

QUEENS

The First National Bank of Long Island Where Everyone Knows Your Name®

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## MANHATTAN

BROOKLYN

Branching Out in Profitable Directions



SUFFOLK



#### **BUSINESS OF THE CORPORATION**

The First of Long Island Corporation ("Corporation") is a one-bank 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 branch system in Nassau and Suffolk Counties, Long Island and the New York City boroughs of Queens, Brooklyn and Manhattan.

The Corporation is subject to regulation and supervision of the Federal Reserve Board and the Securities and Exchange Commission. The Bank is subject to regulation and supervision of the Federal Reserve Board, the Office of the Comptroller of the Currency (OCC) and the Federal Deposit Insurance Corporation, which also insures its deposits. The OCC is the primary banking agency responsible for regulating and supervising the Bank.

#### FULL YEAR 2016 HIGHLIGHTS\*

- Net Income increased 19.3% to \$30.9 million from \$25.9 million
- EPS increased 9.8% to \$1.34 from \$1.22
- Cash Dividends Per Share increased 5.8% to \$.55 from \$.52
- Book value per share increased 8.9% to \$12.90 at 12/31/16 from \$11.85 at 12/31/15
- Raised \$35.3 million of capital through the public offering of 1.3 million shares of common stock
- Total Assets exceeded \$3.5 billion at year end, increasing 12.1% during 2016
- 18.8% growth in the average balance of Loans
- 16.9% growth in the average balance of Total Deposits
- 7.6% growth in the average balance of Noninterest-Bearing Checking Deposits
- The Credit Quality of the Bank's loan and securities portfolios remains excellent
- The Corporation completed a 3-for-2 stock split in November 2016

### **DEAR SHAREHOLDERS,**

2016 was another year of significant growth and profitability. I am proud to report during the year Total Assets grew nearly \$400 million. At year end, Total Assets exceeded \$3.5 billion, increasing by 12.1%. On an average balance basis, Total Loans grew 18.8% ending the year over \$2.5 billion. The average balance of Total Deposits grew 16.9% ending the year over \$2.6 billion, and the average balance of our Demand Deposits grew 7.6% ending the year over \$800 million. We are particularly proud of our Demand Deposit growth, because Demand Deposit relationships normally represent the primary banking relationship account. Our market share continues to grow in one of, if not the best, Retail Banking markets in the country.

During the year, earning asset growth balanced with pristine asset quality drove profitability. Net Income increased 19.3% to \$30.9 million from \$25.9 million in 2015. To accommodate our growth strategies, during the second quarter the Corporation raised \$35.3 million of capital in a public offering of 1.3 million shares of common stock. Despite the dilutive effect of the offering, our EPS increased 9.8% to \$1.34 this year from \$1.22 last year. Because of the strength of our earnings and our confidence in our ability to grow future earnings, we once again raised our Cash Dividend per share to \$.55 from \$.52, representing a 5.8% increase.

In 2016, our market capitalization grew from \$423.5 million to \$676.6 million, an increase of \$253.1 million or 59.8%. Growth in our market cap was driven by the appreciation in our stock price of 42.8% and the public offering. Correspondingly, book value per share increased 8.9% to \$12.90 at December 31, 2016 from \$11.85 at December 31, 2015. As you know, growth in market cap, appreciation of our stock price and growth in book value are all indicative of wealth creation.

Our earning asset growth, profitability and the corresponding effect on your investment has been driven by our market penetration into our chosen targeted market segments. These continue to include: small businesses; middle-market companies; professionals, i.e., doctors, lawyers, dentists and CPAs; municipalities; school districts; and service conscious consumers. The expansion of our branch distribution system into key micro-markets in Nassau and Suffolk counties with critical mass in these targeted segments has been instrumental to our deposit gathering efforts. Our deposit gathering efforts have fueled our growth. As we move forward, we will look to enhance these efforts by building branches in Brooklyn and Queens. Our move to grow in these boroughs is logical since they are just to the west of our existing branch distribution system. The boroughs are especially attractive because of the high concentration of our targeted market segments within relatively small geographies. It is a particularly opportunistic time to build in the boroughs as the money center banks continue to close branch locations and "de-personalize" their approach to customer service by creating virtual branches where customers are served by technology rather than people. We feel we are uniquely positioned to acquire dislocated customers with our particular brand of banking and with the high quality personal service we provide. We are also prepared to provide our customer base with all possible technology channels that they may desire, but will not force them into any particular one. This is the essence of what drives a "customer driven" organization and provides a real "big bank alternative" approach.

