

2 THOUSAND 15
Corporate Report



EMPOWERING PEOPLE.

Energizing growth.

IMAGINING MORE.

TOMPKINS 
FINANCIAL

EMPOWERING PEOPLE.

Energizing growth.

IMAGINING MORE.

A young couple that was empowered to create the business of their dreams.

A community that was energized when a factory was brought back to life.

A company that imagined—and then built—a development that is both beautiful and sustainable.

These are a few of the stories you will read about in these pages—stories that Tompkins helped make possible through our banking, insurance and wealth management services.

Great ideas abound. And through the time-tested Tompkins ideals—strength, stability, local decision-making and commitment to community—more and more of those ideas are being brought to fruition.

We are proud to have played a part. And we look forward to doing it again tomorrow.



FINANCIAL HIGHLIGHTS

IN THOUSANDS, EXCEPT PER SHARE DATA	2015	2014	% CHANGE
Total assets	\$5,689,995	\$5,269,561	7.98 %
Net income attributable to Tompkins Financial Corporation	\$58,421	\$52,041	12.26 %
Net operating income ²	\$53,985	\$52,041	3.74 %
Diluted earnings per share	\$3.87	\$3.48	11.21 %
Adjusted diluted earnings per share ²	\$3.63	\$3.48	4.31 %
Cash dividends per share	\$1.70	\$1.62	4.94 %

SELECTED FINANCIAL DATA

IN THOUSANDS, EXCEPT PER SHARE DATA	2015	2014	2013	2012 ¹	2011
Financial Statement Highlights					
Assets	\$5,689,995	\$5,269,561	\$5,003,039	\$4,837,197	\$3,400,248
Total loans	3,772,042	3,393,288	3,194,284	2,954,610	1,981,849
Deposits	4,395,306	4,169,154	3,947,216	3,950,169	2,660,564
Other borrowings	536,285	356,541	331,531	111,848	186,075
Total equity	516,466	489,583	457,939	441,360	299,143
Interest and dividend income	188,746	184,493	185,104	158,356	137,088
Interest expense	20,365	20,683	23,975	24,213	25,682
Net interest income	168,381	163,810	161,129	134,143	111,406
Provision for loan and lease losses	2,945	2,306	6,161	8,837	8,945
Net gains on securities transactions	1,108	391	599	324	396
Net income attributable to Tompkins Financial Corporation	58,421	52,041	50,856	31,285	35,419
Per Share Information					
Basic earnings per share	3.91	3.51	3.48	2.44	3.21
Diluted earnings per share	3.87	3.48	3.46	2.43	3.20
Adjusted diluted earnings per share ²	3.63	3.48	3.36	3.16	3.21
Cash dividends per share	1.70	1.62	1.54	1.46	1.40
Book value per share	34.48	32.87	31.05	30.67	26.89
Tangible book value per share ³	27.42	25.69	23.70	22.96	22.58
Selected Ratios					
Return on average assets	1.07 %	1.03 %	1.03 %	0.76 %	1.07 %
Return on average equity	11.51 %	10.76 %	11.47 %	8.30 %	12.02 %
Average shareholders' equity to average assets	9.31 %	9.54 %	9.00 %	9.21 %	8.94 %
Dividend payout ratio	43.48 %	46.15 %	44.25 %	59.84 %	43.61 %
Other Selected Data					
<small>IN WHOLE NUMBERS, UNLESS OTHERWISE NOTED</small>					
Employees (average full-time equivalent)	998	1,000	989	839	719
Banking offices	63	65	66	66	45
Bank access centers (ATMs)	85	85	84	83	63
Trust and investment services assets under management, or custody (in thousands)	\$3,852,972	\$3,761,972	\$3,443,636	\$3,240,782	\$2,780,622

¹ Includes the impact of the acquisition of VIST Financial on August 1, 2012.

² Adjusted diluted earnings per share and net operating income reflect adjustments made for certain nonrecurring items. Adjustments for nonrecurring items in 2015 included a \$(3.6) million after-tax gain on a pension plan curtailment. There were no adjustments in 2014, 2013 included an \$(846,000) after-tax gain on the redemption of trust preferred stock and a \$(771,000) after-tax gain on a deposit conversion. Also, in 2013, 2012 and 2011, after-tax merger related expenses totaled \$140,000, \$9.7 million and \$152,000, respectively. There was also an after-tax VISA accrual adjustment of \$243,000 in 2012. Adjusted diluted earnings per share and net operating income are non-GAAP measures that management believes provide management and investors with information that is useful in understanding the Company's financial performance and condition. Refer to the Company's Form 10-K for the calculation of these non-GAAP measures.

³ Tangible equity capital is used to calculate tangible book value per share and excludes from shareholders' equity goodwill and other intangibles of \$104.2 million in 2015, \$106.9 million in 2014, \$108.4 million in 2013, \$110.9 million in 2012, and \$48.0 million in 2011. This is a non-GAAP measure that management believes provides management and investors with information that is useful in understanding the Company's financial performance and condition.

