

...in <u>your</u> community.





ELMIRA SAVINGS BANK Board of Directors

(Front row I-r) A. Scott Welliver, Chairman & Chief Executive Officer, Welliver McGuire, Inc.; Michael P. Hosey, Chairman of the Board; Thomas M. Carr, President & Chief Executive Officer; John R. Alexander, Vice Chairman and Corporate Secretary of the Board & Managing Partner, Sayles & Evans

(Back row I-r) Robert K. Lambert, President & Chief Executive Officer, Arnot Health; Marianne W. Young, President & Chief Executive Officer, Market Street Trust Company; Arie J. van den Blink, Chairman & Chief Executive Officer, The Hilliard Corporation; Katherine H. Roehlke, President & Chief Executive Officer, F.M. Howell & Company; Donald G. Quick, Jr., Retired Partner, Mengel, Metzger, Barr & Co. LLP. Not pictured: Kristin A. Swain, Executive Director, The Rockwell Museum



(left to right): Kevin J. Berkley, Executive Vice President & Senior Loan officer; Donna J. Tangorre, Senior Vice President & Branch Administrator; Jason T. Sanford, Senior Vice President & Chief Financial Officer; Thomas M. Carr, President & Chief Executive Officer

Our Mission

THE MISSION OF ELMIRA SAVINGS BANK is to provide above average returns to our shareholders while providing a broad range of financial services that meet the needs of the individuals, businesses, and organizations of our community.

We will achieve this through our commitment to:

- Consistent and superior quality service for our customers.
- A culture that incents employees to excel personally and professionally.
- · Leadership in and support for our community.
- Independence as a local community bank.





Thomas M. Carr President & Chief Executive Officer

TO OUR Shareholders



am pleased to provide this report highlighting the accomplishments of Elmira Savings Bank in 2016.

First, I would like to provide some perspective on developments in our local economic environment.

In 2016, New York State's Downtown Revitalization Initiative awarded the City of Elmira \$10 million to aid in inner city development. The Elmira/Corning Regional Airport received \$50 million of Federal and State aid to assist in creating the "Airport of Tomorrow" as the gateway to our community.

These events augment the Upstate Revitalization Initiative, which in 2015 pledged \$1.5 billion of support to markets we serve and, is beginning to produce meaningful development projects across the region.

These initiatives enhance the potential for dramatic improvement of the local economies and provide us the opportunity to participate in a regional transformation.

As I reflect on the Bank's achievements of the year recently passed, I am pleased to report the following: we achieved strong financial results, continued to execute our strategic initiatives, further invested in our network of branches, implemented new technologies that provide convenience, security, and efficiency, and continued to focus on developing our staff.

The financial results of this past year, 2016, are highlighted by a 5% increase in net income, expansion of our net interest income by 6%, an increase of 9% in non-interest income, and deposit growth of 7%.

Net income totaled \$4.3 million for 2016, an increase of \$215,000 or 5%,

from the \$4.1 million recorded for 2015. This was the result of an increase of \$900,000 in net interest income and \$500,000 in non-interest income, partially offset by an increase in operating expenses of \$1.0 million.

The increase of \$900,000 or 6% in net interest income, our primary source of revenue, was due to our ability to pay down borrowed funds and replace them with deposits. This less expensive source of funding reduced our interest expense and helped to expand our net interest margin from 3.07% in 2015 to 3.21% in 2016. This net interest margin expansion is contrary to what many of our peers are currently experiencing.

Our second primary source of revenue, non-interest income, increased by \$500,000 or 9% in 2016. The primary component of this revenue stream is gain on sale of mortgage loans which increased by 29% during 2016 from \$2.4 million in 2015 to \$3.1 million in 2016. This increase is attributable to a larger percentage of our residential mortgage originations being sold into the secondary market. In 2016, the Bank originated \$111 million of residential mortgages, consistent with the level of originations in 2015. In early 2016, as we prepared for a higher interest rate environment in the future, we developed a strategy to decrease the amount of loans originated for our loan portfolio and instead sell this production to investors. In 2015, we sold \$59 million of residential mortgages to the secondary market which represented 50% of our originations. In 2016, we sold \$76 million to the secondary market which represented 69% of our production. In addition to increased sales volume, we also expanded the average gross margin on each loan sold.