To date, we have opened three branches in Queens (Howard Beach, Whitestone and College Point) and one branch in Brooklyn (Bay Ridge). The success of our openings has far exceeded our expectations. We are planning to open more branches in 2017, paying very close attention to occupancy and personnel costs. We also have a bias towards limiting the amount of capital we allocate to build a branch. This means our branches will be small but big enough to get the job done! Although we still want to expand our branch presence into a number of micro-markets on Long Island, the boroughs remain our focus for building new locations. We will do both, taking advantage of the best branching opportunities.

There are many challenges in managing the Bank today. Certainly there has been quite a bit of yield curve volatility. There is significant competition for loans and deposits within the marketplace. We have little room to further reduce deposit rates, putting pressure on our margin.

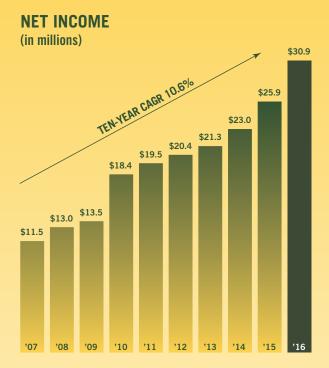
Our industry continues to be faced with new and complex regulatory requirements. The President has indicated we will have regulatory relief, but the timing and impact of such relief is yet to be determined. What we really know is as of today, regulatory requirements and enhanced oversight are exerting downward pressure on revenues and upward pressure on required capital levels and the cost of doing business.

Despite the challenges, it goes without saying that our success has been spearheaded by our dedicated employees. I am proud to be associated with our employees. They are professional colleagues who consistently exhibit the ability to routinely exceed business expectations. Sometimes a CEO just gets lucky. It is a pleasure to work beside them. I also want to express my appreciation to my fellow stockholders for your support. I truly appreciate the investment you have made in our corporation. I want to assure you that we take our fiduciary responsibility to you seriously, and we will look to continue to work to maximize your financial investment. We take pride in our philosophy to manage with a long-term approach to the business. We will not yield to short-term pressures. We will remain measured and disciplined in how we manage your investment in our company.

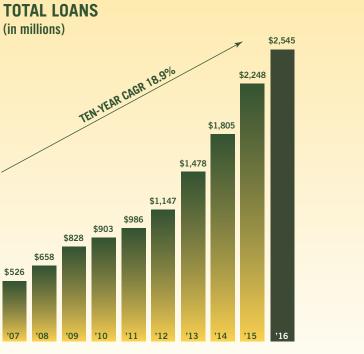


Michael N. Vittorio President and Chief Executive Officer

### **FINANCIAL OVERVIEW**



**TOTAL ASSETS** (in millions) \$3,510 TEN-YEAR CAGE 13.9% \$3,130 \$2,721 \$2,400 \$2,022 \$2,108 \$1,675 \$1,711 \$1,262 \$1,069 '07 '08 '09 '10 '11 '12 '13 '14 '15 '16



**TOTAL DEPOSITS** 

(in millions) \$2,609 TEN-YEAR CAGR 12.2% \$2,285 \$1,985 \$1,782 \$1,633 \$1,503 \$1,278 \$1,293 \$869 \$900 '07 '08 '09 '10 '11 '12 '13 '14 '15 '16

ENTERING NEW MARKETS

#### BAY RIDGE | 9202 4TH AVENUE

#### The First National Bank of Long Island



In the Fourth Quarter of 2016, The First National Bank of Long Island entered a brand new market—Brooklyn. On October 17, 2016, the very first branch opened in Bay Ridge, Brooklyn on the corner of Fourth Avenue and 92nd Street. Branch expansion will continue in the near future for the Bank in the Brooklyn market. As of February 3, 2017, total deposit balances were more than \$35 million.