DEAR FELLOW shareholders

Achieving success is rarely easy. What is even more difficult is achieving success that is consistent with our strategy of long-term, sustainable results, and doing it year after year. We are pleased to report that, through the work of our employees, the support of our shareholders and the trust of our customers, Tompkins Financial achieved our highest earnings ever, making it our third consecutive year of record earnings. By empowering people, we have energized growth—and we are imagining even more for the future.

With adjustments for a non-recurring item which helped our 2015 results, diluted earnings per share were up 4.3% over the year ended December 31, 2014. Loans and non-interest bearing deposits were two key drivers of earnings in 2015, with both up over 11% from last year. Our fee-based businesses, Tompkins Financial Advisors and Tompkins Insurance Agencies, made strong contributions to our earnings. We also continued to see very positive trends in the improvement of asset quality and the reduction of our already low level of troubled loans.

Last year, we saw a level of market disruption that was unprecedented in the regions we serve. In Pennsylvania, seven local competitors announced they would be acquired. Mergers were also announced in many of our other



Dr. Thomas R. Rochon | CHAIRMAN

Stephen S. Romaine | PRESIDENT & CEO



communities. We expect this activity to intensify in 2016. This climate of change is unsettling for customers, but it represents a great opportunity for us. Past experience shows that customers are most at risk when their banks are merging. At times like this, our Company's values—outstanding strength, long-term stability, local decision-making and community commitment—are a breath of fresh air to potential customers.

Through the Power of Partnership program, we have built a high level of trust—and a growing number of referrals—among our various businesses. Bank employees, insurance producers and wealth advisors regularly refer customers to one another, helping customers achieve their goals while developing confidence in our business lines. The continued growth of our banks, of Tompkins Financial Advisors[†] and of Tompkins Insurance Agencies, is largely due to the success of this program.

Our central presence in Ithaca is an important part of our history—and was key to our decision to develop a new headquarters building in downtown Ithaca. While still in the early stages of planning, this building will enable us to consolidate people and departments from seven different locations throughout Ithaca, enhancing productivity and creating closer working relationships. The seven-story building—located just one block from the Ithaca Commons—will bring 300 employees together under one roof.

We continue to innovate and add new technology to meet our customers' rapidly evolving needs. Our mobile banking services expanded in 2015 with the addition of Mobile Check Deposit for businesses. As with all of our mobile and web-based products, we are committed to rolling out products that work well right at introduction. Business Mobile Check Deposit was no exception. With this addition, our customers now have more complete functionality to bank the way they want to.

One significant change this year will be our switch from VISA to MasterCard for our debit card services. This change will provide customers with many new and important benefits, such as EMV chips for enhanced security, Identity Theft Resolution Services, and Zero Liability for unauthorized purchases. These expanded benefits give our customers the protection they need. The rollout of Debit MasterCard has been carefully planned to provide customers with a seamless transition. It will take place throughout the first half of the year.

We had several important changes to our Senior Leadership Team in 2015. Rosemary Hyland retired after 15 years with our Company. She served most recently as Executive Vice President and Director of Human Resources. We are grateful to Rosemary for her tireless dedication and for helping our human resources function reach new heights. We wish her all the best in her retirement. Stepping into Rosemary's role is Bonita Lindberg, who joined Tompkins on December 28. Bonita comes to us from Cortland Regional Medical Center and Albany International Corporation. Alyssa Fontaine joined Tompkins Financial as Executive Vice President and General Counsel on January 1, 2016. Most recently, Alyssa was a partner at Harris Beach PLLC, where she focused on corporate transactional work, bank regulatory compliance and securities matters.

It is always encouraging to speak of the incredible community involvement demonstrated by our organization. In 2015, we saw this commitment continue to grow. More and more of our employees reached out to those in need—by serving in leadership roles, by volunteering their time and talents, by organizing and participating in events and by giving of themselves in countless ways. While these activities help our organization's reputation, that is rarely the motivation behind them. Our people give of themselves simply because it is the right thing to do. It is an honor to work with people who exhibit such selflessness. They are making our world a better place.

We invite all of our shareholders to join us for our Annual Meeting. The meeting will be in Central New York on May 9 at 5:30 p.m. at the Country Club of Ithaca. Shareholder information meetings will be held in our other regions. In Western New York, we will meet on May 17 at 5:30 p.m. at the Genesee Country Village & Museum in Mumford. In Pennsylvania, our meeting will be on May 24 at 4:30 p.m. at the DoubleTree Hilton in Reading. And in the Hudson Valley, we will meet on May 26 at 6:00 p.m. at the Mt. Kisco Country Club. We look forward to seeing you at one of these meetings.