Partially offsetting the \$1.4 million increase in revenue was a \$1 million increase in operating expenses. This increase in operating expense is composed of a \$600,000 increase in salary and benefit expense due to annual merit increases and four new positions; three in sales roles and one in a support role. Much of the remaining variance in operating expense is attributable to an increase in expense on loans sold in 2016.

Total assets increased by \$12.1 million or 2% to total \$573.5 million at December 31, 2016. Our strategy to sell a larger portion of residential mortgage originations limited our overall level of balance sheet growth. Our loan portfolio increased by \$4.6 million or 1% year-to-year to total \$455.9 million at December 31, 2016. Our investment portfolio declined by \$10.6 million year-to-year to total \$41.1 million at the end of 2016.

Deposits increased by \$29.1 million or 7% in 2016. This increase was composed of a \$17.8 million increase in time deposits, a \$5.5 million increase in money market accounts, a \$3.7 million increase in savings accounts, and a \$3.4 million increase in non-interest bearing accounts, partially offset by a \$1.3 million decrease in interest bearing transaction accounts. Every branch in our growth markets increased their deposits from 2015 to 2016.

Shareholders' equity increased by \$1.0 million to total \$55.7 million on December 31, 2016. This increase in shareholder equity produced an increase in book value per common share of \$0.21 to total \$16.74 at the end of 2016. The Bank paid \$0.92 of cash dividends per common share in 2016. This equates to a 4.7% dividend yield. This dividend yield is one of the highest in the nation for publicly traded banks.

Our asset quality remains strong. Our ratio of non-performing loans to total loans was 1.10% at December 31, 2016. Net loan charge offs to average loans during 2016 was 0.08%, down from 0.11% for 2015. The allowance for loan losses as a percentage of total loans was 0.94% at December 31, 2016 compared to 0.92% at the same point in 2015.

The Bank continues to focus on residential and commercial mortgage lending and on expanding deposit market share across all existing markets.

During 2016 the Bank expanded the number of channels available for us to sell residential mortgages. These additional outlets provide us with greater flexibility and the opportunity to increase revenue in the future by originating and selling mortgage products that we have not historically offered.

We continue to improve our branch network. We have been vigorously working on renovating a historic building at 602 W. State Street in Ithaca into a full-service branch with a convenient drive-through. We anticipate opening this highly visible new branch during the second quarter of 2017 and relocating our existing operations from 301 E. State Street, Ithaca to this new facility.

Additionally, we have been developing plans to expand our branch network into Broome County, and during the first quarter of 2017 purchased a parcel in Vestal, NY which will be available for future development.

The Bank continued to upgrade and expand its technology. For our debit card holders, we implemented EMV Chip technology, providing better security for our customers. We also implemented Mobile Passcode and Touch Identification for our mobile banking customers, enhancing convenience and security for this

delivery channel. In our residential mortgage area, we implemented digital signature technology providing convenience to our customers, as well as reducing the time required to close a mortgage. We improved our regulatory compliance technology by implementing a new Bank Secrecy Act and Anti-Money Laundering system. Finally, we implemented a new consumer lending platform streamlining the process for customers, as well as adding operating efficiencies.

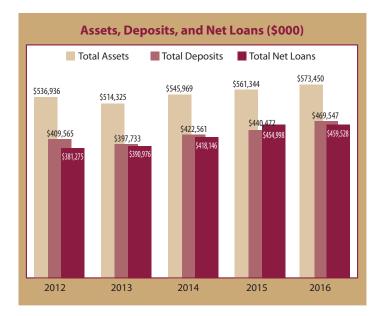
The addition of a fulltime training officer at the beginning of the year has provided a more robust training environment for our staff. We expanded our training for staff members in sales positions, provided personal branding training for all employees, and provided monthly training to all staff, expanding their understanding of key Bank product lines.

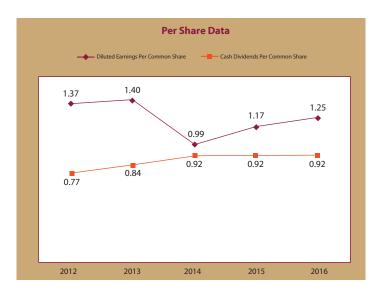
This report demonstrates the progress the Bank made during 2016 on multiple fronts. This continued progress, combined with the renewed optimism for the upstate economies we serve, positions our institution favorably for continued success.

