part of the Corporation's Code of Business Conduct, which applies to all employees and directors of the Corporation and its affiliates. A copy of the Code of Business Conduct may be obtained, free of charge, by writing to First Merchants Corporation at 200 East Jackson Street, Muncie, IN 47305. In addition, the Code of Ethics is maintained on the Corporation's website, which can be accessed at [www.firstmerchants.com](http://www.firstmerchants.com).

#### **ITEM 11. EXECUTIVE COMPENSATION**

The information in the Corporation's 2015 Proxy Statement, under the captions, "BOARD COMMITTEES - COMPENSATION AND HUMAN RESOURCES COMMITTEE - Compensation and Human Resources Committee Interlocks and Insider Participation and Compensation and Human Resources Committee Report"; "BOARD COMMITTEES - RISK AND CREDIT POLICY COMMITTEE"; "COMPENSATION OF EXECUTIVE OFFICERS"; and "COMPENSATION OF DIRECTORS" is expressly incorporated herein by reference.

#### **ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS**

The information in the Corporation's 2015 Proxy Statement, under the captions, "SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT", is expressly incorporated herein by reference. The information required under this item relating to equity compensation plans is set forth in Part II, Item 5 under the table entitled "Equity Compensation Plan Information" on this Annual Report on Form 10-K.

#### **ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE**

The information in the Corporation's 2015 Proxy Statement, under the captions, "CORPORATE GOVERNANCE - BOARD INDEPENDENCE"; and "TRANSACTIONS WITH RELATED PERSONS", is expressly incorporated herein by reference.

#### **ITEM 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES**

The information in the Corporation's 2015 Proxy Statement, under the caption "INDEPENDENT AUDITOR", is expressly incorporated herein by reference.

**PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

**PART IV**

**ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES**

**FINANCIAL INFORMATION**

- (a) 1. The following financial statements are filed as part of this document under Item 8 hereof:  
 Independent accountants' report  
 Consolidated balance sheets at December 31, 2014 and 2013  
 Consolidated statements of income, years ended December 31, 2014, 2013 and 2012  
 Consolidated statements of comprehensive income, years ended December 31, 2014, 2013 and 2012  
 Consolidated statements of stockholders' equity, years ended December 31, 2014, 2013 and 2012  
 Consolidated statements of cash flows, years ended December 31, 2014, 2013 and 2012  
 Notes to consolidated financial statements
- (a) 2. Financial statement schedules:  
 All schedules are omitted because they are not applicable or not required, or because the required information is included in the consolidated financial statements or related notes.
- (a) 3. Exhibits:

Exhibit No:                      Description of Exhibits:

|       |  |
|-------|--|
| 2.1   | Agreement and Plan of Reorganization and Merger between First Merchants Corporation and Community Bancshares, Inc. dated July 21, 2014 (Incorporated by reference to registrant's Form 8-K filed July 22, 2014).   |
| 2.2   | Agreement and Plan of Reorganization and Merger between First Merchants Corporation and C Financial Corporation dated as of January 5, 2015 (Incorporated by reference to registrant's Form 8-K filed January 6, 2015)   |
| 3.1   | First Merchants Corporation Articles of Incorporation, as amended (Incorporated by reference to registrant's Form 10-Q filed on November 9, 2011)  |
| 3.2   | Bylaws of First Merchants Corporation dated October 28, 2009 (Incorporated by reference to registrant's Form 10-Q filed on November 9, 2009)   |
| 3.3   | First Merchants Corporation Articles of Amendment of the Articles of Incorporation for the Series B Preferred Stock (Incorporated by reference to registrant's Form 8-K filed on September 23, 2011)   |
| 4.1   | First Merchants Corporation Amended and Restated Declaration of Trust of First Merchants Capital Trust II dated as of July 2, 2007 (Incorporated by reference to registrant's Form 8-K filed on July 3, 2007)  |
| 4.2   | Indenture dated as of July 2, 2007 (Incorporated by reference to registrant's Form 8-K filed on July 3, 2007)  |
| 4.3   | Guarantee Agreement dated as of July 2, 2007 (Incorporated by reference to registrant's Form 8-K filed on July 3, 2007)  |
| 4.4   | Form of Capital Securities Certification of First Merchants Capital Trust II (Incorporated by reference to registrant's Form 8-K filed on July 3, 2007)  |
| 4.5   | First Merchants Corporation Dividend Reinvestment and Stock Purchase Plan (Incorporated by reference to registrant's Post-Effective Amendment No. 1 to Form S-3 filed on August 21, 2009)  |
| 4.6   | Upon request, the registrant agrees to furnish supplementally to the Commission a copy of the instruments defining the rights of holders of its (a) 5.00% Fixed-to-Floating Rate Senior Notes due 2028 in the aggregate principal amount of \$5 million and (b) 6.75% Fixed-to-Floating Rate Subordinated Notes due 2028 in aggregate principal amount of \$65 million. (Incorporated by reference to the registrant's Form 8-K filed on November 4, 2013) |
| 10.1  | First Merchants Corporation Senior Management Incentive Compensation Program, dated February 26, 2015 (1)  |
| 10.2  | First Merchants Corporation Equity Compensation Plan for Non-Employee Directors, as amended, effective January 1, 2015 (1)   |
| 10.3  | First Merchants Corporation 2009 Long-Term Equity Incentive Plan, as amended, effective January 1, 2015 (1)  |
| 10.4  | Voting Agreement dated July 21, 2014, by and among First Merchants Corporation and certain shareholders of Community Bancshares, Inc. (Incorporated by reference to registrant's Form 8-K filed on July 22, 2014)  |
| 10.5  | First Merchants Corporation Change of Control Agreement, as amended, with Michael C. Rechin dated June 1, 2011 (Incorporated by reference to registrant's Form 10-Q filed on August 9, 2011) (1)   |
| 10.6  | First Merchants Corporation Change of Control Agreement, as amended, with Mark K. Hardwick dated June 1, 2011 (Incorporated by reference to registrant's Form 10-Q filed on August 9, 2011) (1)  |
| 10.7  | First Merchants Corporation Change of Control Agreement, as amended, with Michael J. Stewart dated June 1, 2011 (Incorporated by reference to registrant's Form 10-Q filed on August 9, 2011) (1)  |
| 10.8  | First Merchants Corporation Change of Control Agreement, as amended, with John J. Martin dated June 1, 2011 (Incorporated by reference to registrant's Form 10-Q filed on August 9, 2011) (1)  |
| 10.9  | First Merchants Corporation Change of Control Agreement, as amended, with Kimberly J. Ellington dated June 1, 2011 (Incorporated by reference to registrant's Form 10-Q filed on August 9, 2011) (1)   |
| 10.10 | First Merchants Corporation Change of Control Agreement, as amended, with Jeffery B. Lorentson dated June 1, 2011 (Incorporated by reference to registrant's Form 10-Q filed on August 9, 2011) (1)  |
| 10.11 | First Merchants Corporation Change of Control Agreement, effective February 11, 2014, with Stephan H. Fluhler (Incorporated by reference to registrant's Form 8-K filed on May 12, 2014) (1)   |

**PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

|         |  |
|---------|--|
| 10.12   | Resolution of the Board of Directors of First Merchants Corporation on director compensation dated December 4, 2007 (Incorporated by reference to the registrant's Form 10-K for year ended December 31, 2007) (1) |
| 10.13   | First Merchants Corporation Supplemental Executive Retirement Plan and amendments thereto (Incorporated by reference to registrant's Form 10-K for year ended December 31, 1997) (1)                               |
| 10.14   | First Merchants Corporation Defined Contribution Supplemental Retirement Plan dated January 1, 2006 (Incorporated by reference to registrant's Form 8-K filed on February 6, 2007) (1)                             |
| 10.15   | First Merchants Corporation Participation Agreement of Michael C. Rechin dated January 26, 2007 (Incorporated by reference to registrant's Form 8-K filed on February 6, 2007) (1)                                 |
| 10.16   | First Merchants Corporation 2009 Employee Stock Purchase Plan effective July 1, 2009 (Incorporated by reference to registrant's Form 8-K filed on May 11, 2009) (1)  |
| 10.17   | 2011 Executive Deferred Compensation Plan, effective January 1, 2011 (Incorporated by reference to registrant's Form 8-K filed on November 3, 2011) (1)  |
| 10.18   | Voting Agreement dated January 5, 2015, by and among First Merchants Corporation and certain shareholders of C Financial Corporation (Incorporated by reference to registrant's Form 8-K filed January 6, 2015)    |
| 21      | Subsidiaries of registrant (2)   |
| 23      | Consent of Independent Registered Public Accounting Firm (2)   |
| 24      | Limited Power of Attorney (2)  |
| 31.1    | Certification of Chief Executive Officer Pursuant to Section 302 of the Sarbanes - Oxley Act of 2002 (2)   |
| 31.2    | Certification of Chief Financial Officer Pursuant to Section 302 of the Sarbanes - Oxley Act of 2002 (2)   |
| 32      | Certifications Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (2)  |
| 99.1    | Financial statements and independent registered public accounting firm's report for First Merchants Corporation 2009 Employee Stock Purchase Plan (2004) (2)   |
| 101.INS | XBRL Instance Document (3)   |
| 101.SCH | XBRL Taxonomy Extension Schema Document (3)  |
| 101.CAL | XBRL Taxonomy Extension Calculation Linkbase Document (3)  |
| 101.DEF | XBRL Taxonomy Extension Definition Linkbase Document (3)   |
| 101.LAB | XBRL Taxonomy Extension Label Linkbase Document (3)  |
| 101.PRE | XBRL Taxonomy Extension Presentation Linkbase Document (3)   |
|         |  |
|         |  |
|         |  |
|         | (1) Management contract or compensatory plan   |
|         | (2) Filed herewith.  |
|         | (3) Furnished herewith.  |

## PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

### PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

#### SIGNATURES

Pursuant to the requirements of Section 13 or 15 (d) 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, on this 27th day of February, 2015.