Thank you for all of your support throughout 2015. We appreciate your feedback, your ideas, your encouragement and your trust. It was truly a remarkable year. We look forward to working with you to extend this outstanding record of success well into the future.

It's no simple matter to make great cider. For Melissa Madden and Garrett Miller, the process began in 2008 when they started Good Life Farm. "It's very labor intensive," says Melissa of their certified organic farm. "We plant 300 apple trees a year." That undertaking has gradually transformed an open cornfield into a thriving apple orchard. The couple dreamed of having a cider house in the middle of their orchard—a dream that became a reality this past year. "Our assets were tied up in our farm," says Melissa. "But Tompkins Trust Company loaned us the full amount we needed for

the equipment. We couldn't be making our cider here without them." Melissa and Garrett also rely on Tompkins Insurance Agencies for policies on both their farm and the cider house. "They're extremely easy to work with," says Melissa. "They're truly part of our team."

MELISSA MADDEN & GARRETT MILLER
Owners

Good Life Farm, Finger Lakes Cider House



The Central New York region experienced another very strong year in 2015. We enjoyed growth in every area of our business. It was gratifying to see the great successes achieved both by our customers and our employees.

One of the biggest stories of the year is our expansion into the Syracuse area. We have already been servicing many clients in this region through our Auburn and Cortland branches. Our new Tompkins Financial Center office at Lyndon Corners, Fayetteville—scheduled to open in the



second quarter of 2016— will provide our full line of services in banking, insurance and wealth management.

In 2015, we grew our outstanding loan balances by 10%. Our commercial, small business and residential lending all exceeded their business objectives. We also experienced solid core deposit growth for the year. We credit our exceptional people and local decision-making for these impressive achievements.

Agricultural business continues to be a great success story in Central New York. We have

experienced a strong reception from the ag community since making this a major focus two years ago. Our knowledgeable advisors are helping farms and farmers to be more successful, while also helping the economic vitality of the region overall.

We were excited to see the re-opening of the Ithaca Commons. Tompkins Trust Company was a major supporter of the two-year renovation project. We offered a special loan program for businesses to help with short-term cash flow during the construction period. We



also provided funding for a new children's playground and for the Bernie Milton Pavilion, named for a beloved Ithaca musician. The Commons provides a beautiful new shopping presence for Ithaca, and we are proud to be right in the middle of it.

Tompkins Insurance Agencies and Tompkins Financial Advisors will both expand into the Syracuse area in 2016, following the bank's movement into that region. Tompkins Insurance

Agencies continued to improve efficiencies throughout Central New York last year. The Customer Care Center model helped to route calls more quickly, for continued high customer satisfaction. Tompkins Financial Advisors held numerous business development lunches with law firms and accounting firms, helping us reach many new customers. Along with the other regions, we surveyed customers across the Tompkins footprint, helping to identify opportunities for service improvement.



Central New York once again had a very active year in community support. We provided gifts of time and money to more than 200 charitable organizations throughout the area. It is amazing to be part of an organization that not only achieves great things as a business, but also makes a significant impact on the community. Thank you to all the exceptional people who go above and beyond to make this possible.

Andy and Hemant Patel— developers of 38 hotels in New York State and Pennsylvania— believe in keeping things local. “We host a holiday festival in every community where we have a hotel,” says Andy. “There’s no charge, and every child gets a present.” Their local focus made Tompkins Trust Company a natural choice. “We have had tremendous success partnering with them,” says Andy. When the partners encountered challenges in getting a loan for a project in Utica, Tompkins Trust Company stepped in to make it happen. “They always come through for us,” adds Hemant.

Andy, whose foundation helped revitalize five schools where he grew up in India, especially appreciates Tompkins’ community involvement. “It’s great to work with people who care about more than just money,” says Andy.

ANDY & HEMANT PATEL
Managing Partners
Visions Hotels

The Town of York's relationship with Tompkins Bank of Castile started simply enough. "They had the lowest rates," says Jerry Deming, Town Supervisor for the last 16 years. Those low rates helped the town finance important upgrades to their infrastructure, getting fresh water to homes and dairy farms that needed it—a key to the community's economic health. Jerry was impressed with the personal service he received. "We had an emergency on one project," he says. "They came in on a Saturday to help us get the paperwork completed." The town now works with Tompkins Insurance Agencies as well. "I can't say enough good about them," he says. "We still do our due diligence, making sure we are getting the best rates. And Tompkins always comes through for us."

JERRY DEMING
Town Supervisor
Town of York



Western New York had another year of strong performance in 2015. We achieved record earnings, and our long-term commitment to this region yielded important growth on several fronts.

Tompkins Bank of Castile had nearly \$250 million in total loan originations last year. We made excellent progress in agricultural, commercial and real estate lending. Customers continue to appreciate our community-banking model, especially as competitors shift focus and resources away from our traditional geographies.