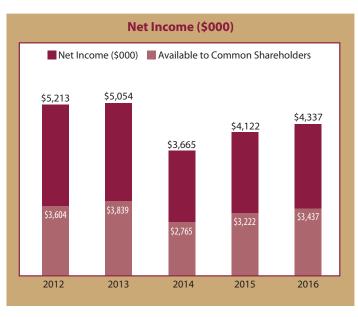
As we move forward, it is apparent that our business is dependent upon meeting the needs and expectations of the people we serve, including shareholders, customers, and employees. We appreciate your support and the opportunity to serve you as "The People's Bank."

Thomas M. Carr
President and
Chief Executive Officer

Thomas M Can







SELECTED FINANCIAL DATA

(in thousands, except share and per share amounts)

FINANCIAL STATEMENT HIGHLIGHTS	2016	2015
Assets	\$ 573,450	561,344
Loans (including loans held for sale)	459,528	454,998
Allowance for loan losses	4,263	4,148
Deposits	469,547	440,472
Shareholders' equity	55,723	54,771
Net interest income	16,520	15,634
Provision for loan losses	487	630
Non-interest income	5,900	5,391
Non-interest expense	15,602	14,593
Net income attributable to Elmira Savings Bank	4,337	4,122
PER SHARE INFORMATION		
Basic earnings per share	\$ 1.26	1.19
Diluted earnings per share	1.25	1.17
Book value per share	16.74	16.53
Cash dividend per share	0.92	0.92
SELECTED RATIOS		
Return on average assets	0.76%	0.73%
Return on average equity	7.77%	7.43%
Shareholders' equity to assets	9.72%	9.76%
Dividend payout ratio	73.02%	77.31%
Efficiency ratio	69.59%	69.41%
OTHER SELECTED DATA		
Number of offices	15	16
Number of automated teller machines	14	14
Weighted average shares outstanding	2,722,243	2,707,491
Weighted average diluted shares outstanding	2,739,668	2,762,332

Consolidated Balance Sheets

Elmira Savings Bank and Subsidiaries

(in thousands, except for share and per share data)	December 31, 2016		December 31, 2015	
ASSETS				
Cash and due from banks	\$	24,195	\$	5,352
Federal funds sold and other short-term investments		99		102
Total cash and equivalents		24,294		5,454
Securities available for sale, at fair value		32,581		42,709
Securities held to maturity - fair value of \$8,679				
at December 31, 2016, and \$9,010 at December 31, 2015		8,519		9,003
Federal Reserve and Federal Home Loan Bank (FHLB) stock, at cost		9,811		11,108
Loans held for sale		3,597		3,630
Loans receivable		455,931		451,368
Less: Allowance for loan losses		4,263		4,148
Net Loans		451,668		447,220
Premises and equipment, net		12,634		12,130
Bank-owned life insurance		13,592		13,188
Accrued interest receivable		1,552		1,541
Intangible assets, net		20		61
Goodwill		12,320		12,320
Other assets		2,862		2,980
Total assets	\$	573,450	\$	561,344
LIABILITIES AND SHAREHOLDERS' EQUITY		¢460.547		¢440.470
Deposits Personnings		\$469,547		\$440,472
Borrowings Other liabilities		42,000 6,180		59,525 6,576
Other habilities		0,100		0,370
Total liabilities		517,727		506,573
SHAREHOLDERS' EQUITY				
Preferred stock, \$1,000 liquidation value per issued share; 5,000,000 shares authorized;				
10,000 shares issued at December 31, 2016 and at December 31, 2015		9,700		9,700
Common stock, \$1 par value; authorized 5,000,000 shares; 2,844,670 shares				
issued at December 31, 2016 and 2,820,745 at December 31, 2015		2,845		2,821
Additional paid-in capital		41,644		41,243
Retained earnings		4,407		3,488
Treasury stock, at cost - 98,118 shares at December 31, 2016		(0.0)		/ - :
and December 31, 2015		(2,907)		(2,907)
Accumulated other comprehensive (loss) income		(19)		373
Total Elmira Savings Bank shareholders' equity		55,670		54,718
Noncontrolling interest		53		53
Total shareholders' equity		55,723		54,771

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Consolidated Statements of Income

