

# **Going Further**

**2021 ANNUAL REPORT** 





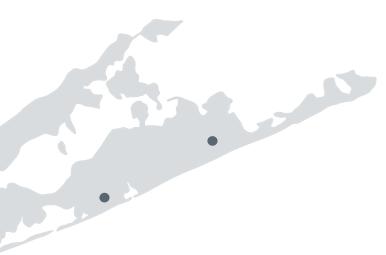
As First National Bank LI begins its 95th year, we celebrate our history of outstanding service to businesses and consumers. While expanding across Long Island and the NY metro area, we embrace our position as Long Island's longest standing, truly local, independent bank. It is our commitment to our customers and communities that results in strong financial performance which enables us to return value to you, our shareholders.

# **About The First of Long Island Corporation**

The First of Long Island Corporation (Nasdaq: FLIC) is the parent company of The First National Bank of Long Island, a local bank founded in 1927 in Glen Head, New York.

Through its branch network branded as First National Bank LI, the Bank focuses on business and consumer needs on Long Island and in New York City. We offer a broad set of lending, deposit, investment and digital products.

First National Bank LI is known for its culture of delivering extraordinary service and a "Customer-First" banking experience to small and middle market businesses, professional service firms, not-for-profits, municipalities and consumers. The Bank's tagline "Go First. Go Far. SM" communicates the benefits of its employees' commitment to helping customers reach their financial goals. For more information about the Bank and Corporation visit fnbli.com.



## **Selected Financial Data**

(dollars in thousands, except per share data)

Income Statement Data	2021	2020	2019	2018	2017
Interest Income	\$ 122,959	\$ 131,216	\$ 143,850	\$ 138,237	\$ 118,265
Interest Expense	16,152	29,188	43,681	35,730	21,709
Net Interest Income	106,807	102,028	100,169	102,507	96,556
Provision (Credit) for Credit Losses	(2,573)	3,006	33	(1,755)	4,854
Net Income	43,089	41,203	41,555	41,573	35,122
Per Share Data					
Basic Earnings	\$ 1.82	\$ 1.73	\$ 1.68	\$ 1.64	\$ 1.44
Diluted Earnings	1.81	1.72	1.67	1.63	1.43
Cash Dividends Declared	.78	.74	.70	.64	.58
Dividend Payout Ratio	43.09%	43.02%	41.92%	39.26%	40.56%
Book Value	\$ 17.81	\$ 17.11	\$ 16.26	\$ 15.27	\$ 14.37
Balance Sheet Data at Year End					
Total Assets	\$ 4,068,789	\$ 4,069,141	\$ 4,097,843	\$ 4,241,060	\$ 3,894,708
Loans	3,105,036	3,033,454	3,188,249	3,263,399	2,950,352
Allowance for Credit Losses	29,831	33,037	29,289	30,838	33,784
Deposits	3,315,245	3,321,588	3,144,016	3,084,972	2,821,997
Borrowed Funds	311,322	306,097	528,182	750,950	704,938
Stockholders' Equity	413,812	407,118	389,108	388,187	354,450
Average Balance Sheet Data					
Total Assets	\$ 4,151,577	\$ 4,140,867	\$ 4,194,355	\$ 4,177,341	\$ 3,695,850
Loans	2,976,061	3,110,512	3,217,530	3,177,519	2,758,116
Allowance for Credit Losses	31,300	33,180	30,080	34,960	32,022
Deposits	3,425,976	3,257,317	3,276,699	3,168,348	2,812,733
Borrowed Funds	281,191	457,939	494,785	623,587	540,307
Stockholders' Equity	416,885	393,662	391,613	374,876	334,088
Financial Ratios					
Return on Average Assets (ROA)	1.04%	1.00%	.99%	1.00%	.95%
Return on Average Equity (ROE)	10.34%	10.47%	10.61%	11.09%	10.51%
Average Equity to Average Assets	10.04%	9.51%	9.34%	8.97%	9.04%



#### Christopher Becker

President and Chief Executive Officer

**Earnings Per Share** 

Net Income

**10.34%** 

Return on Equity

Return on Assets

S17.81

**Book Value Per Share** 

Cash Dividends Per Share

# A letter from the **President and CEO**

#### **Dear Fellow Shareholders**,

I am pleased to report that your company posted record earnings per share in 2021 of \$1.81, from \$1.72 in 2020. While many financial institutions had a down year in 2020 and recovered in 2021, The First of Long Island Corporation has continued to grow earnings per share in each of the past two years, continuing a nine-year trend of record earnings per share. We pride ourselves in consistent financial performance led by strong asset quality.

