# FURTHER. FORWARD.

NAVIGATING TO OVER \$2 BILLION IN ASSETS

2011 ANNUAL REPORT

The First National Bank of Long Island Where Everyone Knows Your Name\* TIRST OF LONG ISLAND

# A Message From The President & CEO

Dear Shareholders:

It is my pleasure to report The First of Long Island Corporation recorded net income of \$19.5 million for 2011 versus \$18.4 million for 2010 – an increase of 5.8%. During 2011, the Bank continued to grow at a very nice pace, with increases in total assets of \$311 million, or 18.2%, total deposits of \$210 million, or 16.2%, and total loans of \$83 million, or 9.2%. Over the last four years, total assets grew at a compound annual growth rate ("CAGR") of 17.3%, resulting in the balance sheet almost doubling in size from \$1.1 billion to just over \$2 billion. During this same time period, total deposits and loans grew at CAGRs of 14.7% and 17.0%, respectively. In combination with appropriate and effective expense control, our four-year net income CAGR is 14.1%. Book value per share grew at a four-year CAGR of almost 12%. To you, this means an individual share of stock as measured by book value is worth a lot more today than it was only a few years ago. Last year, book value per share increased \$3.54, or 19.7%.

The reputation and brand of the Bank has contributed to our growth. We continue to establish ourselves as a premiere retail banking organization within our local geography. A growing distribution system has also contributed to our momentum and positions the Bank well for the future.

We have been described by one firm that writes research on the Bank as having a "cult-like dedication to credit quality." Excellent credit quality is one of the hallmarks of our Bank, and it is where "the rubber meets the road" in terms of differentiating us among our peers and the banking industry at large. We continue to manage loan growth and maintain a prudent reserve for loan losses. Our reserve is five-times our nonperforming loans, and our reserve coverage ratio (reserve as a percentage of total loans) increased from 1.55% at the beginning of 2011 to 1.68% by year-end. The \$4.1 million provision for loan losses in 2011 was primarily attributable to loan growth, net chargeoffs and the 13 basis point increase in the reserve coverage ratio. Net chargeoffs were \$1.5 million for 2011, or only 16 basis points of average loans outstanding during the year, and small by comparison to our peer group. Delinquent and nonaccrual loans amounted to only \$4.0 million at yearend 2011, or 40 basis points of total loans. In today's environment this ratio can change anytime based on a few large loans going bad or external economic factors getting worse. However, we are confident that our loan underwriting and credit administration policies and procedures can mitigate our exposure to credit losses. Additionally, we continue to build our risk management infrastructure to appropriately protect the monies entrusted to us by our depositors and shareholders.

We have been acutely conscious of our expense to revenue ratio which came in at 51.5% for 2011. This puts our organization among the most efficiently managed banks in the country as noted by the *American Banker*. Despite the fact that we opened six new



# **Board Of Directors & Executive Officers**

#### **Board of Directors** | The First of Long Island Corporation

### Allen E. Busching Principal B&B Capital (consulting and private investment)

Paul T. Canarick President & Principal Paul Todd, Inc. (construction company)

Alexander L. Cover Management Consultant Self-Employed (financial consulting)

### Howard Thomas Hogan Jr., Esq. Hogan & Hogan (attorney at law)

John T. Lane Retired Managing Director J.P. Morgan & Co. J. Douglas Maxwell Jr. Chief Financial Officer NIRx Medical Technologies LLC (medical instrumentation)

Stephen V. Murphy President S.V. Murphy & Co., Inc. (investment banking)

Milbrey Rennie Taylor Strategic and Media Consultant Walter C. Teagle III Non-Executive Chairman

President Teagle Management, Inc. (private investment company) Chairman Teagle Foundation, Inc. Managing General Partner Gulo Capital Partners L.P. (long/short investment partnership)

Michael N. Vittorio President & Chief Executive Officer As a successful financial institution, our corporate responsibility is to give back to the communities that we serve and help those in need, especially on Long Island. In 2011, the Bank formed a Community Service Committee to help our organization fulfill our corporate responsibility.