Elmira Savings Bank and Subsidiaries

(in thousands, except for per share amounts)	cept for per share amounts) Years Ended December		ber 31	31			
(in thousands, except for per share amounts)	2016 2015				2014		
INTEREST AND DIVIDEND INCOME							
Interest and fees on loans	\$	19,056	\$	18,418	\$	17,709	
Interest and dividends on securities							
Taxable		1,000		1,367		1,659	
Non-taxable		832		949		899	
Total interest and dividend income	:	20,888		20,734		20,267	
INTEREST EXPENSE							
Interest on deposits		3,055		3,016		2,986	
Interest on borrowings		1,313		2,084		1,869	
Total interest expense		4,368		5,100		4,855	
Net interest income		16,520		15,634		15,412	
Provision for loan losses		487		630		407	
Net interest income after provision for loan losses		16,033		15,004		15,005	
NONINTEREST INCOME							
Service fees		1,420		1,471		1,437	
Gain on sale of loans held for sale		3,061		2,382		1,633	
Net gain on sale of securities		180		284		422	
Other service fees		728		716		687	
Earnings on bank-owned life insurance		403		398		404	
Other		108		140		175	
Total noninterest income		5,900		5,391		4,758	
NONINTEREST EXPENSE							
Salaries and benefits		7,927		7,324		7,692	
Net occupancy		1,416		1,383		1,416	
Equipment		1,200		1,061		1,012	
Marketing and public relations		794		832		884	
Professional fees		517		773		690	
Other		3,748		3,220		2,809	
Total noninterest expense		15,602		14,593		14,503	
Income before income taxes		6,331		5,802		5,260	
Income taxes		1,989		1,675		1,590	
Net income		4,342		4,127		3,670	
Less: Net income attributable to noncontrolling interest		5		5		5	
Net income attributable to Elmira Savings Bank	\$	4,337	\$	4,122	\$	3,665	
Dividend on preferred stock		900		900		900	
Income available to common shareholders	\$	3,437	\$	3,222	\$	2,765	
Basic earnings per common share	\$	1.26	\$	1.19	\$	1.03	
Diluted earnings per common share	\$	1.25	\$	1.17	\$	0.99	

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Consolidated Statements of Comprehensive Income

Elmira Savings Bank and Subsidiaries

(in thousands)		Years Ended December 31,				
		2016	2015	2014		
Net income	\$	4,337	\$ 4,122	\$ 3,665		
OTHER COMPREHENSIVE (LOSS) INCOME						
Net unrealized holding (losses) gains on securities available for sale		(459)	(493)	757		
Tax benefit (expense)		177	191	(293)		
		(282)	(302)	464		
Realized securities gains included in net income		(180)	(284)	(422)		
Tax expense		70	110	163		
		(110)	(174)	(259)		
Other comprehensive (loss) income, net of tax		(392)	(476)	205		
Comprehensive income	\$	3,945	\$ 3,646	\$3,870		

Consolidated Statements of Shareholders' Equity

Elmira Savings Bank and Subsidiaries

(in thousands, except for share and per share amounts)	Preferred Stock	Common Stock	Additional Paid-in Capital	Retained Earnings	Treasury Stock	Accumulated Other Comprehensive Income (Loss)	Noncontrolling Interest	Total
Balance at December 31, 2015	\$ 9,700	2,821	41,243	3,488	(2,907)	373	53	54,771
Net income	-	-	-	4,337	-	-	5	4,342
Other comprehensive loss	-	-	-	-	-	(392)	-	(392)
Stock based compensation expense	-	-	274	-	-	-	-	274
Restricted Stock Grants (9,922 shares)	-	10	(10)	-	-	-	-	-
Exercise of stock options, net (14,003 shares)	-	14	137	-	-		-	151
Cash dividend on preferred stock	-	-	-	(900)	-	-	(5)	(905)
Cash dividend on common stock (\$.92 per share)	-	-	-	(2,518)	-	-	-	(2,518)
Balance at December 31, 2016	\$ 9,700	2,845	41,644	4,407	(2,907)	(19)	53	55,723

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To the Board of Directors and Shareholders of Elmira Savings Bank

We have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of Elmira Savings Bank and subsidiaries as of December 31, 2016 and 2015, and the related consolidated statements of income, comprehensive income, statements of shareholders' equity, and cash flows (not presented herein) for each of the three years in the period ended December 31, 2016, and in our report dated March 20, 2017, we expressed an unqualified opinion on those financial statements. In our opinion, the information set forth in the accompanying consolidated financial statements is fairly stated, in all material respects, in relation to the financial statements from which it has been derived.