FIRST MERCHANTS CORPORATION

By: /s/ Michael C. Rechin  
Michael C. Rechin,  
President and Chief Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report on Form 10-K has been signed by the following persons on behalf of the registrant and in the capacities indicated, on this 27th day of February, 2015.

/s/ Michael C. Rechin  
Michael C. Rechin, President and  
Chief Executive Officer  
(Principal Executive Officer)

/s/ Mark K. Hardwick  
Mark K. Hardwick, Executive Vice  
President and Chief Financial Officer  
(Principal Financial and Accounting Officer)

/s/ Michael R. Becher\*  
Michael R. Becher, Director

/s/ Michael C. Rechin  
Michael C. Rechin, Director

/s/ Roderick English\*  
Roderick English, Director

/s/ Charles E. Schalliol\*  
Charles E. Schalliol, Director

/s/ F. Howard Halderman\*  
F. Howard Halderman, Director

/s/ Patrick A. Sherman\*  
Patrick A. Sherman, Director

/s/ William L. Hoy\*  
William L. Hoy, Director

/s/ Terry L. Walker\*  
Terry L. Walker, Director

/s/ Gary J. Lehman\*  
Gary J. Lehman, Director

/s/ Jean L. Wojtowicz\*  
Jean L. Wojtowicz, Director

\* By Mark K. Hardwick as Attorney-in Fact pursuant to a Limited Power of Attorney executed by the directors listed above, which Power of Attorney is being filed with the Securities and Exchange Commission as an exhibit hereto.

By: /s/ Mark K. Hardwick  
Mark K. Hardwick  
As Attorney-in-Fact  
February 27, 2015

# **PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

## **PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

### **EXHIBIT-10.1**

**First Merchants Corporation  
Senior Management Incentive  
Compensation Program  
Approved February 26, 2015**

#### **I. Purpose**

The Board of Directors of First Merchants Corporation (FMC) has established an executive compensation program, which is designed to closely align the interests of executives with those of our shareholders by rewarding senior managers for achieving short-term and long-term strategic management and earnings goals, with the ultimate objective of obtaining a superior return on the shareholders' investment.

#### **II. Administration**

This plan will be administered solely by the Compensation and Human Resources Committee (Committee) of FMC, with supporting documentation and recommendations provided by the Chief Executive Officer (CEO) of FMC. The Committee will annually review the targets for applicability and competitiveness.

The Committee will have the authority to: (a) modify the formal plan document; (b) make the final award determinations; (c) set conditions for eligibility and awards; (d) define extraordinary accounting events in calculating earnings; (e) establish future payout schedules; (f) determine circumstances/causes for which payouts can be withheld; and (g) abolish the plan. No payout will be earned unless and until it is formally approved by the Committee.

Any award or payout made to a participant who is an "executive officer" of First Merchants Corporation, as defined in Rule 3b-7 under the Securities Exchange Act of 1934, is subject to recovery or "clawback" by First Merchants Corporation if the award or payout was based on materially inaccurate financial statements (which includes, but is not limited to, statements of earnings, revenues or gains) or any other materially inaccurate performance metric criteria. The Committee will determine whether a financial statement or performance metric criteria is materially inaccurate based on all the facts and circumstances.

#### **III. Covered Individuals by Officer Level/Role**

- A. President and Chief Executive Officer of FMC;
- B. Executive Vice Presidents;
- C. Executive Officers, Non-Bank Presidents and Regional Presidents;
- D. Selected Senior Leadership
- E. Department Heads, Division Heads and Other Management Leadership; and

In order to receive an award, a participant must be employed at the time of the award except for conditions of death, disability or retirement.

Participants will be disqualified if their individual overall performance is rated unsatisfactory; that is, either "improvement needed" or "unacceptable." Additional disqualifiers will be added based on the position, role and level of influence on results.

Participant lists will be reviewed annually by the Committee.



**PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

**IV. Implementation Parameters**

- A. The FMC CEO and EVP earnings component payouts will be determined by FMC EPS calculated on a diluted GAAP basis.
- B. Payouts to participants on their respective region or line of business will be based on their actual results as compared to plan.
- C. When utilized, balanced scorecards will be tailored to each unit incorporating a specific weighting on various operating initiatives as set by the CEO, EVPs and SVP of HR. Balanced scorecard metrics are shown in Section V.

**V. Plan Structure**

All payouts will be determined from the schedule as shown below Participants will be notified in writing at the beginning of the plan year which metrics will be reflected in their respective balanced scorecard.

| Payout %                                      | 40% | 50%    | 60%    | 70%    | 80%    | 90%    | 100%   | 110%   | 120%   | 130%   | 140%   | 150%   | 200%   |
|---|-----|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| EPS   | n/a | \$1.59 | \$1.63 | \$1.67 | \$1.71 | \$1.75 | \$1.79 | \$1.83 | \$1.87 | \$1.91 | \$1.95 | \$1.99 | \$2.19 |
| Consolidated Efficiency Ratio                 | n/a | n/a    | 61.03% | 60.53% | 60.03% | 59.53% | 59.03% | 58.53% | 58.03% | 57.53% | 57.03% | 56.53% | n/a    |
| Consolidated Non-Interest Income to Plan      | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |
| Regional Commercial LOB Net Contribution      | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |
| Regional Commercial Operating Revenue to Plan | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |
| Regional Operating Revenue to Plan            | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |
| Insurance Income Growth                       | 10% | 12.50% | 15%    | 17.5%  | 20%    | 22.5%  | 25%    | 27.5%  | 30%    | 32.5%  | 35%    | 37.5%  | n/a    |
| Insurance Revenue Growth                      | 10% | 12.50% | 15%    | 17.5%  | 20%    | 22.5%  | 25%    | 27.5%  | 30%    | 32.5%  | 35%    | 37.5%  | n/a    |
| Trust Income Growth                           | n/a | n/a    | 2%     | 4%     | 6%     | 8%     | 10%    | 12%    | 14%    | 16%    | 18%    | 20%    | n/a    |
| Trust Revenue Growth                          | n/a | n/a    | 2%     | 4%     | 6%     | 8%     | 10%    | 12%    | 14%    | 16%    | 18%    | 20%    | n/a    |
| Retail Net Contribution                       | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |
| Business Banking Net Contribution             | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |
| Mortgage Banking Net Contribution             | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |
| Capital Markets Operating Revenue to Plan     | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |
| Capital Markets Net Contribution              | n/a | n/a    | n/a    | 85%    | 90%    | 95%    | 100%   | 105%   | 110%   | 115%   | 120%   | 125%   | n/a    |

# PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

## PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

### EXHIBIT-10.2

#### FIRST MERCHANTS CORPORATION EQUITY COMPENSATION PLAN FOR NON-EMPLOYEE DIRECTORS (AS AMENDED, EFFECTIVE AS OF JANUARY 1, 2015)

##### ARTICLE I

###### ESTABLISHMENT AND PURPOSE

Section 1.01. *Establishment of Plan.* First Merchants Corporation, an Indiana corporation (the "Company"), hereby establishes the First Merchants Corporation Equity Compensation Plan for Non-Employee Directors (the "Plan"), effective as of April 29, 2008 (the "Effective Date"), subject to the approval of the Plan at the Company's 2008 annual meeting of shareholders by the holders of a majority of the shares of the Company's common stock present and voting at that meeting in person or by proxy.