The Committee included many bank employees who volunteered their time and efforts to help support our community service initiatives for various organizations such as The INN, Long Island Cares, The American Breast Cancer Society and Toys for Tots. Thank you to our employees and customers for their generosity.



From left to right (Standing): Alexander L. Cover, Stephen V. Murphy, Milbrey Rennie Taylor, Howard Thomas Hogan Jr., Esq. and Paul T. Canarick. From left to right (Sitting): J. Douglas Maxwell Jr., Michael N. Vittorio, Walter C. Teagle III, Allen E. Busching and John T. Lane.

Executive O cers | The First National Bank of Long Island

Michael N. Vittorio President & Chief Executive Officer

Sallyanne K. Ballweg Senior Executive Vice President

Mark D. Curtis Executive Vice President Chief Financial Officer & Cashier

### Brian J. Keeney

Executive Vice President Executive Trust Officer

# **Richard Kick** Executive Vice President Senior Operations Officer

**Donald L. Manfredonia** Executive Vice President Senior Lending Officer

From left to right: Sallyanne K. Ballweg, Richard Kick, Brian J. Keeney, Michael N. Vittorio, Donald L. Manfredonia and Mark D. Curtis.





# Giving Back To The Community



# Santa Visits Point Lookout & Northport Village

In the spirit of the holiday season, Santa Claus visited The First National Bank of Long Island branches in Point Lookout & Northport Village. Children received free goodie bags and a photo with Santa.

#### **Operation Warmth**

# **Customer Testimonials**

#### Mr. Nicola Arena, Chairman & CEO

Mediterranean Shipping Company (United States)

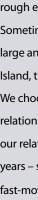
The First National Bank of Long Island is proud to have one of the leading global shipping lines in the world, Mediterranean Shipping Company (United States), and its Chairman & CEO, Mr. Nicola Arena, as key customers of the Bank for nearly a decade.

"I was intrigued by the Bank's motto 'Where Everyone Knows Your Name.' Indeed, it is true. When I, or any of my employees, visit their Madison Avenue office in Manhattan, they treat us with courtesy and genuine empathy. From the moment we walk in the door, we automatically feel at home and they make us feel important. At bigger banks you have to wait on long lines and wait months to get answers no matter who you are. At The First National Bank of Long Island, they are efficient and help us right away. This is extremely important especially in our line of business. It gives us tranquility to know they have a strong, stable management team. We have a mutual trust together. In moments of need, you know who your friends are. The First National Bank of Long Island is our friend, they have been there for us and we are very delighted to have them as our banking partner."



# "In moments of need, you know who your friends are. The First National Bank of Long Island is our friend, they have been there for us and we are very delighted to have them as our banking partner."





"We continue to grow our relationship with them just as our own customers have been loyal to us for 15 to 30 years same people, same company. We are all growing together."

#ACIPIC -OCLAN.

Convermat Corporation, headquartered in Great Neck, NY, is a top independent broker and leader in global tissue management. As a key customer of the Bank for seven years, they share a common interest with us - a reputation for providing quality service to their customers.

#### Mr. Frank Shahery, Vice President

#### **Convermat** Corporation

"We knew from the very beginning of our banking relationship that the The First National Bank of Long Island is a strong, healthy financial institution and it shows during these rough economic conditions. Most importantly, they are always there for us.

Sometimes you can get lost in the shuffle with the bigger banks because they are too large and are unable to focus on smaller businesses. At The First National Bank of Long Island, this doesn't happen. All of the Senior Managers have been there for a long time. We choose to stay with the Bank, as opposed to other banks, because of the personalized relationship and trust we have developed with them over the years. We continue to grow our relationship with them just as our own customers have been loyal to us for 15 to 30 years - same people, same company. We are all growing together. They understand our fast-moving business and act quickly to meet our banking needs."

# Point Lookout

NEW BRANCHES





On February 18, 2011, The First National Bank of Long Island opened its 34th branch in the family-oriented community of Point Lookout, located in the Town of Hempstead in Nassau County, NY. We are the first bank ever to open in Point Lookout and are proud to offer our banking services to small businesses, professionals, middle market prospects and service conscious consumers. The branch offers 24-Hour ATM service, as well as full-service banking in a friendly, living room style setting with a fireplace.