Net income in 2021 totaled \$43.1 million, up from \$41.2 million in 2020. Return on equity was 10.34% and return on assets was 1.04%, comparable to 10.47% and 1.00%, respectively, in 2020. Book value per share increased to \$17.81 at year-end 2021 from \$17.11 at year-end 2020. Cash dividends per share increased to \$.78 from \$.74 in 2020.

### **Building Value**

Two years ago, in my first CEO letter to shareholders, I laid out our key strategic initiatives to improve on our many years of success. A primary focus discussed was expanding our lending teams to better develop and retain customer relationships. Led by Chief Lending Officer,





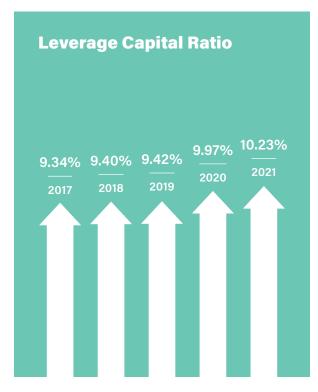
Chris Hilton, we established a middle market team of four, hired an East End of Long Island lending team leader, added commercial relationship managers in both Brooklyn and Queens, added a portfolio manager to our commercial real estate team, and strengthened the loan administration team by adding an operations director. We also hired a residential mortgage sales manager and added two residential mortgage originators all with a focus on generating more business through branch and other internal referrals.

Working in tandem with our experienced lending teams is a top-quality credit department. Led by Chief Credit Officer, Mike Spolarich, we complemented a long-tenured team of analysts by adding a senior credit officer and four senior analysts. Our years of exceptional credit quality has always been supported by a strong Credit Department and we appreciate its value. Strengthening this team allows us to maintain our long-established underwriting standards while reducing our processing time to better meet customer needs.

# **Consistent financial** performance led by strong asset quality."

After taking the helm two years ago one of my first priorities was to stabilize our eroding net interest margin. Over the decade from 2010 to 2019 our margin contracted from 3.84% to 2.57%, respectively, largely in conjunction with our broker driven growth in residential





mortgages. During that period residential mortgages increased their mix in the loan portfolio from 37% to 51%. Over the past two years the percentage of the loan portfolio in residential mortgages decreased to 39%. Although our residential mortgage business remains a critical component of our loan portfolio, this planned adjustment now represents a more desired mix. Our focus on generating more residential business through our retail and lending outlets resulted in 45% of the number of residential mortgages originated in 2021 coming from internal sources. Prior to 2020 almost all the residential mortgage originations came through external brokers driving down loan yields and our net interest margin. To reverse this trend we deployed a combined strategy of increasing our lending teams to foster relationship business while in unison changing the mix of loans to a greater percentage of commercial lending. Under Mr. Hilton we successfully increased the percentage of the loan portfolio in commercial loans to 60% at year-end 2021 from 47% at year-end 2019. Supporting this initiative, our expanding commercial teams originated nearly half a billion dollars in loans and line commitments in 2021.

**Our expanding** commercial teams originated nearly half a billion dollars in loans and line commitments in 2021."

Our net interest margin initiatives are led by Chief Financial Officer, Jay McConie, who works closely with our branches and lenders to oversee our balance sheet management and maximize rate opportunities. He also administers the Company's stock repurchase plan to optimize capital levels, return on equity and earnings per share. Mr. McConie has actively managed our cost of funds lower through numerous deleveraging programs to pay off high-cost swaps, promotional CDs and other long-term debt. These tactics along with a better loan mix helped improve the net interest margin in each of the last two years going from 2.57% in 2019, to 2.64% in 2020, to 2.74% in 2021.