Tompkins Bank of Castile had over a dozen new or greatly expanded relationships with cities, towns, villages and school districts throughout Western New York, helping municipal banking deposits rise by 62%. The reputation of our bank and of our employees as individuals, puts us in an excellent position to partner with many municipalities that are central to the communities we serve.

We also made great progress in Monroe County. The addition of our Pittsford Tompkins Financial Center, offering banking, insurance and wealth management, is providing outstanding visibility. It is attracting new business from the east side

of the county and providing another important point of service for our clients.

We finished renovations on our new Customer Care Center in Batavia. This site centralizes customer service operations for all Tompkins banks and Tompkins Insurance Agencies, helping to improve both efficiency and customer satisfaction. It also helps support growth in the Pennsylvania insurance business while positioning us for future growth opportunities.

Important progress occurred with the Western New York STAMP project. This business park in Genesee County represents a tremendous



opportunity for our region, our bank and our insurance agency. It combines infrastructure and incentives to attract companies in nanotechnology, advanced manufacturing and bio-manufacturing. The park's first tenant announced plans to build a plant that will eventually employ 1,000 workers.

Tompkins Insurance Agencies continued to improve efficiencies and effectiveness in Western New York and throughout all of its

regions. Customer claim satisfaction remains extremely high at 99.7%. We also expanded in Batavia through the acquisition of Shepard, Maxwell & Hale Insurance, effective January 1, 2016.

Tompkins Financial Advisors and Tompkins Bank of Castile continued to build important relationships between bankers and wealth managers. As a result, we saw significant wealth management gains from a much broader



customer base, including previously untapped geographies.

Our employees in Western New York performed more than 13,000 hours of community service in 2015, supporting scores of community organizations. It is inspiring to see the deep community involvement of our employees, and we are proud to support their efforts.

Pete Zeliff never thought he would own a shoe company. But when P. W. Minor—a Batavia shoe manufacturer with a 148-year history—was in danger of closing its doors forever, he saw an opportunity he couldn't pass up. "I wanted to resurrect the company," says Pete. After purchasing the company's assets, he ordered \$2 million worth of new equipment and started bringing all of the production back to Batavia. He relied on Tompkins Bank of Castile for a line of credit and for all of the company's banking and checking accounts. "They're like a small town bank," says Pete. "But they've got an appetite for a lot more than what a small town bank can do." And that has helped Pete keep a small town shoe manufacturer alive while saving more than 50 local jobs.

PETE ZELIFF
CEO

P.W. Minor

Al Lucchino has some expertise in choosing the right bank to support a growing business. Before he and his brother, Carl, purchased their Harley Davidson dealership, Al was a vice president in charge of leveraged buyouts at a NYC bank. “We had worked with some other banks,” says Al. “But we wanted to grow and expand. And we needed a more capable, larger lender.” Making the switch to Tompkins Mahopac Bank changed things dramatically. “Our refinancing reduced debt and freed up cash,” says Al. As a result, the brothers were able to greatly expand

their selection of motorcycles, parts and accessories. The company now gets a complete range of banking services from Tompkins Mahopac. “They’re smart and they have the capacity to get the job done,” says Al. “And that lets you focus on your business.”

CARL AND AL LUCCHINO
Owners

Harley Davidson of Danbury



With double-digit loan growth and strong deposit growth, Tompkins Mahopac Bank had the most profitable year in its history. Our exceptional employees and strong leadership team helped us build on our successes from the previous year.

Bank merger activity in the Hudson Valley region created new opportunities for us in 2015. While many banks were changing, Tompkins Mahopac Bank provided an excellent alternative: a bank that provides local decision-making and the highest level of personalized service. We gained new business, often through referrals from existing



customers, CPAs and attorneys who knew us and trusted us to “stay the course.” It is interesting to note: Tompkins Mahopac Bank continues to receive a 5-star rating (superior) by Bauer Financial—a rating higher than many of our larger competitors.

Tompkins Mahopac Bank had a significant increase in residential loan originations throughout 2015. With home purchase activity increasing in our region, we expanded our outreach to first-time home buyers, offering seminars, programs and information through various housing agencies in our region. We also

experienced success with programs such as First Home Club and Community One, which help to make home buying more affordable.

In commercial lending, we saw a significant increase in new activity during the second half of the year. Some of this was attributable to the growth in the regional economy and to the market disruption caused by bank merger activity in our area. We have an excellent reputation in the communities we serve, and businesses and professionals turned to us for our long-term stability in this environment of change.



Credit quality continued to improve as we experienced a further reduction in problem loans. Our improving economy was one factor in this success. More importantly, we have maintained our commitment to working with our borrowers during challenging times in an effort to get them back on their feet. As a result, we have done more than improve credit quality. We have also built our reputation as bankers who care about the local communities we serve.