The community has been very welcoming to the Bank and our branch is very active with Point Lookout's Chamber of Commerce and Civic Association. In 2011, the branch participated in many key community events including The Welcome Summer Party, the Annual Kids Day at the Beach, a "Santa Day" and our "Teach Children to Save" program. The branch is looking forward to building new and existing relationships with customers and prospects in Point Lookout and the surrounding communities.



On August 22, 2011, The First National Bank of Long Island opened its 35th branch on the South Shore of Long Island in Massapequa, New York. The brand-new full-service branch is a beautiful addition to the Massapequa community and has ample parking, 24-Hour ATM service and a Drive-Up. By opening a branch in the Massapequa community, customers in our surrounding South Shore branch market areas have more convenience and better availability to do their everyday banking. The Massapequa community covers a wide area of Long Island including Massapequa, Massapequa Park, East Massapequa and North Massapequa. This location gives the Bank the opportunity to build new customer relationships with households and businesses in these areas. Within the first six months, the branch exceeded \$30 million in deposit balances. They continue to grow daily and our talented staff of banking professionals is readily available to assist customers with their personal and business banking needs.



# Massapequa





#### THE LARGEST INDEPENDENT COMMERCIAL BANK HEADQUARTERED ON LONG ISLAND

#### **Full Service Offices**



BABYLON 42 Deer Park Avenue Babylon, NY 11702 (631) 422-1700

**Colleen A. Vogelsberg** 

BAYVILLE

Vice President & Branch Manager



282 Bayville Avenue Bayville, NY 11709 (516) 628-1288 Keith DeCuir

Vice President & Branch Manager Elizabeth A. Materia VP & Branch Market Manager

6

THE

COMING

SOON!



4

5



Vice President & Branch Manager Cathy C. O'Malley VP & Branch Market Manager

**COLD SPRING HARBOR** 147 Main Street Cold Spring Harbor, NY 11724 (631) 367-3600 **Colleen De Stefano** Vice President & Branch Manager



EAST MEADOW 1975 Hempstead Turnpike East Meadow, NY 11554 (516) 357-7200

Larry McGovern Vice President & Branch Manager Cathy C. O'Malley VP & Branch Market Manager

GARDEN CITY 1050 Franklin Avenue Garden City, NY 11530 (516) 742-6262 **Carol A. Kolesar** Vice President & Branch Manager

GLEN HEAD 10 Glen Head Road Glen Head, NY 11545 (516) 671-4900 John J. Mulder Jr. Vice President & Branch Manager



HUNTINGTON 253 New York Avenue Huntington, NY 11743 (631) 427-4143 Frank M. Plesche Vice President & Branch Manager

LINDENHURST **Coming Soon** 



MASSAPEQUA 574 Broadway Massapequa, NY 11758 (516) 795-0100 Ava S. Magner Vice President & Branch Manager



610

1810 Merrick Avenue Merrick, NY 11566 (516) 771-6000 Cathy C. O'Malley VP & Branch Market Manager

NORTHPORT 711 Fort Salonga Road Northport, NY 11768 (631) 261-4000 Mary T. Sullivan VP & Branch Market Manager

MERRICK

#### NORTHPORT VILLAGE

105 Main Street Northport, NY 11768 (631) 261-0331 Vincent P. Bartilucci Vice President & Branch Manager Mary T. Sullivan VP & Branch Market Manager





and the second



**ROCKVILLE CENTRE** 310 Merrick Road Rockville Centre, NY 11570 (516) 763-5533 Linda Roldan Vice President & Branch Manager













BOHEMIA

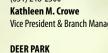
**Marianne T. Plummer** Vice President & Branch Manager

#### **Commercial Banking Offices**



State of Street, Street, or other



























#### FARMINGDALE

22 Allen Boulevard Farmingdale, NY 11735 (631) 753-8888 Sandy F. Buttacy Vice President & Branch Manager



FARMINGDALE 2091 New Highway Farmingdale, NY 11735 (631) 454-2022 Michael Gervase Vice President & Branch Manager