Section 1.02. *Purpose.* The purpose of the Plan is to promote the interests of the Company and its shareholders by more closely aligning the interests of the Company and its Non-Employee Directors by requiring the payment of at least five-eighths (5/8) of the Compensation payable to Non-Employee Directors for their service in that capacity in Restricted Shares of the Company's common stock. A "Non-Employee Director" means any member of the board of directors of the Company (the "Board") who is not an employee of the Company or any of its Subsidiaries. A "Subsidiary" means a corporation or other form of business association of which shares (or other ownership interests) having fifty percent (50%) or more of the voting power are, or in the future become, owned or controlled, directly or indirectly, by the Company.

##### ARTICLE II

###### ADMINISTRATION

The Plan shall be administered by the Compensation and Human Resources Committee of the Board (the "Committee"), which shall serve at the pleasure of the Board. The Committee shall have full authority to administer the Plan, including authority to interpret and construe any provision of the Plan and to adopt such rules and regulations for administering the Plan as it may deem necessary to comply with the requirements of the Plan or any applicable law. All actions taken and interpretations made in good faith by the Committee, or taken or made by any other person or persons to whom the Committee has delegated authority, in the administration of the Plan shall be final and binding upon all interested persons. All decisions by the Committee shall be made with the approval of not less than a majority of its members. No member of the Committee shall be liable for anything done or omitted to be done by him or her or by any other member of the Committee or the Board in connection with the Plan, except for his or her own willful misconduct or as expressly provided by statute.

##### ARTICLE III

###### PARTICIPATION; NON-EMPLOYEE DIRECTOR COMPENSATION

Section 3.01. *Participation.* All Non-Employee Directors shall automatically become participants in the Plan with respect to all Compensation payable to them for calendar quarters ending after the Effective Date, until the Plan is terminated in accordance with the provisions of Article VII. "Compensation" means any retainer, fee or other payment of any kind to which a Non-Employee Director is entitled for services performed in that capacity, including, without limitation, any additional amount payable to a Non-Employee Director for chairing a Board committee, but excluding any "Director Option" granted under the Company's 1999 Long-Term Equity Incentive Plan (the "1999 Equity Incentive Plan").

Section 3.02. *Non-Employee Director Compensation.* The Board shall annually, or at other times as the Board shall deem appropriate, determine the amount of Compensation to be payable for services performed by Non-Employee Directors, in accordance with applicable laws and regulations. Such Compensation shall be paid quarterly, as of the last business day of each calendar quarter.

Section 3.03. *Fraction Payable in Restricted Shares.* A fraction of all Compensation payable to Non-Employee Directors for calendar quarters ending after the Effective Date, as determined by the Board from time to time, which fraction shall not be less than five-eighths (5/8), shall be paid in Restricted Shares, as defined in Section 3.04. In the absence of such determination, this fraction shall be five-eighths (5/8). The number of Restricted Shares to be issued to each Non-Employee Director shall be determined on the basis of the Fair Market Value of such Shares as of the date (*i.e.*, the last business day of the calendar quarter) for which the Compensation is payable. The "Fair Market Value" of a Restricted Share means the last reported sale price of a share of the Company's common stock on the relevant date, or if no sale took place, the last reported sale price of a share on the most recent day on which a sale of a share of stock took place as reported by NASDAQ or a national securities exchange on which the Company's stock is listed on such date. The shares shall be issued as of the last business day of the relevant calendar quarter and shall be credited to the Non-Employee Director's stock account as soon as administratively feasible thereafter, but in no event shall any such payment be made later than the March 15 of the calendar year next following the calendar year in which such shares were earned. To the extent Compensation payable in Restricted Shares to a Non-Employee Director under this Section 3.03 would result in a fractional share of common stock being issuable to such Non-Employee Director, cash shall be paid to the Non-Employee Director in lieu of such fractional share.

Section 3.04. *Restrictions on Shares.* A "Restricted Share" means a share of the Company's common stock that is nontransferable and subject to a substantial risk of forfeiture, to the extent provided in this Section 3.04. The shares issued to a Non-Employee Director in accordance with Section 3.03 may be registered in the name of a nominee or held in such other manner as the Committee determines to be appropriate. A book entry stock account will be established in the Non-Employee Director's name. The Non-Employee Director will be the beneficial owner of the shares issued and credited to his or her stock account and, subject to the restrictions set forth in this Section 3.04, he or she will have all rights of

## PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

beneficial ownership in such shares including the right to vote the shares and receive all dividends and other distributions paid or made with respect thereto. The Company or its nominee will retain custody of the shares issued under this Plan until (i) all of the restrictions have lapsed in accordance with Subsection 3.04(a), and (ii) the Non-Employee Director makes a specific request in writing to the Company for such shares to be sold, transferred or delivered; provided, however, at any time following the lapse of such restrictions, a Non-Employee Director may request that a stock certificate, representing all or part of the shares credited to his or her stock account on which the restrictions have lapsed, be issued and delivered to the Non-Employee Director. None of the shares issued under this Plan may be sold, transferred, assigned, pledged, encumbered or otherwise alienated or hypothecated, unless and until, and then only to the extent that, these restrictions have lapsed in accordance with Subsection 3.04(a).

- (a) *Lapse of Restrictions.* The restrictions set forth in the first paragraph of Section 3.04 shall lapse on the earliest of the following dates: (i) the third anniversary of the date as of which the Restricted Shares were issued if, as of the date the restrictions are to lapse, the Non-Employee Director has continued to serve in that capacity from the date as of which the Restricted Shares were issued to the date of lapse; (ii) the date of the Non-Employee Director's retirement as a member of the Board after he or she has attained age fifty-five (55); (iii) the date of the Non-Employee Director's death; (iv) the date the Non-Employee Director is determined to be totally and permanently disabled, as defined in Section 22(e)(3) of the Internal Revenue Code of 1986, as amended (the "Code"), or (v) the date of a "Change of Control," as defined in the 1999 Equity Incentive Plan.
- (b) *Forfeiture of Restricted Shares.* In the event a Non-Employee Director's service as a member of the Board terminates prior to the date the restrictions on all or part of the Restricted Shares issued pursuant to the Plan have lapsed in accordance with Subsection 3.04(a), all shares still subject to the restrictions shall be returned to or canceled by the Company and shall be deemed to have been forfeited by the Non-Employee Director.

Section 3.05. *Deferral of Compensation Paid in Restricted Shares.* A Non-Employee Director may elect to defer payment of all or part of his or her Compensation that is payable in the form of Restricted Shares under the provisions of this Article III, in accordance with the First Merchants Corporation 2007 Directors' Deferred Compensation Plan (the "Directors' Deferred Compensation Plan"), modified as provided in the following sentences of this Section 3.05. A Non-Employee Director who makes such an election shall be credited with Deferred Stock Units (which may include fractional shares) equal to the number of Restricted Shares that the Non-Employee Director would otherwise receive in accordance with Section 3.03 of this Plan. The Non-Employee Director shall not be deemed to be the beneficial owner of any shares of the Company's stock that the Non-Employee Director would have received had the election not been made, and he or she shall not have the right to vote any such shares or to receive any dividends or other distributions paid or made with respect thereto. However, in lieu of the provision for crediting interest to a Non-Employee Director's Account under Section 3.4 of the Directors' Deferred Compensation Plan, the portion of the Non-Employee Director's Account under the Directors' Deferred Compensation Plan that is credited with Deferred Stock Units shall be credited with earnings each quarter equal to the dividends that would be payable on an equivalent number of shares of the Company's common stock. Notwithstanding Section 4.2 of the Directors' Deferred Compensation Plan, the only permissible form of payment of the portion of the balance in the Non-Employee Director's Account under the Directors' Deferred Compensation Plan credited with Deferred Stock Units shall be a distribution of shares of Company common stock in a single lump sum payment; provided, however, the Non-Employee Director shall receive cash in lieu of a fractional share. The provisions of Section 3.04 of this Plan shall supersede the vesting provisions of Section 4.4 of the Directors' Deferred Compensation Plan to the extent they may conflict.

### ARTICLE IV

#### SHARES ISSUABLE UNDER PLAN

Section 4.01. *Number of Shares.* The shares issuable under the Plan shall be the Company's authorized but unissued, or reacquired, common stock, or shares purchased in the open market. The maximum number of shares of common stock that may be issued under the Plan shall be 500,000, as adjusted pursuant to Section 4.02.

Section 4.02. *Adjustment.* If the Company shall at any time increase or decrease the number of its outstanding shares of common stock or change in any way the rights and privileges of such shares by means of a payment of a stock dividend or any other distribution upon such shares payable in common stock, or through a stock split, reverse stock split, subdivision, consolidation, combination, reclassification, or recapitalization involving common stock, then the numbers, rights and privileges of the shares issuable under Section 4.01 shall be increased, decreased or changed in like manner.

### ARTICLE V

#### MISCELLANEOUS PROVISIONS

Section 5.01. *No Right to be Elected.* Neither the Plan nor any action taken hereunder shall be construed as giving any Non-Employee Director any right to be elected or re-elected as a director of the Company.