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#### GROWING OUR PRESENCE



#### HEWLETT | 1301 BROADWAY



On February 1, 2016, The First National Bank of Long Island opened a full service branch in the Hewlett community. We will continue to deliver valuable service to businesses and consumers in the communities we serve. As of February 3, 2017, total deposit balances were more than \$103 million.



## G ISLAND











#### BUILDING RELATIONSHIPS

#### COLLEGE POINT | 132-11A 14TH AVENUE



On December 19, 2016, The First National Bank of Long Island opened its third branch in Queens. We pride ourselves on building customer loyalty and reinforcing long-term relationships in our communities. As of February 3, 2017, total deposit balances were more than \$16 million.



## EENS









#### LONG ISLAND

- BABYLON 42 Deer Park Avenue Babylon, NY 11702 (631) 422-1700
- 2 BAYVILLE 282 Bayville Avenue Bayville, NY 11709 (516) 628-1288
- 3 BELLMORE 408 Bedford Avenue Bellmore, NY 11710 (516) 679-6200
- 4 BOHEMIA 30 Orville Drive Bohemia, NY 11716 (631) 218-2500
- 5 COLD SPRING HARBOR 147 Main Street Cold Spring Harbor, NY 11724 (631) 367-3600
- 6 DEER PARK 60 East Industry Court Deer Park, NY 11729 (631) 243-2600
- 7 EAST ISLIP 151 West Main Street East Islip, NY 11730 (631) 277-2936

- EAST MEADOW 1975 Hempstead Turnpike East Meadow, NY 11554 (516) 357-7200
- 9 Coming Soon! EAST SETAUKET 234 Route 25A East Setauket, NY 11733
- 10 FARMINGDALE 22 Allen Boulevard Farmingdale, NY 11735 (631) 753-8888
  - GARDEN CITY 1050 Franklin Avenue Suite 100 Garden City, NY 11530 (516) 742-6262
- 2 GLEN HEAD 10 Glen Head Road Glen Head, NY 11545 (516) 674-6650
- GREAT NECK 536 Northern Boulevard Great Neck, NY 11021 (516) 482-6666
- GREENLAWN 76 Broadway Greenlawn, NY 11740 (631) 754-0660

- 15 GREENVALE 7 Glen Cove Road Greenvale, NY 11548 (516) 621-8811
- 16 HAUPPAUGE 330 Motor Parkway Suite 100 Hauppauge, NY 11788 (631) 952-2900
- 17 HEWLETT 1301 Broadway Hewlett, NY 11557 (516) 295-1974
- 18 HICKSVILLE 106 Old Country Road Hicksville, NY 11801 (516) 932-7150
- 19 HUNTINGTON 253 New York Avenue Huntington, NY 11743 (631) 427-4143
- LAKE SUCCESS 3000 Marcus Avenue Lake Success, NY 11042 (516) 775-3133

- 21 LINDENHURST 1 East Montauk Highway Lindenhurst, NY 11757 (631) 956-3800
- 22 LOCUST VALLEY 108 Forest Avenue Suite 2 Locust Valley, NY 11560 (516) 671-2299
- 23 MANHASSET 572 Plandome Road Manhasset, NY 11030 (516) 365-5010
- 24 MASSAPEQUA 574 Broadway Massapequa, NY 11758 (516) 795-0100
- MASSAPEQUA PARK 1049 Park Boulevard Massapequa Park, NY 11762 (516) 795-2265
- MELVILLE 555 Broad Hollow Road Suite 001 Melville, NY 11747 (631) 752-1000