GREAT NECK 536 Northern Boulevard Great Neck, NY 11021 (516) 482-6666 Joanne Bosco Vice President & Branch Manager



HAUPPAUGE 330 Motor Parkway Hauppauge, NY 11788 (631) 952-2900 JoAnn Diamond Vice President & Branch Manager



HICKSVILLE 106 Old Country Road Hicksville, NY 11801 (516) 932-7150 Jovce C. Graber Vice President & Branch Manager



NEW HYDE PARK 243 Jericho Turnpike New Hyde Park, NY 11040 (516) 328-3100 Susan Costabile Vice President & Branch Manager







#### PORT JEFFERSON STATION

**Davis Professional Park** 5225 Nesconset Highway Building 4, Suite 21 Port Jefferson Station, NY 11776 (631) 928-4411 Susan Donovan Vice President & Branch Manager

#### MANHATTAN

232 Madison Avenue New York, NY 10016 (212) 213-8111 Judith A. Ferdinand Vice President & Branch Manager

225 Broadway, Suite 703 New York, NY 10007 (212) 693-1515 **Gladys Ruggiero** Vice President & Branch Manager

1501 Broadway, Suite 301 New York, NY 10036 (212) 278-0707 Doris M. Burkett Vice President & Branch Manager



#### Select Service Banking Centers





LAKE SUCCESS 3000 Marcus Avenue Lake Success, NY 11042 (516) 775-3133 Jerry Scansarole Vice President & Branch Manager

SMITHTOWN 285 Middle Country Road, Suite 104 Smithtown, NY 11787 (631) 265-0200 Frances A. Koslow Vice President & Branch Manager

2011 ANNUAL REPORT 11

# **Shareholder Value**

"Enhancing shareholder value through earnings per share growth remains a top priority. Over the last four years, our stock has outperformed the NASDAQ Market Index and the NASDAQ Bank Stocks Index by a wide margin, and we grew our cash dividend from \$.58 per share to \$.90 per share."

### Mark Curtis

Executive Vice President Chief Financial Officer and Cashier

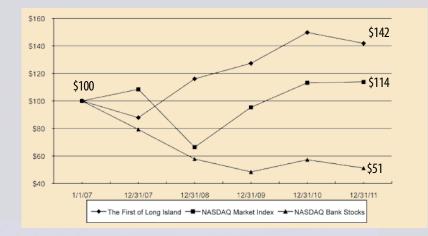


#### EARNINGS PER SHARE ("EPS")

EPS grew from \$1.51 in 2007 to \$2.20 in 2011, or at a compound annual growth rate of almost 10%. The decrease in EPS from 2010 to 2011 resulted from a capital raise that we completed in 2010. The capital raise, which brought in just over \$32 million of fresh capital and increased shares outstanding by approximately 20%, positions us well for future growth.

#### PERFORMANCE GRAPH

The following graph compares the Corporation's total stockholder return with the NASDAQ Market Index and the NASDAQ Bank Stocks Index over a 5-year measurement period assuming \$100 invested on January 1, 2007, and dividends reinvested.



#### **DIVIDENDS PER SHARE**

On an annualized basis, our current quarterly cash dividend represents a yield of almost 3.5% on our current stock price.

TOTAL ASSETS

Over the last four years, total assets almost doubled in size, increasing from \$1.1 billion to just over \$2 billion.



#### TOTAL LOANS

We continue to change the composition of our earning assets from securities to loans. We expect that this strategy will enhance returns, build franchise value and drive both relationships and deposit growth. Like total assets, total loans nearly doubled in size over the last four years, increasing from \$526 million to \$986 million.

TOTAL DEPOSITS Over the last four years, our deposits grew at a compound annual growth rate of almost 15%, or from \$869 million to just over \$1.5 billion.