Section 5.02. *Non-Assignment.* A participant's rights and interest under the Plan may not be assigned or transferred, hypothecated or encumbered, in whole or in part, either directly or by operation of law or otherwise (except, in the event of a participant's death, by will or the laws of descent and distribution), including, without limitation, execution, levy, garnishment, attachment, pledge, bankruptcy, or in any other manner; and no such right or interest of any participant in the Plan shall be subject to any obligation or liability of such participant.

Section 5.03. *Compliance with Applicable Laws.* No shares of the Company's common stock shall be issued hereunder unless counsel for the Company shall be satisfied that such issuance will be in compliance with applicable federal, state, local and foreign securities, securities exchange, and other applicable laws and regulations.

Section 5.04. *Withholding.* It shall be a condition to the obligation of the Company to issue shares of common stock hereunder that the participant pay to the Company, to the extent required by law and upon its demand, such amount as may be requested by the Company for the purpose of satisfying any liability to withhold federal, state, local or foreign income or other taxes. A participant in the Plan may satisfy the withholding obligation, in whole or in part, by electing to have the Company withhold shares of common stock, otherwise issuable under the Plan, having a Fair

## **PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

Market Value equal to the amount required to be withheld. If the amount requested is not paid, the Company shall have no obligation to issue, and the participant shall have no right to receive, shares of common stock.

Section 5.05. *Unfunded Plan.* The Plan shall be unfunded. The Company shall not be required to establish any special or separate fund or to make any other segregation of assets to assure the issuance of shares hereunder.

Section 5.06. *Ratification of Actions Taken.* By accepting any payment of Non-Employee Director Compensation hereunder or other benefit under the Plan, each participant, and each person claiming under or through him or her, shall be conclusively deemed to have indicated his or her acceptance and ratification of, and consent to, any action taken under the Plan by the Company, the Board, or the Committee.

Section 5.07. *Registration.* The appropriate officers of the Company shall cause to be filed any registration statement required by the Securities Act of 1933, as amended, and any reports, returns or other information regarding any shares of common stock issued pursuant to the Plan as may be required by Section 13 or 15(d) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or any other applicable statute, rule or regulation.

Section 5.08. *Governing Law.* The interpretation, validity and enforcement of this Plan shall, to the extent not otherwise governed by the Code or the securities laws of the United States, be governed by the laws of the State of Indiana.

Section 5.09. *Headings.* Headings are given to the sections of this Plan solely as a convenience to facilitate reference. Such headings, numbering and paragraphing shall not in any case be deemed in any way material or relevant to the construction of this Plan or any provisions hereof. The use of the singular shall also include within its meaning the plural, where appropriate, and vice versa.

### **ARTICLE VI**

#### **AMENDMENT**

The Board may amend the Plan at any time and from time to time, as it deems advisable; provided, however, that no amendment shall become effective without shareholder approval if such shareholder approval is required by any applicable federal or state law, rule or regulation, or by the rules of NASDAQ or any national exchange on which the Company's common stock is listed; and provided, further, that any such amendment shall comply with applicable provisions of Rule 16b-3 under Section 16 of the Exchange Act, as in effect from time to time, the Code and the rules thereunder as in effect from time to time, and, to the extent applicable, the Employee Retirement Income Security Act of 1974, as amended, and the rules thereunder as in effect from time to time. No amendment of the Plan shall materially and adversely affect any right of any participant with respect to any shares of common stock of the Company theretofore issued without such participant's written consent.

### **ARTICLE VII**

#### **TERMINATION**

This Plan shall terminate upon the earlier of (a) the Board's adoption of a resolution terminating the Plan, or (b) April 29, 2018, which is ten (10) years from the date the Plan was initially approved and adopted by the shareholders of the Company in accordance with Article VIII. No termination of the Plan shall materially and adversely affect any of the rights or obligations of any person without his or her written consent with respect to any shares of common stock of the Company theretofore earned and issuable under the Plan.

### **ARTICLE VIII**

#### **SHAREHOLDER APPROVAL**

The Plan shall be effective as of the Effective Date, contingent upon shareholder approval and adoption at the 2008 annual meeting of the shareholders of the Company. The shareholders shall be deemed to have approved and adopted the Plan only if it is approved and adopted at a meeting of the shareholders duly held by vote taken in the manner required by the securities laws of the United States, the Code, and the laws of the State of Indiana, as applicable.

# PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

## PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

### EXHIBIT-10.3

#### FIRST MERCHANTS CORPORATION 2009 LONG-TERM EQUITY INCENTIVE PLAN (AS AMENDED, EFFECTIVE AS OF JANUARY 1, 2015)

#### ARTICLE I

#### ESTABLISHMENT AND PURPOSE

Section 1.01. *Establishment and Term of Plan.* First Merchants Corporation, an Indiana corporation (the "Company"), hereby establishes the First Merchants Corporation 2009 Long-Term Equity Incentive Plan (the "Plan"), conditioned upon and effective as of the date of approval of the Plan at a duly constituted meeting of the Company's shareholders by the holders of the requisite number of shares of the Company's stock, necessary to satisfy the requirements of the Company's Articles of Incorporation and Bylaws, the rules of NASDAQ or any national exchange on which the Common Shares are listed, and any applicable federal or state law or regulation. Unless sooner terminated by the Board of Directors in accordance with Section 11.01, the Plan shall automatically terminate at the end of the business day on May 5, 2019.

Section 1.02. *Purpose.* The Plan is designed to promote the interests of the Company and its shareholders by providing stock-based incentives to selected Employees and Non-Employee Directors who are expected to contribute materially to the success of the Company and its subsidiaries. The purpose of the Plan is to provide a means of rewarding performance and to provide an opportunity to increase the personal ownership interests of Employees and Non-Employee Directors in the continued success of the Company and its subsidiaries. The Company believes that the Plan will assist its efforts to attract and retain quality Employees and Non-Employee Directors.

#### ARTICLE II

#### DEFINITIONS

Section 2.01. *Definitions.* When capitalized in this Plan, unless the context otherwise requires:

(a) "Award" means a grant made to a Participant pursuant to Article VI of this Plan.

(b) "Award Agreement" means a written instrument between the Company and a Participant evidencing an Award and prescribing the terms, conditions, and restrictions applicable to the Award.

(c) "Board of Directors" means the Board of Directors of the Company, as constituted at any time.

(d) "Change of Control" means the first to occur of the following events:

- (i) any "person," as such term is used in Sections 13(d) and 14(d) of the Securities Exchange Act of 1934, as amended (the "Exchange Act") other than the Company, is or becomes the "beneficial owner" (as determined under Exchange Act Regulations §240.13d-3), directly or indirectly, of securities of the Company representing twenty-five percent (25%) or more of the combined voting power of the Company's then outstanding securities;
- (ii) persons constituting a majority of the Board of Directors of the Company were not directors of the Company for at least the twenty-four (24) months preceding months;
- (iii) the shareholders of the Company approve a merger or consolidation of the Company with any other corporation, other than (1) a merger or consolidation which would result in the voting securities of the Company outstanding immediately prior thereto continuing to represent (either by remaining outstanding or by being converted into voting securities of the surviving entity) more than fifty percent (50%) of the combined voting power of the voting securities of the Company or such surviving entity outstanding immediately after such merger or consolidation, or (2) a merger or consolidation effected to implement a recapitalization of the Company (or similar transaction) in which no person acquires fifty percent (50%) or more of the combined voting power of the Company's then outstanding securities; or
- (iv) the shareholders of the Company approve a plan of complete liquidation of the Company or an agreement for the sale or disposition by the Company of all or substantially all of the Company's assets.

(e) "Code" means the Internal Revenue Code of 1986, as amended.

(f) "Committee" means the Compensation and Human Resources Committee of the Board of Directors, consisting of two or more Non-Employee Directors who are "non-employee directors" as defined in Exchange Act Regulations §240.16b-3.

(g) "Common Share" means a share of common stock of First Merchants Corporation.

(h) "Common Shares Outstanding" means the total number of Common Shares outstanding as reflected in the Company's financial statements as of the most recent fiscal year-end.

## **PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

(i) "Company" means First Merchants Corporation.

(j) "Director" means a director of the Company.

(k) "Director Option" means a right to purchase Common Shares granted to a Non-Employee Director pursuant to Article VII.

(l) "Disabled" or "Disability" means total and permanent disability as defined in Code Section 22(e)(3).

(m) "Employee" means any individual employed by the Company or any of its Subsidiaries.

(n) "Executive Officer" means an officer of the Company as defined in Exchange Act Regulations §240.3b-7.

(o) "Fair Market Value" of a Common Share means the value of the share on a particular date, determined as follows:

(i) the closing price of a share of common stock on such date, or if no sale took place, the last reported closing price of a share on the most recent day on which a sale of a share of stock took place as recorded on the NASDAQ stock market or the national securities exchange on which the common stock of the Company is listed on such date; or

(ii) if the Company's common stock is not listed on NASDAQ or any other national securities exchange on such date, the fair market value of a share on such date as determined in good faith by the Committee.