S.R. Snodgress, P.C.

Cranberry Township, Pennsylvania March 20, 2017

MARKET PRICE INFORMATION

The Bank's common stock was first offered in March 1985, and is now listed on the NASDAQ exchange under the symbol ESBK. This table summarizes the high and low market price for the Bank's stock during 2016 and 2015.

Quarters	20	16	2015		
	High	Low	High	Low	
First	20.55	16.83	23.00	19.99	
Second	20.10	18.06	20.82	19.43	
Third	21.50	18.85	20.81	19.05	
Fourth	22.25	18.50	21.13	18.41	

ANNUAL SHAREHOLDERS' MEETING

The Annual Shareholders' Meeting will be held at 10:00 a.m. on April 25, 2017 at the Clemens Center, 207 Clemens Center Parkway, Elmira, NY 14901

SHAREHOLDER INQUIRIES

The Bank's transfer agent is:

Computershare, Inc.

Computershare Investor Services
PO Box 30170, College Station, TX 77842

(800) 368-5948

The Bank's Annual Report on Form 10-K will be furnished without charge upon written request to:

Thomas M. Carr
President & Chief Executive Officer
Elmira Savings Bank
333 E. Water Street, Elmira, NY 14901

ELMIRA SAVINGS BANK Customer Endorsements

My wife and I could not be happier to be working with ESB.

Brett and Allyson, of Elmira, found themselves unexpectedly thrown into a house-hunt as first time homebuyers. Their experience with Elmira Savings Bank was one of professionalism, responsiveness, and kindheartedness. "My wife and I could not be happier to be working with ESB."





Allyson and Brett Moore



Gagik Parsamian and Zara Melkoumian

We were very pleased with our experience and with the service we received from Bank employees.

agik and Zara, from Corning, first purchased their home in 2011 through Elmira Savings Bank, then returned in 2016 to refinance. Gagik stated, "we were very pleased with our experience and with the service we received from Bank employees."

ELMIRA SAVINGS BANK Customer Endorsements



Ryan and Charla Starliper

Our dreams are being fulfilled because of your customer service, and we can't thank you guys enough for the time and effort you have given us.

Ryan and Charla, of Binghamton, came to Elmira Savings Bank for a construction loan. ESB was able to get them cleared to close their loan within two days of their approval. "Our dreams are being fulfilled because of your customer service, and we can't thank you guys enough for the time and effort you have given us," noted the Starlipers.



I was very happy and could not believe everything went so smoothly with my experience at Elmira Savings Bank.

Jodi was referred to Elmira Savings Bank by a Real Estate Agent who had been working with her as a first-time home buyer. With diligent efforts from Bank employees in Vestal, Elmira Savings Bank quickly processed her paperwork and Jodi closed within 45 days. "I was very happy and could not believe everything went so smoothly with my experience at Elmira Savings Bank."



Jodi Grant

ELMIRA SAVINGS BANK Current Staff

Christina Allen Janette Allen Amy Allshouse Elizabeth Altmann Theresa Andrus Shannon J. Bailey **Dwayne Balcom** Kathleen Bange Aimee S. Barton **Blair Beavers** Mary A. Becker Allison Bellinger **April Branston** Joyelle Briggs Amber R. Brimmer Susan Campbell Jennifer Canali Andres Cardenas-Rivas Alyssa Carlisle Janet S. Caswell Jennifer Catron Jacqueline Louise Cecce **Brenda Cimakasky Lindsey Clapper** Mary A. Cleary Jessica Coates

Michele Corby

Tammi L. Cronin

William Brad Dennis

Tina Dittler Rachel Dodge

Pamela Donovan Nicholas Dutcher

Cory Eddy Bonnie Elvidge Kelly Ewanyk Shanna Flint Valerie Friedrich Patricia Frisbie Robin Gardner llene Girardi Bibi Hack-Kester Kristin Haner Thomas Hill Malissa Hootman Jennifer Hourihan Rachel Houseknecht Margaret Hurd Christine Iles Laura Ingle Mercedes Jerzak Judith F. Johnston Kathleen Kelly Keegan Knoll Ellaminda Leader Shaina Leister Christina M. Losey Trisha Luchaco Colleen Manuel Laurel Mareck Cherry Merrill Kimberly O'Dell Jennifer Orr Katherine Page