# **Balance Sheet Growth**

# Credit Quality & Commercial Loan Growth



# Anne Marie Stefanucci

### Vice President, Credit Department Manager

"The Credit Department's responsibility is to identify and manage the risks inherent in the lending function and thereby ensure credit quality in the Bank's loan portfolio. The members of our Department are experienced, knowledgeable and work diligently to respond to the needs of our customers and prospects."

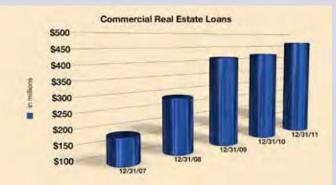
The Bank's strategy to change the composition of its earning assets from securities to loans led to the creation of the Credit Department in February 2006. Department members strive to partner effectively and efficiently with the Bank's lenders, while diligently protecting the Bank's assets via a keen eye toward risk management. There is significant depth of knowledge and experience in the Department, with each individual amassing over 20 years in the banking industry.

All members of the Department have been formally credit trained, in most cases by a major Money Center Bank, and many began their banking careers in the branch system and advanced through the ranks as Business Development Officers, Account Officers or Regional Senior Credit Officers. The Department places intense focus on the measurement and monitoring of credit administrative functions and all forms of credit risk and independently employs sound fundamental credit underwriting principles.

# **Paul Daley** Senior Vice President, Commercial Lending

"Developing our CRE portfolio is an important growth strategy for the Bank. Credit risk is the most critical risk we manage for the benefit of our shareholders."

> The Commercial Real Estate Portfolio grew from \$170 million at 12/31/07 to \$460 million at 12/31/11, representing a CAGR of just over 28%. The credit quality of the CRE portfolio continues to remain strong as evidenced by nonperforming assets of .3%.





	2011
INCOME STATEMENT DATA:	
Interest Income	\$76,312
Interest Expense	17,567
Net Interest Income	58,745
Provision for Loan Losses	4,061
Net Income	19,457
PER SHARE DATA:	
Basic Earnings	\$2.22
Diluted Earnings	2.20
Cash Dividends Declared	.90
Dividend Payout Ratio	40.91%
Stock Splits/Dividends Declared	
Book Value	\$21.53
Tangible Book Value	21.51
BALANCE SHEET DATA AT YEAR END:	
Total Assets	\$2,022,407
Loans	985,859
Allowance for Loan Losses	16,572
Deposits	1,502,868
Borrowed Funds	309,727
Stockholders' Equity	189,347
AVERAGE BALANCE SHEET DATA:	105,047
Total Assets	\$1,852,611
Loans	947,309
Allowance for Loan Losses	15,013
Deposits	1,439,647
Borrowed Funds	226,382
Stockholders' Equity	174,458
	174,450
FINANCIAL RATIOS:	4.050/
Return on Average Assets (ROA)	1.05%
Return on Average Stockholders' Equity (ROE)	11.15%
Average Equity to Average Assets	9.42%

STOCK PRICES AND CASH DIVIDENDS

		2011				2010	
Quarter	High	Low	Dividends Declared	Quarter	High	Low	Dividends Declared
First	\$29.61	\$26.05	\$.22	First	\$25.97	\$22.46	\$.20
Second	\$28.00	\$25.35	\$.22	Second	\$28.08	\$23.62	\$.20
Third	\$28.15	\$21.90	\$.23	Third	\$27.00	\$24.01	\$.22
Fourth	\$27.95	\$21.55	\$.23	Fourth	\$29.24	\$24.55	\$.22