(p) "Incentive Stock Options" means stock options issued to Employees which qualify under and meet the requirements of Code Section 422.

(q) "Non-Employee Director" means any Director of the Company who is not an Employee of the Company or any of its Subsidiaries.

(r) "Non-Qualified Stock Options" means stock options which do not qualify under or meet the requirements of Code Section 422.

(s) "Participant" means any person to whom an Award has been granted under this Plan.

(t) "Plan" means this First Merchants Corporation 2009 Long-Term Equity Incentive Plan authorized by the Board of Directors at its meeting held on February 4, 2009, conditioned upon and effective as of the date of approval of the Plan by the Company's shareholders, as such Plan may be amended from time to time as provided in Section 11.01.

(u) "Restricted Stock" means an Award of Common Shares that are nontransferable and/or subject to a substantial risk of forfeiture and/or other restrictions as provided in the Award Agreement.

(v) "Retirement" means, in the case of an Employee, the termination of all employment with the Company and its Subsidiaries for any reason other than death or Disability on or after the day on which the Employee has attained his or her "early retirement age," as defined in the Company's qualified defined contribution plan; and, in the case of a Non-Employee Director, "Retirement" means the termination of service as a Director of the Company other than the Director's removal as provided in the Bylaws of the Company.

(w) "Stock Options" means the Incentive Stock Options and the Non-Qualified Stock Options issued pursuant to the Plan.

(x) "Subsidiary" means a corporation or other form of business association of which shares (or other ownership interests) having fifty percent (50%) or more of the voting power are, or in the future become, owned or controlled, directly or indirectly, by the Company.

### **ARTICLE III**

#### **ADMINISTRATION**

Section 3.01. *Administrative Committee.* The Plan shall be administered by the Committee, which shall serve at the pleasure of the Board of Directors. The Committee shall have full authority to administer the Plan, including authority to interpret and construe any provision of the Plan and to adopt such rules and regulations for administering the Plan as it may deem necessary to comply with the requirements of the Plan or any applicable law.

Section 3.02. *Powers of the Committee.* The Committee shall, subject to the terms of this Plan, have the authority to: (i) select the eligible Employees who shall receive Awards, (ii) grant Awards, (iii) determine the types and sizes of Awards to be granted to Employees under the Plan (but not to Non-Employee Directors, who shall receive Director Options in accordance with Article VII of this Plan), (iv) determine the terms, conditions, vesting periods, and restrictions applicable to Awards (other than Director Options), (v) adopt, alter, and repeal administrative rules and practices governing this Plan, (vi) interpret the terms and provisions of this Plan and any Awards granted under this Plan, (vii) prescribe the forms of any Award Agreements or other instruments relating to Awards, and (viii) otherwise supervise the administration of this Plan. The Committee may delegate any of its authority to any other person or persons that it deems appropriate with respect to Awards granted to Employees who are not officers of the Company.

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Section 3.03. *Actions of the Committee.* All actions taken and all interpretations and determinations made in good faith by the Committee, or made by any other person or persons to whom the Committee has delegated authority, shall be final and binding upon all Participants, the Company, and all other interested persons. All decisions by the Committee shall be made with the approval of not less than a majority of its members. Members of the Committee who are eligible for Awards may vote on any matters affecting the administration of the Plan or the grant of any Awards pursuant to the Plan, except that no such member shall act upon the granting of an Award to himself or herself; but any such member may be counted in determining the existence of a quorum of the Committee.

### **ARTICLE IV**

#### **ELIGIBILITY**

Section 4.01. *Employees.* Any Employee of the Company or any of its Subsidiaries who is selected by the Committee to be a Participant under the Plan shall be eligible for the grant of Awards (other than Director Options). The selection of the Employees to receive Awards (other than Director Options) shall be within the discretion of the Committee. More than one Award may be granted to the same Employee.

The Company has established a guideline stating that each Executive Officer who is selected as a Participant under the Plan should acquire and hold Common Shares equal in value to at least one hundred percent (100%) of his or her then current annual salary within six (6) years after he or she is first selected as a Participant. However, this guideline is not intended and shall not be construed to be a condition, restriction or risk of forfeiture applicable to any Award granted to a Participant under the Plan. Other Participants are also encouraged to acquire and hold Common Shares; however, the guideline only applies to Executive Officers.

Section 4.02. *Non-Employee Directors.* All Non-Employee Directors are eligible for the grant of Director Options, as provided in Article VII of this Plan. Non-Employee Directors are not, however, eligible for the grant of any Awards other than Director Options.

### **ARTICLE V**

#### **SHARES SUBJECT TO AWARDS**

Section 5.01. *Number of Common Shares.* The shares subject to the Awards and other provisions of the Plan shall be the Company's authorized but unissued or reacquired Common Shares. The aggregate number of Common Shares that may be subject to Awards granted under this Plan in any fiscal year shall be equal to the sum of (i) one percent (1%) of the number of Common Shares Outstanding as of the last day of the Company's prior fiscal year, plus (ii) the sum of: (1) the number of Common Shares that were available for the grant of Awards but not granted under this Plan in any previous fiscal year; and (2) the number of Common Shares that were reacquired by the Company during the immediately preceding fiscal year as the result of (A) the forfeiture of Awards and/or the termination or cancellation of Awards that were not exercised or did not vest, and (B) the transfer or surrender by Participants of Common Shares to pay the exercise price of a Stock Option in accordance with Section 6.03(c) and/or withholding taxes associated with an Award in accordance with Article VIII. However, in no event shall the number of Common Shares available for the grant of Awards in any fiscal year in accordance with the preceding sentence exceed one-and-one-half percent (1½%) of the Common Shares Outstanding as of the last day of the prior fiscal year. Further, in accordance with a resolution adopted by the Board of Directors on December 9, 2014, the aggregate number of Common Shares that may be subject to Awards granted under this Plan in any fiscal year commencing on or after January 1, 2015 shall be limited to 250,000, as adjusted pursuant to Section 5.02.

The aggregate number of Common Shares that may be issued under the Plan upon the exercise of Incentive Stock Options is 1,200,000, as adjusted pursuant to Section 5.02.

No fractional shares shall be issued under this Plan; if necessary, the Committee shall determine the manner in which the value of fractional shares will be treated.

The assumption of awards granted by an organization acquired by the Company or the grant of Awards under this Plan in substitution for any such awards shall not reduce the number of Common Shares available for the grant of Awards under this Plan.

Section 5.02. *Adjustment.* In the event of any change in the Common Shares by reason of a merger, consolidation, reorganization, recapitalization or similar transaction, or in the event of a stock split, stock dividend or distribution to shareholders (other than normal cash dividends), spin-off or any other change in the corporate structure of the Company, the Committee shall adjust the number and class of shares that may be issued under this Plan, the aggregate number of Common Shares that may be issued under the Plan upon the exercise of Incentive Stock Options, the number and class of shares subject to outstanding Awards, the exercise price applicable to outstanding Awards, and the Fair Market Value of the Common Shares and other value determinations applicable to outstanding Awards, as appropriate. All determinations made by the Committee with respect to adjustments under this Section 5.02 shall be conclusive and binding for all purposes of the Plan.

### **ARTICLE VI**

#### **AWARDS**

Section 6.01. *Grant of Awards.* Awards authorized under this Article VI may be granted pursuant to another incentive program which incorporates by reference the terms and conditions of this Plan. Awards may be granted singly or in combination or tandem with other Awards. Awards may also be granted in replacement of, or in substitution for, other awards granted by the Company whether or not such other awards were granted under this Plan; without limiting the foregoing, if a Participant pays all or part of the exercise price or taxes associated with an Award by the transfer of Common Shares or the surrender of all or part of an Award (including the Award being exercised), the Committee may, in its discretion, grant a new Award to replace the Common Shares that were transferred or the Award that was surrendered. The Company may assume awards granted by an organization acquired by the Company or may grant Awards in replacement of, or in substitution for, any such awards.

Section 6.02. *Types of Awards.* Awards may include, but are not limited to, the following:

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(a) *Director Option.* A right to purchase Common Shares granted to a Non-Employee Director pursuant to Article VII of this Plan.

(b) *Stock Award.* An Award that is made in Common Shares or Restricted Stock or that is otherwise based on, or valued in whole or in part by reference to, the Common Shares. All or part of any Stock Award may be subject to conditions, restrictions and risks of forfeiture, as and to the extent established by the Committee. Stock Awards may be based on the Fair Market Value of the Common Shares, or on other specified values or methods of valuation, as determined by the Committee.