### 47 BRANCH LOCATIONS

GROWING IN A MEASURED AND DISCIPLINED WAY

27 MERRICK 1810 Merrick Avenue Merrick, NY 11566 (516) 771-6000

- 28 New Hyde Park 243 Jericho Turnpike New Hyde Park, NY 11040 (516) 328-3100
- 29 NORTHPORT 711 Fort Salonga Road Northport, NY 11768 (631) 261-4000
- 30 NORTHPORT VILLAGE 105 Main Street Northport, NY 11768 (631) 261-0331
- 31 OCEANSIDE 2933 Long Beach Road Oceanside, NY 11572 (516) 536-3989
- 32 OLD BROOKVILLE 209 Glen Head Road Old Brookville, NY 11545 (516) 759-9002
- PATCHOGUE
  392 East Main Street
  Patchogue, NY 11772
  (631) 289-1189

- POINT LOOKOUT 26A Lido Boulevard P.O. Box 173 Point Lookout, NY 11569 (516) 431-3144
- PORT JEFFERSON STATION Davis Professional Park 5225 Nesconset Highway Building 4, Suite 21 Port Jefferson Station, NY 11776 (631) 928-4411
- 36 ROCKVILLE CENTRE 310 Merrick Road Rockville Centre, NY 11570 (516) 763-5533
- 7 ROSLYN HEIGHTS 130 Mineola Avenue Roslyn Heights, NY 11577 (516) 621-1900
- SAYVILLE 215 West Main Street Sayville, NY 11782 (631) 472-7000
- SEA CLIFF 299 Sea Cliff Avenue Sea Cliff, NY 11579 (516) 671-7868

- 40 SMITHTOWN 285 Middle Country Road Suite 104 Smithtown, NY 11787 (631) 265-0200
- 41 VALLEY STREAM 127 East Merrick Road Valley Stream, NY 11580 (516) 825-0202
- WOODBURY
  800 Woodbury Road
  Suite M
  Woodbury, NY 11797
  (516) 364-3434

#### MANHATTAN

- 43 232 Madison Avenue New York, NY 10016 (212) 213-8111
- 225 Broadway
  Suite 703
  New York, NY 10007
  (212) 693-1515

#### QUEENS

- COLLEGE POINT 132-11A 14th Avenue College Point, NY 11356 (718) 215-7500
- 46 HOWARD BEACH 159-14 Cross Bay Boulevard Howard Beach, NY 11414 (718) 835-1962
- WHITESTONE
  19-01 Utopia Parkway
  Whitestone, NY 11357
  (718) 279-1206

#### BROOKLYN

- 48 BAY RIDGE 9202 4th Avenue Brooklyn, NY 11209 (646) 795-5000
- 49 Coming Soon! MARINE PARK 4102 Avenue U Brooklyn, NY 11234

#### **BOARD OF DIRECTORS** The First of Long Island Corporation



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

Alexander L. Cover Business & Management Consultant Retired Partner of Ernst & Young LLP

John J. Desmond Retired Partner-in-Charge of the Long Island Office Grant Thorton LLP Howard Thomas Hogan Jr., Esq. Director Hogan ぐ Hogan (attorney at law)

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

Peter Quick Partner Burke and Quick Partners Holdings LLP Milbrey Rennie Taylor Retired Executive Producer of CBS News

Walter C. Teagle III Chairman

THE FIRST NATIONAL BANK OF LONG ISLAND

President Teagle Management, Inc. (private investment firm)

*Chairman The Teagle Foundation, Inc.* 

Managing General Partner Gulo Capital Partners L.P. (private investment partnership) Left to right (standing): John J. Desmond, Eric J. Tveter, Howard Thomas Hogan Jr., Esq., Stephen V. Murphy, John T. Lane, Michael N. Vittorio and Alexander L. Cover

Left to right (seated): Peter Quick, Milbrey Rennie Taylor, Walter C. Teagle III and Paul T. Canarick

Eric J. Tveter Chief Executive Officer Central Europe Group Liberty Global plc

Michael N. Vittorio President and Chief Executive Officer The First National Bank of Long Island