Tompkins Financial Advisors had a solid year, with continued growth of assets under management. The Power of Partnership program is a key component in this success. We have worked hard to build close relationships between our bankers and wealth advisors. As a result, they do not hesitate to make referrals to one another, helping customers understand the full breadth and depth of our services.



We continued to give back to more than 175 charitable organizations throughout our region, providing both volunteer efforts and financial support. It is inspiring to see the way our employees step up to give their time, energy and leadership to charitable organizations in our communities. Many banks claim to be community-oriented; our people consistently prove it. Thank you, once again, for making us proud.

National Resources does not mince words when it comes to speaking about Tompkins Mahopac Bank. “When the financial crisis occurred in 2008, a lot of the other banks vanished,” says Joe Cotter. “But Tompkins Mahopac stepped up. That level of loyalty is a game-changer.” With Tompkins’ support, National Resources has created stunning redevelopments that are successful and sustainable. Most recently, the bank provided financing for Hudson Harbor, a luxury residential and retail community on the Hudson River with a beautiful view of Manhattan and where residents don’t even need a car. “Tompkins has always been there for us,” says Lynne

Ward. “They have that small bank feel. But they also have the capacity to do the larger loans we need.”

JOE COTTER AND LYNNE WARD, Partners
National Resources

PAUL JANOS, Director of Sales
Hudson Harbor

Settlement Music School in Philadelphia was founded on the belief that everyone should have the opportunity to learn through music. The school provides over 10,000 lessons, classes and activities per week without regard to age, race or financial circumstances. “We remove the barriers to participation,” says Helen Eaton, Executive Director. “And Tompkins helps us to do that.” After years of depending on Tompkins Insurance for medical, dental, life and disability insurance, the school recently turned to

Tompkins VIST Bank to refinance a large loan. “They helped us reduce our debt service by 60%,” says Helen. “And the money we saved is being used to help families that need our financial help. It’s been a phenomenal experience.”

HELEN EATON
Executive Director

Settlement Music School of Philadelphia



Southeastern Pennsylvania made great strides forward in 2015. We experienced impressive growth in lending and deposits, and we saw ongoing improvement in asset quality. The exceptional efforts of our team resulted in Tompkins VIST Bank receiving a 5-star rating—the best possible rating—from Bauer Financial to start the new year.

Tompkins VIST Bank had excellent growth in mortgage originations last year, thanks to a strong, dynamic team of talented professionals. We placed an emphasis on balanced organic loan growth in commercial, small business and agricultural lending. 2015 was our first year of agricultural lending, and



this new undertaking saw tremendous success. With an experienced ag lender to lead this new line of business, we were able to develop many new banking relationships. Agriculture is the largest industry in Pennsylvania, and we expect continued strong growth in this area.

The improvement of asset quality has been a primary focus since the acquisition of VIST Bank three years ago. We have made incredible progress in reducing troubled loans and improving credit quality.

In 2015, seven of our local competitors announced that they would be acquired. This level of market disruption is extraordinary, and

it represents a great opportunity for Tompkins VIST Bank. As large, out-of-area banks move in, we will continue to emphasize our local decision-making, highly personal service and community orientation. Our local approach provides a powerful alternative to the rigid playbook offered by larger banks, and we expect to gain customers as these changes occur.

Tompkins Insurance introduced a new 24-hour Customer Care Center to handle claims processing, policy changes, billing questions, quotes and more. Consistent with our New York model, we co-located with the bank in two locations, Sinking Spring and Conshohocken, to



bring our customers increased access to personal insurance. We implemented the Core Business Unit in Pennsylvania to deliver a heightened service level to our small- and medium-sized business customers, with overwhelmingly positive customer feedback.

Tompkins Financial Advisors developed and instituted a new strategy for offering trust services in Pennsylvania. We also increased our

financial planning capabilities with the eMoney tool. Along with the other regions, we helped to create over 200 new financial plans for new and existing clients using this powerful new tool.

One of the most exciting changes in our region is the way our people have embraced community involvement. Our employees are stepping up and working for a great variety of organizations, whether acting in leadership



capacities or serving on the front lines. While this creates a great name for us in our region, that is not our motivation. Serving the communities where we live is just the right thing to do. Thank you, to all our employees, for reaching out to help those people who need us most. It is an inspiring thing to see.

“Sixty-seven years ago, my great grandfather won this business in a poker game,” says Deb Kearse. “And we continue to do things just a little bit differently.” Deb and her husband, Tom, believe in providing services no one would expect from a building supplies company—like continuing education classes for architects. So it was no surprise that they wanted an equally innovative banking partner. “We made a list of seven things we needed in a bank,” says Tom. “And Tompkins VIST Bank was seven for seven.” For example, Tompkins makes it easy for the business to quickly process checks at nine different locations.

“They’ve made our lives easier,” says Tom. “This was a great move for our company and ourselves.”