(c) *Stock Option.* A right to purchase a specified number of Common Shares during a specified period and at a specified exercise price, as determined by the Committee. A Stock Option may be an Incentive Stock Option or a Non-Qualified Stock Option. Incentive Stock Options may only be issued to Employees. In addition to the terms, conditions, vesting periods, and restrictions established by the Committee in the Award Agreement, Incentive Stock Options must comply with the requirements of Code Section 422, Section 6.03(f), and this Article VI.

Section 6.03. *Terms and Conditions of Awards; Agreements.* Awards granted under the Plan shall be evidenced by an Award Agreement executed by the Company and the Participant, which shall contain such terms and be in such form as the Committee may from time to time approve, subject to the following limitations and conditions:

(a) *Number of Shares.* The Award Agreement shall state, as appropriate, the type and total number of shares granted, and/or the type and total number of shares with respect to which Stock Options are granted.

(b) *Award Prices.* The Award Agreement shall state, as applicable, the price per share of the Common Shares with respect to which Stock Options are issued. The price or other value shall be determined by the Committee. For Incentive Stock Options, the exercise price shall satisfy all of the requirements of the Code and of Section 6.03(f) of this Plan.

(c) *Payment of Exercise Price; Deferral.* The exercise price of a Stock Option (other than an Incentive Stock Option), Director Option, and any Stock Award for which the Committee has established an exercise price, may be paid in cash, by the transfer of Common Shares, by the surrender of all or part of an Award (including the Award being exercised), or by a combination of these methods, as and to the extent permitted by the Committee. The exercise price of an Incentive Stock Option may be paid in cash, by the transfer of Common Shares, or by a combination of these methods, as and to the extent permitted by the Committee at the time of grant, but may not be paid by the surrender of all or part of an Award unless otherwise approved by the Committee. The Committee may prescribe any other method of paying the exercise price that it determines to be consistent with applicable law and the purpose of this Plan.

With the approval of the Committee, the delivery of the Common Shares, cash, or any combination thereof subject to an Award (other than Director Options) may be deferred, either in the form of installments or a single future delivery. The Committee may also permit selected Participants to defer the payment of some or all of their Awards, as well as other compensation, in accordance with procedures established by the Committee to assure that the recognition of taxable income is deferred under the Code. The Committee may also establish rules and procedures for the crediting of interest on deferred cash payments and dividend equivalents on Awards.

(d) *Issuance of Shares and compliance with Securities Laws.* The Company may postpone the issuance and delivery of certificates representing shares until (a) the admission of such shares to listing on any stock exchange on which shares of the Company of the same class are then listed, and (b) the completion of such registration or other qualification of such shares under any state or federal law, rule or regulation as the Company shall determine to be necessary or advisable, which registration or other qualification the Company shall use its best efforts to complete; provided, however, a person purchasing shares pursuant to the Plan has no right to require the Company to register the Common Shares under federal or state securities laws at any time. Any person purchasing shares pursuant to the Plan may be required to make such representations and furnish such information as may, in the opinion of counsel for the Company, be appropriate to permit the Company, in light of the existence or non-existence with respect to such shares of an effective registration under the Securities Act of 1933, as amended, or any similar state statute, to issue the shares in compliance with the provisions of those or any comparable acts.

(e) *Rights as a Shareholder.* Except as provided in Section 6.05, unless otherwise provided by the Board of Directors or the Committee, a Participant shall have rights as a shareholder with respect to shares covered by an Award, including voting rights or rights to dividends, only upon the date of issuance of a certificate to him or her, and, if payment is required, only after such shares are fully paid.

(f) *Incentive Stock Options.* To the extent any Award granted pursuant to this Plan contains an Incentive Stock Option, the following limitations and conditions shall apply to such Incentive Stock Option and the Award Agreement relating thereto in addition to the terms and conditions provided herein:

- (i) *Price.* The price of an Incentive Stock Option shall be an amount per share not less than the Fair Market Value per share of the Common Shares on the date of granting of the option. In the case of Incentive Stock Options granted to an Employee of the Company who is a 10% shareholder, the option price shall be an amount per share not less than one hundred ten percent (110%) of the Fair Market Value per share of the Common Shares on the date of the granting of the Incentive Stock Option.
- (ii) *Exercise Period.* Unless terminated earlier pursuant to other terms and provisions of the Award Agreement, the term of each Incentive Stock Option shall expire within the period prescribed in the Agreement relating thereto, which shall not be more than five (5) years from the date the Incentive Stock Option is granted if the Participant is a ten percent (10%) shareholder, and not more than ten (10) years from the date the Incentive Stock Option is granted if the Participant is not a ten percent (10%) shareholder.
- (iii) *Limitation on Grants.* No Incentive Stock Option shall be granted under this Plan after May 5, 2019.



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- (iv) *Limitation on Transferability.* No Incentive Stock Option shall be assignable or transferable except by will or under the laws of descent and distribution. Notwithstanding the foregoing, a Participant may, by delivering written notice to the Company in a form satisfactory to the Company, designate a person who, in the event of the Participant's death, shall thereafter be entitled to exercise the Option. During the lifetime of a Participant, the Incentive Stock Option shall be exercisable only by the Participant and may not be transferred or assigned pursuant to a qualified domestic relations order.
- (v) *Maximum Exercise Rule.* The aggregate Fair Market Value (determined at the time the option is granted) of the shares with respect to which Incentive Stock Options are exercisable for the first time by an Employee during any calendar year under all such plans of the Company and any parent or Subsidiary of the Company shall not exceed One Hundred Thousand Dollars (\$100,000). To the extent that such aggregate Fair Market Value exceeds One Hundred Thousand Dollars (\$100,000), the Stock Option(s) or portions thereof that exceed such limit (according to the order in which they were granted) shall be treated as Non-Qualified Stock Option(s), notwithstanding any contrary provision of the applicable Award Agreement.

(g) *Termination of Awards under Certain Conditions.* The Committee may cancel any unexpired, unpaid or deferred Awards at any time, if the Participant is not in compliance with all applicable provisions of this Plan or with any Award Agreement, or if the Participant, whether or not he or she is currently employed by the Company, engages in any of the following activities without the prior written consent of the Company:

- (i) Directly or indirectly renders services to or for an organization, or engages in a business that is, in the judgment of the Committee, in competition with the Company.
- (ii) Discloses to anyone outside of the Company, or uses for any purpose other than the Company's business, any confidential or proprietary information or material relating to the Company, whether acquired by the Participant during or after employment with the Company.

The Committee may, in its discretion and as a condition to the exercise of an Award, require a Participant to acknowledge in writing that he or she is in compliance with all applicable provisions of this Plan and of any Award Agreement and has not engaged in any activities referred to in clauses (i) and (ii) above.

(h) *Nontransferability.* Unless otherwise determined by the Committee and provided in the Award Agreement, (i) no Award granted under this Plan may be transferred or assigned by the Participant to whom it is granted other than by will, pursuant to the laws of descent and distribution, or pursuant to a qualified domestic relations order, and (ii) an Award granted under this Plan may be exercised, during the Participant's lifetime, only by the Participant or by the Participant's guardian or legal representative. Notwithstanding the foregoing, a Participant may, by delivering written notice to the Company in a form satisfactory to the Company, designate a person who, in the event of the Participant's death, shall thereafter be entitled to exercise the Award. An Incentive Stock Option transferred pursuant to a domestic relations order may be deemed to be a Non-Qualified Stock Option as a result of such transfer.

Section 6.04. *Election to Defer Grant or Receipt of Award.* Notwithstanding any provision herein to the contrary, the Committee may provide, in any Award Agreement or in any program granting Awards under this Plan, that the Participant may elect to defer receipt of the Award as provided in the Award Agreement or program.

Section 6.05. *Restriction on Sale or Transfer of Shares Issued Under Plan.* In addition to any other conditions or restrictions established under the terms of this Plan or by the Committee in any Award Agreement, all Common Shares issued to an Executive Officer under any Award, including both Stock Awards and Common Shares issued upon the exercise of Stock Options, shall be subject to the following restriction: twenty-five percent (25%) of the "net shares" issued under any such Award shall not be sold, assigned, transferred, pledged, encumbered or otherwise alienated or hypothecated by the Executive Officer until the earlier of (i) the date of the Executive Officer's death, Retirement or other termination of employment, or (ii) the date of a Change of Control. For this purpose, "net shares" shall mean the number of whole Common Shares issued to the Executive Officer under an Award after subtracting the number of Common Shares, if any, transferred or surrendered by the Executive Officer to pay the exercise price of a Stock Option in accordance with Section 6.03(c) and/or to pay the Executive Officer's withholding taxes associated with the Award in accordance with Article VIII.