#### **EXECUTIVE STAFF**

Michael N. Vittorio President and Chief Executive Officer

Sallyanne K. Ballweg\* Senior Executive Vice President

Mark D. Curtis Senior Executive Vice President, Chief Financial Officer and Cashier

Christopher Becker Executive Vice President and Chief Risk Officer

Paul J. Daley Executive Vice President and Senior Commercial Banking Officer

#### **Richard Kick**

Executive Vice President, Senior Retail Lending Officer, Senior Facilities Administrator and Chief Security Officer

#### Donald L. Manfredonia

*Executive Vice President, Senior Lending Officer and Deputy CRA Officer—Lending* 

#### Richard P. Perro

Executive Vice President, Branch Administration \*Retired



*Left to right:* Paul J. Daley, Christopher Becker, Richard P. Perro, Donald L. Manfredonia, Michael N. Vittorio, Sallyanne K. Ballweg<sup>\*</sup>, Mark D. Curtis and Richard Kick

#### SELECTED FINANCIAL DATA\*

	2016	2015	2014	2013	2012		
INCOME STATEMENT DATA:		(dollars in thous	ousands, except per share data)				
Interest Income	\$104,123	\$92,135	\$81,976	\$74,851	\$76,229		
Interest Expense	18,002	16,529	15,048	12,364	16,127		
Net Interest Income	86,121	75,606	66,928	62,487	60,102		
Provision for Loan Losses	3,480	4,317	3,189	2,997	3,628		
Net Income	30,880	25,890	23,014	21,300	20,393		
PER SHARE DATA:							
Basic Earnings	\$1.35	\$1.23	\$1.11	\$1.04	\$1.02		
Diluted Earnings	1.34	1.22	1.10	1.03	1.01		
Cash Dividends Declared	.55	.52	.48	.45	.43		
Dividend Payout Ratio	41.04%	42.62%	43.64%	43.69%	42.57%		
Book Value	\$12.90	\$11.85	\$11.20	\$10.04	\$10.14		
Tangible Book Value	12.90	11.84	11.19	10.03	10.13		
BALANCE SHEET DATA AT YEAR END:							
Total Assets	\$3,510,320	\$3,130,343	\$2,721,494	\$2,399,892	\$2,108,290		
Loans	2,545,421	2,248,183	1,804,819	1,477,937	1,147,384		
Allowance for Loan Losses	30,057	27,256	23,221	20,848	18,624		
Deposits	2,608,717	2,284,675	1,985,025	1,782,128	1,633,076		
Borrowed Funds	586,224	577,214	481,486	395,463	248,634		
Stockholders' Equity	305,830	250,936	233,303	206,556	205,370		
AVERAGE BALANCE SHEET DATA:							
Total Assets	\$3,329,308	\$2,897,548	\$2,515,103	\$2,240,139	\$2,057,608		
Loans	2,364,187	1,990,823	1,584,198	1,286,227	1,073,046		
Allowance for Loan Losses	28,238	24,531	21,554	19,847	18,098		
Deposits	2,590,988	2,215,883	1,922,172	1,747,888	1,578,233		
Borrowed Funds	432,554	419,372	347,946	272,737	257,392		
Stockholders' Equity	290,806	243,330	224,585	203,125	200,137		
FINANCIAL RATIOS:							
Return on Average Assets (ROA)	.93%	.89%	.92%	.95%	.99%		
Return on Average Stockholders' Equity (ROE)	10.62%	10.64%	10.25%	10.49%	10.19%		
Average Equity to Average Assets	8.73%	8.40%	8.93%	9.07%	9.73%		

#### STOCK PRICES AND CASH DIVIDENDS\*

The Corporation's common stock trades on the NASDAQ Capital Market tier of the NASDAQ Stock Market under the symbol "FLIC." The following table sets forth high and low sales prices and dividends declared, by quarter, for the years ended December 31, 2016 and 2015.