DEB & TOM KEARSE
Owners

Kohl Building Products

CONSOLIDATED STATEMENTS OF CONDITION

IN THOUSANDS, EXCEPT SHARE AND PER SHARE DATA	AS OF DECEMBER 31,	
	2015	2014
Assets		
Cash and noninterest bearing balances due from banks	\$56,261	\$53,921
Interest bearing balances due from banks	1,996	2,149
Cash and Cash Equivalents	58,257	56,070
Trading securities, at fair value	7,368	8,992
Available-for-sale securities, at fair value (amortized cost of \$1,390,255 at December 31, 2015 and \$1,397,458 at December 31, 2014)	1,385,684	1,402,236
Held-to-maturity securities, at amortized cost (fair value of \$146,686 at December 31, 2015 and \$89,036 at December 31, 2014)	146,071	88,168
Originated loans and leases, net of unearned income and deferred costs and fees	3,310,768	2,839,974
Acquired loans and leases, covered	14,031	19,319
Acquired loans and leases, non-covered	447,243	533,995
Less: Allowance for loan and lease losses	32,004	28,997
Net Loans and Leases	3,740,038	3,364,291
FDIC indemnification asset	158	1,903
Federal Home Loan Bank stock	29,969	21,259
Bank premises and equipment, net	60,331	59,800
Corporate-owned life insurance	75,792	73,725
Goodwill	91,792	92,243
Other intangible assets, net	12,448	14,649
Accrued interest and other assets	82,087	86,225
Total Assets	\$5,689,995	\$5,269,561
Liabilities		
Deposits:		
Interest bearing:		
Checking, savings and money market	2,401,519	2,247,708
Time	855,133	898,081
Noninterest bearing	1,138,654	1,023,365
Total Deposits	4,395,306	4,169,154
Federal funds purchased and securities sold under agreements to repurchase	136,513	147,037
Other borrowings, including certain amounts at fair value of \$10,576 at December 31, 2015 and \$10,961 at December 31, 2014	536,285	356,541
Trust preferred debentures	37,509	37,337
Other liabilities	67,916	69,909
Total Liabilities	\$5,173,529	\$4,779,978
Equity		
Tompkins Financial Corporation Shareholders' Equity:		
Common Stock - par value \$.10 per share: Authorized 25,000,000 shares; Issued: 15,015,594 at December 31, 2015; and 14,931,354 at December 31, 2014	1,502	1,493
Additional paid-in capital	350,823	348,889
Retained earnings	197,445	165,160
Accumulated other comprehensive loss	(31,001)	(24,011)
Treasury stock, at cost - 116,126 shares at December 31, 2015, and 111,436 shares at December 31, 2014	(3,755)	(3,400)
Total Tompkins Financial Corporation Shareholders' Equity	515,014	488,131
Noncontrolling interests	1,452	1,452
Total Equity	\$516,466	\$489,583
Total Liabilities and Equity	\$5,689,995	\$5,269,561

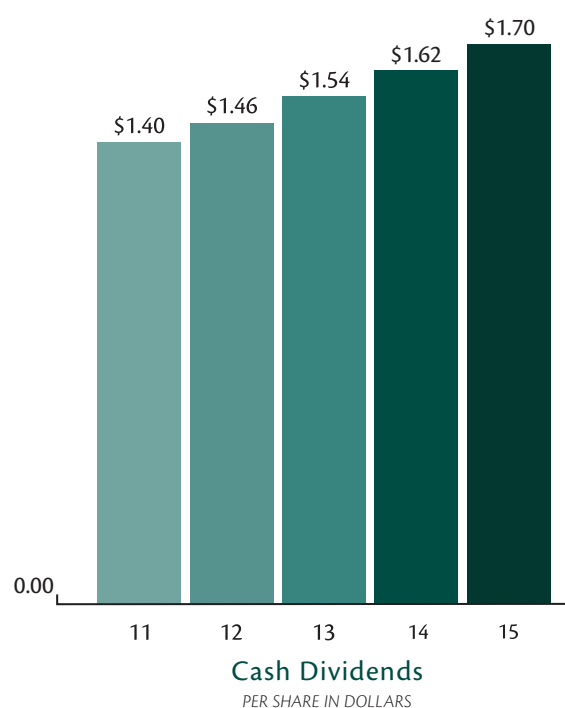
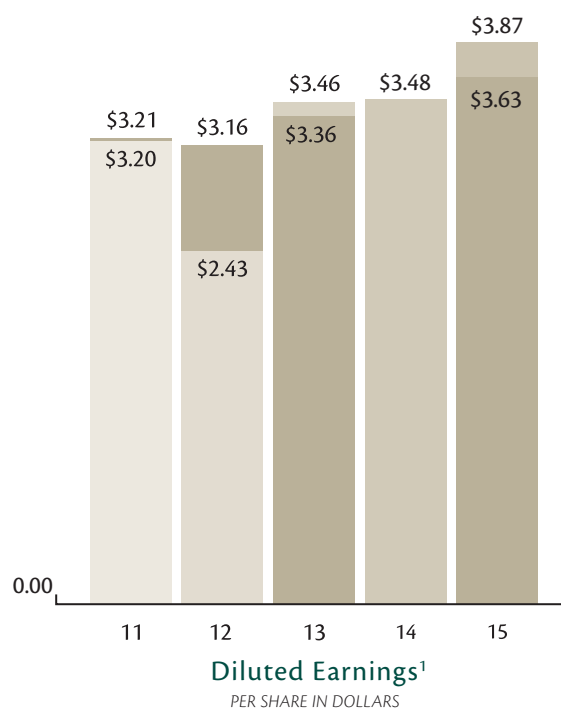
CONSOLIDATED STATEMENTS OF INCOME