A book entry stock account shall be established in the name of each Executive Officer to whom Common Shares are issued subject to the restriction set forth in this Section 6.05, to which account the number of shares that are subject to such restriction shall be credited. The Executive Officer will be the beneficial owner of the Common Shares issued and credited to his or her stock account and, subject to the restriction set forth in this Section, shall have all rights of beneficial ownership in such shares including the right to vote the shares and receive the dividends and other distributions paid or made with respect thereto. The Company or its nominee will retain custody of the Common Shares until the restriction has lapsed in accordance with this Section and the Executive Officer makes a specific request in writing to the Company for such shares to be sold, transferred or delivered; provided, however, at any time following the lapse of such restriction, the Executive Officer may request that a stock certificate be issued and delivered to the Executive Officer representing all or part of the Common Shares credited to his or her stock account on which the restriction has lapsed.

### ARTICLE VII

#### DIRECTOR OPTIONS

Section 7.01. *Grant of Director Options.*

(a) *Administration.* A committee formed by only those Directors other than Non-Employee Directors shall have full authority to administer Director Options, including authority to require that any Non-Employee Director sign an Award Agreement as a condition of receiving a Director Option.

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(b) *Granting of Director Options.* Until this Plan is terminated, each individual serving as a Non-Employee Director on July 1 in any year after 2008 shall automatically receive a Director Option, effective on such date.

Section 7.02. *Number of Common Shares Subject to Each Director Option.* Each Director Option shall entitle the Non-Employee Director the right to purchase one thousand five hundred (1,500) Common Shares on the terms and conditions specified herein.

Section 7.03. *Exercise Price.* The exercise price of the Common Shares subject to each Director Option shall be the Fair Market Value of the Common Shares at the date of grant.

Section 7.04. *Date Director Options Become Exercisable.* Unless otherwise established by the Board of Directors, each Director Option shall become exercisable in full six (6) months after the date of grant; provided, however, all Director Options shall become exercisable in full (i) upon a Change of Control, (ii) in accordance with the terms of Section 7.06, or (iii) upon attainment by the Non-Employee Director of age 70.

Section 7.05. *Expiration Date.* Unless terminated earlier pursuant to the terms of this Plan, each Director Option shall terminate, and the right of the holder to purchase Common Shares upon exercise of the Director Option shall expire, at the close of business on the tenth anniversary date of the date of grant.

Section 7.06. *Continuous Service as a Director.* No Director Option may be exercised unless the Non-Employee Director to whom the Director Option was granted has continued to be a Non-Employee Director from the time of grant through the time of exercise, except as provided in Section 7.04 and this Section 7.06.

(a) *Retirement or Disability.* If the service in office of a Non-Employee Director is terminated due to the Retirement or Disability of the Non-Employee Director, the Non-Employee Director (or his or her legal representative if he or she becomes incapacitated), shall have the right, on or after the date of such termination but in no event following the expiration of the Director Option, to exercise the Director Option in full, whether or not the Non-Employee Director would otherwise have been entitled to exercise the Director Option at such date; provided, however, this acceleration of the right to exercise a Director Option shall not apply in the case of a Non-Employee Director who ceases to be a Non-Employee Director by reason of his or her employment by the Company.

(b) *Death.* If the service in office of a Non-Employee Director is terminated due to the death of the Non-Employee Director, the Non-Employee Director's estate, executor, administrator, personal representative or beneficiary shall have the right to exercise the Director Option in full prior to the earlier of (i) one (1) year after the date of his or her death, or (ii) the expiration of the Director Option.

(c) *Employed by Company.* If a Non-Employee Director ceases to be a Non-Employee Director by reason of his or her employment by the Company, the Director Option granted to that Non-Employee Director shall be treated the same as Non-Qualified Stock Options held by Employees and shall continue to be exercisable prior to the expiration of the Director Option, subject to the limitations on exercise following termination of employment established by the Committee pursuant to Article IX of this Plan.

[The Plan was amended by a resolution of the Board of Directors, adopted December 9, 2014, to repeal ARTICLE VII, effective as of January 1, 2015. No Director Option shall be issued to a Non-Employee Director under Article VII following such effective date of repeal. However, the provisions of ARTICLE VII shall continue to apply to all Director Options previously issued under the Plan.]

### **ARTICLE VIII**

#### **TAX WITHHOLDING OBLIGATIONS**

Prior to the payment of an Award, the Company may withhold, or require a Participant to remit to the Company, an amount sufficient to pay any federal, state and local withholding taxes associated with the Award. The Committee may, in its discretion and subject to such rules as the Committee may adopt, permit a Participant to pay any or all withholding taxes associated with the Award in cash, by the transfer of Common Shares, by the surrender of all or part of an Award (including the Award being exercised), or by a combination of these methods.

### **ARTICLE IX**

#### **TERMINATION OF EMPLOYMENT**

Section 9.01. *Termination of Employment.* Unless the Committee provides otherwise in the Award Agreement, if a Participant's employment with the Company or a Subsidiary terminates for any reason other than the Participant's Retirement, Disability or death: (1) the Participant shall forfeit all Restricted Stock Awards that are subject to a risk of forfeiture as of the date of his or her termination; and (2) the Participant may, only within the thirty (30)-day period immediately following the date of his or her termination (but in no event later than the expiration date specified in the Award Agreement), exercise all Stock Option Awards to the extent he or she was entitled to exercise them at the date of such termination; provided, however, if a Participant's employment is terminated for deliberate, willful or gross misconduct, as determined by the Board of Directors, all of his or her rights under any Award shall expire upon receipt of the notice of such termination. The transfer of an Employee from the employ of the Company to a Subsidiary, or vice versa, or from one Subsidiary to another Subsidiary, shall not be deemed a termination of employment for purposes of the Plan.

Section 9.02. *Retirement.* Unless the Committee provides otherwise in the Award Agreement, if a Participant's employment with the Company or a Subsidiary terminates due to the Participant's Retirement: (1) the Participant shall not forfeit any Stock Awards, including Restricted Stock Awards, to which he or she was entitled as of the date of his or her Retirement; however, any Restricted Stock Awards shall continue to be subject to the restrictions that were applicable to these Awards as of such date; and (2) the Participant may, on or after the date of his or her Retirement (but in no event later than the expiration date specified in the Award Agreement), exercise all Stock Option Awards to the extent he or she was entitled to exercise them at the date of such Retirement. If the Award being exercised under this Section is an Incentive Stock Option, the Award may continue to be exercised as an Incentive Stock Option during the three (3) month period immediately following the date of the Participant's

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Retirement (but in no event later than the expiration date of the Award); and, during the remainder of the exercise period, if any, the Award may be exercised as a Non-Qualified Stock Option.

Section 9.03. *Disability.* Unless the Committee provides otherwise in the Award Agreement, if a Participant's employment with the Company or a Subsidiary terminates due to the Participant's Disability: (1) the Participant shall not forfeit any Stock Awards, including Restricted Stock Awards, to which he or she was entitled as of the date of his or her termination due to Disability; and all restrictions applicable to Restricted Stock Awards, including restrictions on transferability, shall lapse as of such date; and (2) the Participant (or the Participant's legal representative if he or she becomes incapacitated) may, on or after the date of his or her termination due to Disability (but in no event later than the expiration date specified in the Award Agreement), exercise all Stock Option Awards to the extent he or she was entitled to exercise them at the date of such termination due to Disability. If the Award being exercised under this Section is an Incentive Stock Option, the Award may continue to be exercised as an Incentive Stock Option during the one (1) year period immediately following the date of the Participant's termination due to Disability (but in no event later than the expiration date of the Award); and, during the remainder of the exercise period, if any, the Award may be exercised as a Non-Qualified Stock Option.

Section 9.04. *Death.* Unless the Committee provides otherwise in the Award Agreement, if a Participant dies (whether prior to or after termination of his or her employment): (1) the Participant shall not forfeit any Stock Awards, including Restricted Stock Awards, to which he or she was entitled as of the date of his or her death; and all restrictions applicable to Restricted Stock Awards, including restrictions on transferability, shall lapse as of such date; and (2) the Participant's estate, executor, administrator, personal representative or beneficiary may, on or after the date of the Participant's death (but in no event later than the expiration date specified in the Award Agreement), exercise all Stock Option Awards to the extent the Participant was entitled to exercise them at the date of his or her death. If the Award being exercised under this Section is an Incentive Stock Option and the Participant dies prior to termination of his or her employment or within three (3) months following such termination, the Award may continue to be exercised as an Incentive Stock Option during the entire one (1) year period immediately following the Participant's death (but in no event later than the expiration date of the Award); and, during the remainder of the exercise period, if any, the Award may be exercised as a Non-Qualified Stock Option.

### **ARTICLE X**

#### **CHANGE OF CONTROL**

Unless and to the extent the terms and conditions of a Change of Control agreement between the Company and a Participant provide otherwise, in the event of a Change of Control of the Company, (i) all Stock Options then outstanding shall become fully exercisable as of the date of the Change of Control, and (ii) all restrictions and conditions applicable to Restricted Stock and other Stock Awards shall be deemed to have been satisfied as of the date of the Change of Control. Any such determination by the Board of Directors that is made after the occurrence of a Change of Control will not be effective unless a majority of the Directors then in office were in office at the beginning of a period of twenty-four (24) consecutive months and the determination is approved by a majority of such Directors.