# Selected Financial Data

2010	2009	2008	2007
(dollars in thou	sands, except per sh	are data)	
\$72,403	\$66,286	\$59,686	\$53,023
16,774	18,334	16,743	16,269
55,629	47,952	42,943	36,754
3,973	4,285	1,945	575
18,392	13,463	12,962	11,482
\$2.33	\$1.87	\$1.79	\$1.52
2.30	1.84	1.78	1.51
.84	.76	.66	.58
36.52%	41.30%	37.08%	38.41%
-	-	-	2-for-1
\$17.99	\$16.15	\$14.25	\$13.73
17.97	16.12	14.22	13.71
\$1,711,023	\$1,675,169	\$1,261,609	\$1,069,019
902,959	827,666	658,134	525,539
14,014	10,346	6,076	4,453
1,292,938	1,277,550	900,337	869,038
253,590	273,407	251,122	92,110
156,694	116,462	102,532	102,384
\$1,657,396	\$1,413,632	\$1,181,655	\$1,003,240
864,163	716,569	572,356	480,166
11,954	6,357	4,947	4,167
1,310,507	1,101,828	919,490	868,421
193,823	194,129	157,275	32,705
142,140	110,767	100,710	98,402
1.11%	0.95%	1.10%	1.14%
12.94%	12.15%	12.87%	11.67%
8.58%	7.84%	8.52%	9.81%

# CONSOLIDATED BALANCE SHEETS

December 31 (dollars in thousands)	201	<u>1                                    </u>		2010
Assets:				
Cash and due from banks	\$	29,101	\$	18,144
Temporary investments		394		276
Cash and cash equivalents		29,495		18,420
Investment securities:				
Held-to-maturity, at amortized cost (fair value of \$66,077 and \$89,760)		62,085		86,578
Available-for-sale, at fair value		93,956		653,115
	9	56,041		739,693
Loan held for sale		-		1,000
Loans:				
Commercial and industrial		42,572		39,055
Secured by real estate:				
Commercial mortgages		59,875		416,946
Residential mortgages		72,477		334,768
Home equity	1	03,513		103,829
Other		4,596		5,790
Net deferred lean origination poets	9	83,033		900,388
Net deferred loan origination costs	0	<u>2,826</u> 85,859		2,571 902,959
Allowance for loan losses		16,572)		902,959 (14,014)
		69,287		888,945
Restricted stock, at cost		12,284		8,155
Bank premises and equipment, net		21,809		20,843
Deferred income tax benefits		-		2,199
Bank-owned life insurance		13,165		12,663
Pension plan assets, net		6,132		5,868
Prepaid FDIC assessment		2,770		3,792
Other assets	_	11,424		9,445
	\$ 2,0	22,407	\$	1,711,023
Liabilities:				
Deposits:	¢ 4	05 517	¢	000 707
Checking.		35,517 96,009	\$	386,797 637,975
Savings, NOW and money market Time, \$100,000 and over		90,009 74,691		178,901
Time, other		96,651		89,265
		02,868		1,292,938
Short-term borrowings		02,227		61,590
Long-term debt		07,500		192,000
Accrued expenses and other liabilities		9,347		7,801
Deferred income taxes payable		11,118		-
	1,8	33,060		1,554,329
Commitments and Contingent Liabilities				
Stockholders' Equity:				
Common stock, par value \$.10 per share: Authorized, 20,000,000 shares;		070		074
Issued and outstanding, 8,793,932 and 8,707,665 shares		879		871
Surplus		37,507		35,526
Retained earnings		<u>33,273</u> 71,659		<u>121,713</u> 158,110
Accumulated other comprehensive income (loss) net of tax		17,688		(1,416)
		89,347		156,694
		22,407	\$	1,711,023
	÷ =,0	,	Ŧ	.,,