		2016			2015	
Quarter	High	Low	Dividends Declared	High	Low	Dividends Declared
First	\$20.33	\$17.43	\$.13	\$18.91	\$15.50	\$ .13
Second	21.29	18.06	.13	19.29	15.99	.13
Third	22.35	18.68	.14	19.16	15.21	.13
Fourth	29.67	20.99	.14	21.28	17.36	.13

\* Adjusted to reflect the Corporation's stock splits.

#### **CONSOLIDATED BALANCE SHEETS**

December 31 (in thousands)		2016	2015		
Assets: Cash and cash equivalents	\$	36,929	\$	39,635	
	φ	50,929	ψ	39,000	
Investment securities:					
Held-to-maturity, at amortized cost (fair value of \$11,637 and \$14,910)		11,387		14,371	
Available-for-sale, at fair value		815,299		737,700 752,071	
		826,686		752,071	
Loans held-for-sale		-		105	
Loans:					
Commercial and industrial		126,038		93,056	
Secured by real estate:					
Commercial mortgages		1,085,198		1,036,331	
Residential mortgages		1,238,431		1,025,215	
Home equity lines		86,461		87,848	
Consumer and other		9,293		5,733	
		2,545,421		2,248,183	
Allowance for loan losses		(30,057)		(27,256)	
		2,515,364		2,220,927	
Restricted stock, at cost		31,763		28,435	
Bank premises and equipment, net		34,361		30,330	
Bank-owned life insurance		33,097		32,447	
Pension plan assets, net		17,316		14,337	
Other assets		14,804		12,056	
	\$	3,510,320	\$	3,130,343	
Liabilities:					
Deposits:					
Checking	\$	808,311	\$	777,994	
Savings, NOW and money market		1,519,749		1,195,968	
Time, \$100,000 and over		178,918		198,147	
Time, other		101,739		112,566	
		2,608,717		2,284,675	
Short-term borrowings		207,012		211,502	
Long-term debt		379,212		365,712	
Accrued expenses and other liabilities		9,481		12,313	
Deferred income taxes payable		68	_	5,205	
		3,204,490		2,879,407	
Stockholders' Equity:					
Common stock, par value \$.10 per share:					
Authorized, 40,000,000 shares					
Issued and outstanding, 23,699,107 and 14,116,677 shares		2,370		1,412	
Surplus		101,738		56,931	
Retained earnings		203,326		185,069	
-		307,434		243,412	
Accumulated other comprehensive income (loss), net of tax		(1,604)		7,524	
		305,830		250,936	
	\$	3,510,320	\$	3,130,343	

#### CONSOLIDATED STATEMENTS OF INCOME

ar Ended December 31 (dollars in thousands, except per share data)		2016		2015		2014	
Interest and dividend income:							
Loans	\$	82,456	\$	70,558	\$	59,209	
Investment securities:							
Taxable		7,981		7,991		9,359	
Nontaxable		13,686		13,586		13,408	
		104,123		92,135		81,976	
Interest expense:							
Savings, NOW and money market deposits		5,344		2,564		1,955	
Time deposits		5,107		5,987		6,171	
Short-term borrowings		296		183		148	
Long-term debt		7,255		7,795		6,774	
5		18,002		16,529		15,048	
Net interest income		86,121		75,606		66,928	
Provision for loan losses		3,480		4,317		3,189	
Net interest income after provision for loan losses		82,641		71,289		63,739	
		,		,		,	
Noninterest income: Investment Management Division income		2,000		2,044		2,058	
Service charges on deposit accounts		2,666		2,577		2,974	
Net gains on sales of securities		1,868		1,324		141	
Other		2,845		2,813		2,228	
		9,379		8,758		7,401	
Noninterest expense:							
Salaries		22,116		20,680		18,885	
Employee benefits		6,889		6,021		4,833	
Occupancy and equipment		9,264		8,798		8,880	
Debt extinguishment		1,756		1,084		-	
Other		12,066		10,108		9,433	
		52,091		46,691		42,031	
		02,001		10,001		12,001	
Income before income taxes		39,929		33,356		29,109	
Income tax expense		9,049		7,466		6,095	
Net income	\$	30,880	\$	25,890	\$	23,014	
Earnings per share:							
Basic		\$1.35		\$1.23		\$1.11	
Diluted		\$1.34		\$1.22		\$1.10	
Cash dividends declared per share		\$.55		\$.52		\$.48	
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#### **OFFICERS AND OFFICIAL STAFF**