IN THOUSANDS, EXCEPT PER SHARE DATA	YEAR ENDED DECEMBER 31,		
	2015	2014	2013
Interest and Dividend Income			
Loans	\$154,636	\$150,966	\$151,711
Due from banks	4	2	10
Trading securities	352	418	589
Available-for-sale securities	29,525	31,298	31,360
Held-to-maturity securities	3,100	999	685
Federal Home Loan Bank stock and Federal Reserve Bank stock	1,129	810	749
Total Interest and Dividend Income	188,746	184,493	185,104
Interest Expense			
Time certificates of deposits of \$250,000 or more	1,367	1,370	3,000
Other deposits	9,084	9,711	9,765
Federal funds purchased and securities sold under agreements to repurchase	2,709	2,947	3,749
Trust preferred debentures	2,308	2,287	2,599
Other borrowings	4,897	4,368	4,862
Total Interest Expense	20,365	20,683	23,975
Net Interest Income	168,381	163,810	161,129
Less: Provision for loan and lease losses	2,945	2,306	6,161
Net Interest Income After Provision for Loan and Lease Losses	165,436	161,504	154,968
Noninterest Income			
Insurance commissions and fees	29,286	28,489	27,916
Investment services income	15,416	15,493	15,109
Service charges on deposit accounts	9,325	9,404	8,495
Card services income	7,837	7,942	7,216
Mark-to-market on trading securities	(295)	(269)	(538)
Mark-to-market gain on liabilities held at fair value	385	331	555
Other income	8,878	8,984	10,546
Net gain on securities transactions	1,108	391	599
Total Noninterest Income	71,940	70,765	69,898
Noninterest Expenses			
Salaries and wages	72,707	69,558	67,200
Pension and other employee benefits	16,025	21,102	22,164
Net occupancy expense of premises	12,312	12,203	11,757
Furniture and fixture expense	6,146	5,708	5,701
FDIC insurance	2,992	2,906	3,214
Amortization of intangible assets	2,013	2,095	2,197
Merger and integration related expenses	0	0	228
Other operating expenses	37,667	41,121	40,641
Total Noninterest Expenses	149,862	154,693	153,102
Income Before Income Tax Expense	87,514	77,576	71,764
Income Tax Expense	28,962	25,404	20,777
Net Income Attributable to Noncontrolling Interests and Tompkins Financial Corporation	58,552	52,172	50,987
Less: Net income attributable to noncontrolling interests	131	131	131
Net Income Attributable to Tompkins Financial Corporation	\$ 58,421	\$ 52,041	\$ 50,856
Basic Earnings Per Share	\$3.91	\$3.51	\$3.48
Diluted Earnings Per Share	\$3.87	\$3.48	\$3.46

Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities

The Company's common stock is traded under the symbol "TMP" on the NYSE MKT LLC. The high and low closing sale prices, which represent actual transactions as quoted on the Exchange, of the Company's common stock for each quarterly period in 2014 and 2015 are presented to the right. The per share dividends paid by the Company in each quarterly period in 2014 and 2015 and the payment dates of these dividends are also presented.

		Market Price		Cash Dividends	
		High	Low	Amount	Date Paid
2014	1st Quarter	\$50.30	\$45.42	\$0.40	2/14/14
	2nd Quarter	50.81	44.90	0.40	5/15/14
	3rd Quarter	48.78	44.04	0.40	8/15/14
	4th Quarter	56.18	43.98	0.42	11/14/14
2015	1st Quarter	\$54.57	\$50.91	\$0.42	2/17/15
	2nd Quarter	55.48	50.65	0.42	5/15/15
	3rd Quarter	55.45	50.81	0.42	8/17/15
	4th Quarter	62.78	52.70	0.44	11/16/15



¹The lighter shaded sections of the bars reflect GAAP earnings per share. The darker shaded sections in 2011, 2012, 2013 and 2015 reflect the after-tax impact of merger-related expenses as well as other nonrecurring items. Refer to the Company's Form 10-K for the calculation of these non-GAAP measures.