### **ARTICLE XI**

#### **AMENDMENT OR TERMINATION**

Section 11.01. *Amendment, Suspension or Termination of Plan.* The Board of Directors may amend, suspend or terminate this Plan at any time, and, in accordance with such amendments, may thereupon change terms and conditions of any Awards not theretofore issued. Shareholder approval for any such amendment will be required only to the extent necessary to satisfy the rules of NASDAQ or any national exchange on which the Common Shares are listed, or to satisfy any applicable federal or state law or regulation. Unless sooner terminated by the Board of Directors, the Plan shall automatically terminate at the end of the business day on May 5, 2019. No Awards may be issued under the Plan while it is suspended or after it is terminated.

Section 11.02. *Amendment of Outstanding Awards.* The Committee may, in its discretion, amend the terms of any Award (other than a Director Option), prospectively or retroactively, but no such amendment may impair the rights of any Participant without his or her consent. Shareholder approval for any such amendment will be required only to the extent necessary to satisfy the rules of NASDAQ or any national exchange on which the Common Shares are listed, or to satisfy any applicable federal or state law or regulation. The Committee may, in whole or in part, waive any restrictions or conditions applicable to, or accelerate the vesting of, any Award (other than a Director Option).

### **ARTICLE XII**

#### **MISCELLANEOUS**

Section 12.01. *Governing Law.* The interpretation, validity and enforcement of this Plan will, to the extent not otherwise governed by the Code or the securities laws of the United States, be governed by the laws of the State of Indiana.

Section 12.02. *Compliance with Code §409A.* To the extent the Committee determines that any Award granted under this Plan is subject to Code §409A, the Award Agreement evidencing such Award shall incorporate the terms and conditions required by Code §409A. To the extent applicable, the Plan and Award Agreements shall be interpreted in accordance with Code §409A. Notwithstanding any provision of the Plan to the contrary, in the event that, following the Plan's effective date, the Board of Directors determines that any Award may be subject to Code §409A, the Board of Directors may adopt such amendments to the Plan and the applicable Award Agreements or adopt such other policies and procedures (including amendments, policies and procedures with retroactive effect), or take such other actions that the Board of Directors determines are necessary or appropriate to (i) exempt the Award from Code §409A and/or preserve the intended tax treatment of the benefits provided with respect to the Award, or (ii) comply with the requirements of Code §409A.

Section 12.03. *Rights of Employees.* Nothing in this Plan will confer upon any Participant the right to continued employment by the Company or limit in any way the Company's right to terminate any Participant's employment at will.

**PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

**EXHIBIT-21  
SUBSIDIARIES OF THE REGISTRANT**

**EXHIBIT 21-SUBSIDIARIES OF THE REGISTRANT**

| <b><u>Name</u></b>                         | <b><u>Jurisdiction of Incorporation</u></b> |
|--|---|
| First Merchants Bank, National Association | U.S.  |
| First Merchants Insurance Services, Inc.   | Indiana                                     |
| FMB Portfolio Management, Inc.             | Delaware                                    |
| FMB Properties, Inc                        | Maryland                                    |
| FMB Risk Management, Inc.                  | Nevada                                      |
| First Merchants Capital Trust II           | Delaware                                    |
| FMB Tax Credit Holdings I, LLC             | Indiana                                     |
| GS Asset Management, LLC                   | Indiana                                     |
| WHCC, LLC                                  | Indiana                                     |

**PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

**EXHIBIT-23  
CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

**EXHIBIT 23 - CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

We consent to the incorporation by reference in the Registration Statements on Form S-8 (File Nos. 333-50484, 333-80117 and 333-159643) and Form S-3 (File Nos. 033-45393 and 333-158334) of First Merchants Corporation (Corporation) of our reports dated February 27, 2015 on our audits of the consolidated financial statements of the Corporation as of December 31, 2014 and 2013, and for each of the three-years in the period ended December 31, 2014, and on our audit of internal control over financial reporting of the Corporation as of December 31, 2014, which reports are included in this Annual Report on Form 10-K.

**BKD, LLP**

Indianapolis, Indiana  
February 27, 2015

**PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

**EXHIBIT-24  
LIMITED POWER OF ATTORNEY**

**EXHIBIT 24-LIMITED POWER OF ATTORNEY**

KNOW ALL MEN BY THESE PRESENTS that the undersigned directors and officers of First Merchants Corporation, an Indiana corporation, hereby constitute and appoint Mark K. Hardwick, the true and lawful agent and attorney-in-fact of the undersigned with full power and authority in said agent and attorney-in-fact to sign for the undersigned and in their respective names as directors and officers of the Corporation the Form 10-K of the Corporation to be filed with the Securities and Exchange Commission, Washington, D.C., under the Securities Exchange Act of 1934, as amended, and to sign any amendment to such Form 10-K, hereby ratifying and confirming all acts taken by such agent and attorney-in-fact, as herein authorized.

**Dated: February 27, 2015**

/s/ Michael C. Rechin

Michael C. Rechin, President and  
Chief Executive Officer  
(Principal Executive Officer)

/s/ Mark K. Hardwick

Mark K. Hardwick, Executive Vice  
President and Chief Financial Officer  
(Principal Financial and Accounting Officer)

/s/ Michael R. Becher\*

Michael R. Becher, Director

/s/ Michael C. Rechin

Michael C. Rechin, Director

/s/ Roderick English\*

Roderick English, Director

/s/ Charles E. Schalliol\*

Charles E. Schalliol, Director

/s/ F. Howard Halderman\*

F. Howard Halderman, Director

/s/ Patrick A. Sherman\*

Patrick A. Sherman, Director

/s/ William L. Hoy\*

William L. Hoy, Director

/s/ Terry L. Walker\*

Terry L. Walker, Director

/s/ Gary J. Lehman\*

Gary J. Lehman, Director

/s/ Jean L. Wojtowicz\*

Jean L. Wojtowicz, Director

# PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

## EXHIBIT-31.1

### FIRST MERCHANTS CORPORATION

#### FORM 10-K CERTIFICATION PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

#### CERTIFICATION

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I, Michael C. Rechin, President and Chief Executive Officer of First Merchants Corporation, certify that:

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

Date: February 27, 2015

By: /s/ Michael C. Rechin  
Michael C. Rechin  
President and Chief Executive Officer  
(Principal Executive Officer)

# PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS

## EXHIBIT-31.2

### FIRST MERCHANTS CORPORATION

#### FORM 10-K CERTIFICATION PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

#### CERTIFICATION

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I, Mark K. Hardwick, Executive Vice President and Chief Financial Officer of First Merchants Corporation, certify that:

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

Date: February 27, 2015

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



**PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

**EXHIBIT-32**

**CERTIFICATIONS PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the annual report of First Merchants Corporation (the "Corporation") on Form 10-K for the period ending December 31, 2014 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Michael C. Rechin, President and Chief Executive Officer of the Corporation, do hereby certify, in accordance with 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m or 78o (d)); and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Corporation.

Date: February 27, 2015

By: /s/ Michael C. Rechin

Michael C. Rechin  
President and Chief Executive Officer  
(Principal Executive Officer)

A signed copy of this written statement required by Section 906 has been provided to First Merchants Corporation and will be retained by First Merchants Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

In connection with the annual report of First Merchants Corporation (the "Corporation") on Form 10-K for the period ending December 31, 2014 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Mark K. Hardwick, Executive Vice President and Chief Financial Officer of the Corporation, do hereby certify, in accordance with 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m or 78o (d)); and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Corporation.

Date: February 27, 2015

By: /s/ Mark K. Hardwick

Mark K. Hardwick  
Executive Vice President and  
Chief Financial Officer  
(Principal Financial and Accounting Officer)

A signed copy of this written statement required by Section 906 has been provided to First Merchants Corporation and will be retained by First Merchants Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

**PART IV: ITEM 15. FINANCIAL STATEMENT SCHEDULES AND EXHIBITS**

**EXHIBIT-99.1  
INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM'S REPORT  
FOR FIRST MERCHANTS CORPORATION EMPLOYEE STOCK PURCHASE PLAN**

EXHIBIT 99.1-FINANCIAL STATEMENTS AND INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM'S REPORT FOR FIRST MERCHANTS CORPORATION  
EMPLOYEE STOCK PURCHASE PLAN

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The annual financial statements and independent registered public accounting firm's report thereon for First Merchants Corporation Employee Stock Purchase Plan for the year ending December 31, 2014, will be filed as an amendment to the 2014 Annual Report on Form 10-K.