#### **OFFICERS** THE FIRST OF LONG ISLAND CORPORATION

Michael N. Vittorio President and Chief Executive Officer

Sallyanne K. Ballweg\* Senior Executive Vice President

\*Retired

Mark D. Curtis Senior Executive Vice President, Chief Financial Officer and Treasurer

Christopher Becker Executive Vice President, Chief Risk Officer and Corporate Secretary

Paul J. Daley Executive Vice President **Richard Kick** 

Executive Vice President Donald L. Manfredonia

Executive Vice President

Richard P. Perro Executive Vice President

William Aprigliano Senior Vice President and Chief Accounting Officer

Robert J. Colosa Vice President and Chief Auditor

#### OFFICIAL STAFF THE FIRST NATIONAL BANK OF LONG ISLAND

Administration Michael N. Vittorio President and Chief Executive Officer

Sallyanne K. Ballweg\* Senior Executive Vice President

BRANCH ADMINISTRATION

Richard P. Perro Executive Vice President

Cathy C. O'Malley Senior Vice President Western District Manager

Allison Stansfield Senior Vice President Eastern District and Manhattan District Manager

Giuseppe Sparacino Vice President and Branch **Operations Manager** 

John Cochrane Vice President

Commercial Banking

Paul J. Daley Executive Vice President

Nassau County Regional Office Jane F. Reed Senior Vice President and Team Leader

Peter Piscitello Vice President

Nicholas E. Ulrich Vice President

Joseph Wasilus Vice President Suffolk County Regional Office Margaret M. Curran-Rusch Senior Vice President and Team Leader

Stephen Durso Vice President Alessandro Scichilone Vice President

Richard B. Smith Vice President Municipal Banking Yve L. Sullivan Vice President

Commercial Lending

John G. Fitzpatrick Vice President Richard O'Rourke Vice President Kevin J. Talty Vice President

CREDIT ADMINISTRATION

Donald L. Manfredonia Executive Vice President, Senior Lending Officer and Deputy CRA Officer

Credit Department

Anne Marie Stefanucci Senior Vice President, Credit Risk and Administration Officer

Lisa M. Woltmann Vice President, Assistant Manager

Suzan Haas Vice President Kelly McCormack

Vice President Andrea Volne Vice President FINANCE Mark D. Curtis

Senior Executive Vice President, Chief Financial Officer and Cashier

William Aprigliano Senior Vice President and Chief Accounting Officer

Jay McConie Senior Vice President and Chief Investment Officer

Maria E. Doyle Vice President and Controller

Dina M. Cascione Vice President and Financial Reporting Manager

Matthew J. Mankowski Vice President and Assistant Controller

HUMAN RESOURCES

Susan J. Hempton Vice President and Director

Rita Ouinn Vice President and Human **Resources** Generalist

INVESTMENT MANAGEMENT DIVISION

Jane Carmody Vice President and Managing Director

JoAnne C. Buckley Vice President

Sharon E. Pazienza Vice President and Trust Officer

Jean-Pierre C. Prusack Vice President and Portfolio Manager

MARKETING Laura C. Ierulli Vice President and Director

**RETAIL LENDING & FACILITIES ADMINISTRATION** 

**Richard Kick** Executive Vice President, Senior Retail Lending Officer, Senior Facilities Administrator and Chief Security Officer

Rose Florio-Campanaro Senior Vice President and Loan Center Department Manager

Frederick T. Hughes Vice President and Residential Mortgage Sales Department Manager