Eileen Payne James Pollen Casandra Ponton Hannah Qualey Steven Reed Courtney Reinhart Laura Reynolds Deborah M. Rockwell Sharla R. Root Kristin Sad Heidi Saks Denise Sarro Taryn Schwartz Jena Senefelder Alexis Senkow James E. Shippy **Amber Simms** Mark Simon II Christine M. Smith Vicky L. Smith Christine Snyder Jennifer Stampp Desirea Sullivan Rosemary Sullivan Ashley Tallarida Erin Thomas-Allen Michelle M. Tilden Suzanne Walsh Alesia Whipple **Tracy Wiles** Jenna Wilson Lori Ann Zahradka

Sarah Parker



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ELMIRA SAVINGS BANK Officers

EXECUTIVE

Thomas M. Carr

President

Chief Executive Officer

Anne M. Lavancher

Assistant Secretary

ADVISORY SERVICES

Andrea C. Devon

Assistant Treasurer

AUDIT AND CONTROL

Joseph P. Klaiber

Vice President

Edith B. Harkness

Assistant Vice President

Jill M. McConnell

Assistant Secretary

CREDIT

Carrie L. Spencer

Vice President

Susan M. Cook

Assistant Vice President

Amy Frisbie

Assistant Vice President

Frank P. Spena, Jr.

Assistant Vice President

Jennifer M. Murphy

Assistant Secretary

FINANCE

Jason T. Sanford

Senior Vice President

Chief Financial Officer

John J. Stempin

Vice President Controller

Judy A. Woodruff

Assistant Vice President

HUMAN RESOURCES

Bradley V. Serva

Senior Vice President

Stacy Ward

Assistant Secretary

LENDING

Kevin J. Berkley

Executive Vice President

Senior Loan Officer

Christopher J. Giammichele

Senior Vice President

Gary O. Short

Senior Vice President

Robert W. Hazelton

Vice President

Jason Sorochinsky

Vice President

MANAGEMENT INFORMATION

SYSTEMS

Joseph L. Walker

Vice President

Phillip J. Collins

Assistant Vice President

OPERATIONS

Margaret A. Phillips

Vice President

RETAIL SERVICES

Donna J. Tangorre

Senior Vice President

Branch Administrator

Renee A. Wheeler

Vice President

Deborah L. Adams

Assistant Vice President

Kimberly A. Elliott

Assistant Vice President

Theresa A. Emo

Assistant Vice President

John Strong

Assistant Vice President

Linda S. Confer

Assistant Treasurer

Lorenda D. Gneo

Assistant Treasurer

Phylis A. Jensen

Assistant Treasurer

Debra S. Knowles

Assistant Treasurer



ELMIRA SAVINGS BANK **Locations**

MAIN OFFICE

333 East Water Street Elmira, NY 14902-9967 607-734-3374

HORSEHEADS

2149 Grand Central Avenue Horseheads, NY 14845 607-734-3374

SOUTHPORT

1136 Pennsylvania Avenue Elmira, NY 14904 607-734-3374

WEST ELMIRA

930 West Church Street Elmira, NY 14905 607-734-3374

BIG FLATS

971 County Route 64 Big Flats, NY 14841 607-734-3374

ELMIRA HEIGHTS

2075 Lake Road Elmira Heights, NY 14903 607-734-3374

CORNING

19 East Market Street, Suite 101 Corning, NY 14830 607-962-0812

ERWIN

404 S. Hamilton Street Painted Post, NY 14870 607-936-1806

ITHACA LOAN CENTER

301 East State Street Ithaca, NY 14850 607-257-3584

COMMONS

301 East State Street Ithaca, NY 14850 607-272-1111

SOUTH MEADOW

702 South Meadow Street Ithaca, NY 14850 607-272-2211

TRIPHAMMER

2300 North Triphammer Road Ithaca, NY 14850 607-257-8808

MORAVIA

142 Main Street Moravia, NY 13118 315-497-1300

VESTAL LOAN CENTER*

3439 Vestal Parkway E. Vestal, NY 13850 607-729-0386

WATKINS GLEN

712 N. Franklin Street Watkins Glen, NY 14891 607-535-4026

ARNOT MALL ATM

Entrance 4 - Center Court Horseheads, NY 14845 607-734-3374



*ATM available at all locations except for the Vestal Loan Center.



www.elmirasavingsbank.com

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