### CONSOLIDATED STATEMENTS OF INCOME

ear Ended December 31 (dollars in thousands, except per share data)		2011		2010		2009	
Interest and dividend income:							
Loans	\$	47,777	\$	45,660	\$	39,753	
Investment securities:							
Taxable		16,662		16,879		18,938	
Nontaxable		11,873		9,864		7,595	
		76,312		72,403		66,286	
nterest expense:							
Savings, NOW and money market deposits		4,035		4,049		5,287	
Time deposits		6,052		5,977		6,485	
Short-term borrowings		93		108		221	
Long-term debt		7,387		6,640		6,341	
		17,567		16,774		18,334	
Net interest income		58,745		55,629		47,952	
Provision for loan losses		4,061		3,973		4,285	
Net interest income after provision for loan losses		54,684		51,656		43,667	
Noninterest income:							
Investment Management Division income		1,539		1,465		1,484	
Service charges on deposit accounts		3,186		3,465		3,503	
Net gains on sales of available-for-sale securities		138		1,719		1,428	
Other		1,563		1,284		1,339	
		6,426		7,933		7,754	
Noninterest expense:							
Salaries		15,785		15,458		14,869	
Employee benefits		5,066		5,303		5,827	
Occupancy and equipment expense		7,148		6,486		6,025	
Other operating expenses		8,710		8,579		8,119	
		36,709		35,826		34,840	
Income before income taxes		24,401		23,763		16,581	
Income tax expense		4,944		5,371		3,118	
Net Income	\$	19,457	\$	18,392	\$	13,463	
Weighted average:							
Common shares		8,761,895		7,899,241		7,203,064	
Dilutive stock options and restricted stock units		93,069		108,436		106,520	
		8,854,964		8,007,677		7,309,584	
Earnings per share:		<b>**</b> ••		<b>#0.00</b>		<b>64 0</b>	
Basic		\$2.22		\$2.33		\$1.87	
Diluted		\$2.20		\$2.30		\$1.84	
Cash dividends declared per share		\$.90		\$.84		\$.76	

Year Ended December 31 (dollars in thousands, except per share data)		2011		2010		2009	
nterest and dividend income:							
Loans	\$	47,777	\$	45,660	\$	39,753	
Investment securities:							
Taxable		16,662		16,879		18,938	
Nontaxable		11,873		9,864		7,595	
		76,312		72,403		66,286	
nterest expense:							
Savings, NOW and money market deposits		4,035		4,049		5,287	
Time deposits		6,052		5,977		6,485	
Short-term borrowings		93		108		221	
Long-term debt		7,387		6,640		6,341	
·		17,567		16,774		18,334	
Net interest income		58,745		55,629		47,952	
Provision for loan losses		4,061		3,973		4,285	
Net interest income after provision for loan losses		54,684		51,656		43,667	
Noninterest income:							
Investment Management Division income		1,539		1,465		1,484	
Service charges on deposit accounts		3,186		3,465		3,503	
Net gains on sales of available-for-sale securities		138		1,719		1,428	
Other		1,563		1,284		1,339	
		6,426		7,933		7,754	
Noninterest expense:							
Salaries		15,785		15,458		14,869	
Employee benefits		5,066		5,303		5,827	
Occupancy and equipment expense		7,148		6,486		6,025	
Other operating expenses		8,710		8,579		8,119	
		36,709		35,826		34,840	
Income before income taxes		24,401		23,763		16,581	
ncome tax expense		4,944		5,371		3,118	
Net Income	\$	19,457	\$	18,392	\$	13,463	
Weighted average:		0 704 005		7 000 044		7 000 00	
Common shares		8,761,895		7,899,241		7,203,064	
Dilutive stock options and restricted stock units		93,069		108,436		106,520	
		8,854,964		8,007,677		7,309,584	
Earnings per share: Basic		\$2.22		\$2.33		\$1.8	
Diluted		\$2.22		\$2.30		\$1.8	
		ψ2.20		φ2.00		ψ1.0	
Cash dividends declared per share		\$.90		\$.84		\$.7	

### **Business of the Corporation**

The First of Long Island Corporation ("Corporation") is a onebank holding company organized under the laws of the State of New York. Its primary business is the operation of its sole subsidiary, The First National Bank of Long Island ("Bank").

The Bank was organized in 1927 under national banking laws and became the sole subsidiary of the Corporation under a plan of reorganization effected April 30,1984.

The Bank is a full-service commercial bank which provides a broad range of financial services to individual, professional, corporate, institutional and government customers through its thirty-five branch system on Long Island and in Manhattan.

The Bank is subject to regulation and supervision of the Federal Reserve Board, the Comptroller of the Currency, and the Federal Deposit Insurance Corporation which also insures its deposits. The Comptroller of the Currency is the primary banking agency responsible for regulating the subsidiary Bank. In addition, the Corporation is subject to the regulations and supervision of the Federal Reserve Board and the Securities and Exchange Commission.

# The First National Bank of Long Island $\mathcal{W}$