Marina Salazar Vice President and Assistant Residential Mortgage Sales Manager

Daniel Sapanara Vice President and General Services Manager

**RISK MANAGEMENT** 

Christopher Becker Executive Vice President and Chief Risk Officer

Tanweer S. Ansari, Esq. Senior Vice President and Chief Compliance Officer

Robert J. Colosa Vice President and Chief Auditor

TECHNOLOGY & OPERATIONS

Iose Diaz Senior Vice President

Conrad Lissade Vice President and Director of Information Security

Kristen Valkuchak Vice President and Operations Manager

Daniel J. Viola Vice President and Director of Information Technology

GENERAL COUNSEL Schupbach, Williams & Pavone LLP

SEC COUNSEL Luse Gorman, PC

INDEPENDENT AUDITORS Crowe Horwath LLP

#### Annual Report on Form 10-K

A copy of the Corporation's annual report on Form 10-K for 2016 may be obtained without charge upon written request to Mark D. Curtis, Senior Executive Vice President, Chief Financial Officer and Treasurer, The First of Long Island Corporation, 10 Glen Head Road, PO Box 67, Glen Head, New York 11545-0067.

EXECUTIVE OFFICE The First of Long Island Corporation 10 Glen Head Road, Glen Head, New York 11545 (516) 671-4900 | www.fnbli.com

TRANSFER AGENT AND REGISTRAR Continental Stock Transfer & Trust Company 17 Battery Place - 8th Floor New York, NY 10004 (800) 509-5586 cstmail@continentalstock.com

Annual Meeting Notice The Annual Meeting of Stockholders will be held at The Carltun, Eisenhower Park, East Meadow, New York on Wednesday, April 19, 2017 at 3:30 P.M.

#### **BUSINESS ADVISORY BOARD**



Joseph R. Albanese, Esq. Managing Partner Albanese & Albanese LLP



Nicola Arena Chairman Mediterranean Shipping Co. (USA)



**Richard Arote** Chief Executive Officer A.D.E. Systems Inc.



Thomas Burke Chief Executive Officer Ophthalmic Consultants of Long Island



David L. Katz, M.D. President DLK Consulting Services, LLC Healthcare Consulting,



Frank DellaFera President Fera Pharmaceuticals,



Bernard Esquenet Chief Executive Officer The Ruhof Corporation



John I. Martinelli Principal Owen Petersen & Co., L.L.P



Robert Giambalvo, CPA

Giambalvo, Stalzer ぐ

Company, CPAs, P.C.

President

Susan Hirschfeld Mohr President J. W. Hirschfeld



Kevin J. Harding, Esq.

Harding, Burke &

Hogan, PLLC

Partner

James Panos, Esq. Attorney James Panos, Attorney at Law



Principal, Executive Director NAI Long Island



Management



Gardens Pavone LLP



Frank Shahery Vice President Convermat Corporation



Lloyd Straus President & Chief Operating Officer North American Partners in Anesthesia, LLP



H. Craig Treiber Chief Executive Officer Treiber Family Enterprises



John G. Passarelli, M.D.

President, Sight M.D.

Medical Director

Long Island Eye

Surgical Care P.C. Long Island Ambulatory Surgery Center, LLC

Sal J. Turano President Abstracts Incorporated



Candy Udell President London Jewelers



Mark Udell Chief Executive Officer London Jewelers



Arthur Ventura President Badge Agency, Inc.



George J. Walsh Partner Thompson Hine LLP



John W. Walter National Security Systems, Inc. Executive Vice President Trump Management, Inc.



David Weinstein Partner DNA Partners LLC



Mark Wurzel President Calico Cottage Inc.



Robert A. Wilkie, Esq.\* Partner Wilkie & Wilkie

\*In memoriam: We express our sincere condolences for the recent passing of Bob and are very appreciative for his dedicated service to the Bank.



Jay Pitti Chief Executive Officer Merrick House &















The First National Bank of Long Island Where Everyone Knows Your Name®