Report of Independent Registered Public Accounting Firm

The Board of Directors and Shareholders
Tompkins Financial Corporation

We have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated statements of condition of Tompkins Financial Corporation and subsidiaries as of December 31, 2015 and 2014, and the related consolidated statements of income, comprehensive income, cash flows, and changes in shareholders' equity for each of the years in the three-year period ended December 31, 2015 (not presented herein); and in our report dated March 15, 2016 we expressed an unqualified opinion on those consolidated financial statements.

In our opinion, the information set forth in the accompanying consolidated condensed financial statements is fairly stated, in all material respects, in relation to the consolidated financial statements from which it has been derived.

KPMG LLP

Rochester, NY
March 15, 2016

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Lehigh University

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VP, Regional Operations
Pathways

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Financial Corporation

David S. Boyce
President & CEO

Stephen S. Romaine
President & CEO
Tompkins Financial Corporation

Frank Vitagliano, Jr.
Senior Vice President
Tompkins Insurance Agencies

CORPORATE INFORMATION

TOMPKINS FINANCIAL CORPORATION CORPORATE OFFICERS

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David S. Boyce
Executive Vice President

Francis M. Fetsko
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COO, CFO & Treasurer

Alyssa H. Fontaine
Executive Vice President &
General Counsel

Scott L. Gruber
Executive Vice President

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Corporate Marketing Officer

Bradley G. James
Senior Vice President,
Chief Technology Officer

Bonita N. Lindberg
Senior Vice President,
Director of Human Resources

Gregory H. Smith
Senior Vice President,
Corporate Risk Manager

Janet L. Hewitt
Assistant Vice President,
Corporate Administrative &
Investor Relations Officer

Kathleen A. Manley
Assistant Vice President,
Corporate Secretary

CORPORATION OFFICE

Tompkins Financial Corporation
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Website:
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E-mail:
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SUBSIDIARIES

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Tompkins VIST Bank
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www.vistbank.com

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Tompkins Financial Advisors[†]
P.O. Box 6437
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(607) 273-0037
www.tompkinsfinancialadvisors.com

STOCK LISTING

Tompkins Financial Corporation common stock is traded on the NYSE MKT LLC under the symbol TMP.

The Tompkins Financial Stock Purchase Plan is administered by the American Stock Transfer & Trust Company, LLC as transfer agent for Tompkins Financial Corporation. It offers a convenient way for shareholders to increase their investment in the Company. The plan enables shareholders to reinvest all or part of their cash dividends or to make optional cash payments, with some restrictions, in order to purchase shares of Tompkins Financial Corporation common stock without incurring charges for brokerage commissions or service charges. Shareholders who are interested in the plan may receive enrollment information and a plan enrollment application by contacting:

American Stock Transfer & Trust Company, LLC
Toll-free number: 1-877-573-4008
Internet: www.amstock.com

Mailing address:
American Stock Transfer & Trust Company, LLC
Attn: Dividend Reinvestment Department
P.O. Box 922
Wall Street Station
New York, NY 10269-0560

For answers to many of your shareholder questions or to request forms, visit American Stock Transfer & Trust Company's website www.amstock.com or contact:

American Stock Transfer & Trust Company, LLC
Shareholder Relations
6201 15th Avenue
Brooklyn, NY 11219

Overnight address:
6201 15th Avenue
Brooklyn, NY 11219

1-800-937-5449 or 1-718-921-8200
E-mail address: info@amstock.com

Also, Tompkins Financial Stock Purchase Plan enrollment information can be requested and shareholder questions answered by contacting the Company: Janet L. Hewitt, AVP
Tompkins Financial Corporation
P.O. Box 460
Ithaca, NY 14851

1-888-503-5753 or 1-607-274-2004
E-mail address:
jhewitt@tompkinsfinancial.com

Form 10-K
Copies of the Company's Form 10-K (Annual Report) for 2015, filed with the Securities and Exchange Commission, may be obtained by shareholders, by written request, from Francis M. Fetsko, Executive Vice President and Chief Financial Officer, P.O. Box 460, Ithaca, NY 14851.

Copies can also be obtained from our website:
www.tompkinsfinancial.com

GO GREEN

If you would like to receive future Tompkins Financial Corporation Corporate Reports and proxy materials electronically, please follow the instructions on your proxy card for voting via the internet and select the option for electronic transmission of proxy materials.



The savings below are achieved when PC recycled paper is used in place of virgin fiber. This project uses 5,761 lbs of paper which has a postconsumer recycled percentage of 10%.

75 trees preserved for the future
625 lbs waterborne waste not created
3,229 gallons wastewater flow saved
205 lbs solid waste not generated
2,728 lbs net greenhouse gases prevented
2,237,127 BTUs energy not consumed

[†] Investment Services provided through Tompkins Wealth Advisors. Trust and Estate Services provided through Tompkins Trust Company.

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