#### **Branch Optimization**

In my 2020 CEO letter I also talked about the need to identify efficiencies in our existing branch footprint mainly to address locations near one another particularly in these times of shifting customer behavior. Led by Chief Retail Officer, Rick Perro, we executed on a branch optimization strategy that closed and consolidated fourteen branches over the past two years. Beginning in 2020 we had 52 branches with average deposits per branch of \$60 million. At the end of 2021 we had 40 branches with average deposits per branch of \$83 million, a much more efficient model. We still believe that extending our market, acquiring new customers, and serving existing customers includes the need for physical branches especially in additional geographies. The Bank opened two branches over the past two years on the East End of Long Island in Riverhead and East Hampton with a third East End location in Southampton scheduled to open shortly.



The Southampton Branch location was purchased in December 2021 and will offer a fully integrated banking experience with a drive-up window and 24-hour self-service ATM. The space will serve as a hub for East End business with offices in addition to retail banking space. The opening is planned for early 2022.

Beginning in 2020 we had 52 branches with average deposits per branch of \$60 million. At the end of 2021 we had 40 branches with average deposits per branch of \$83 million, a much more efficient model."

## **East End Real Estate** and **Business Markets**

The East End accounted for the most significant population gains in Suffolk County in the last 10 years.

32%

East Hampton Town increase<sup>1</sup>

21.6%

Southampton Town increase<sup>1</sup>

7.2%

Riverhead Town increase<sup>1</sup>

10.3%

Home Sales Price increase<sup>2</sup>

\$101,031

Suffolk County Median Household Income<sup>3</sup>

(National Average: \$51,758)

Business Growth Rate<sup>3</sup> (National Average: 7.5%)





Expansion to the East End provides access to a growing client base while capitalizing on the void in community banking created by industry consolidations in the marketplace.

As consolidation eliminates long-standing local banks in the East End market, we identified a need for a truly local, relationship-based community bank like First National Bank Ll. We are unique as the "last-standing" independent bank that opened on Long Island roughly a century ago. Combined with our history of consistently strong financial performance and outstanding customer service for consumers and businesses of all sizes, we plan to promote these competitive advantages.

## **New Channels Through Technology**

Supporting our lending teams and branches is our line of competitive digital products. In 2020 we began refocusing

<sup>&</sup>lt;sup>1</sup> Source: US Census Data <sup>2</sup> Source: OneKey MLS <sup>3</sup> Source: U.S. News and World Report

resources to continually improve our digital offerings. Last year I talked about upgrades for P2P payments, new technology to enhance customer flexibility in transferring funds and enhancements to our mobile app. Led by Chief Information Officer, Susanne Pheffer, we made further progress in 2021 including accepting residential mortgage applications online via an automated backend system to process these applications. Also implemented were an eSign solution, payee positive pay for our commercial cash management suite and our mobile banking now includes access to monthly statements. Adding this necessary functionality opens the Bank to "next generation" customers and expands our markets beyond our physical footprint. The management team actively pursues strategic partnerships with FinTechs to implement initiatives as well as consider technological advances. Our Board of Directors currently uses an ad hoc FinTech Committee to provide appropriate oversight of customer facing and back-office technology.

My 2020 letter also spoke to improving service charge income. After steadily increasing quarterly service charges on deposit accounts from approximately \$600,000 per quarter to approximately



Website enhancement has improved customer experience while adding to the efficiency of internal processes and controls. In addition, the online application process has opened up a new avenue for connecting with digital-first customers.

## **Digital** Channel **Utilization**<sup>1</sup>

**FirstMobile™** 

**17%** 

increase

**BillPay** 

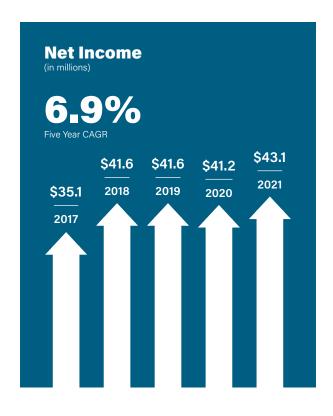
**28%** 

increase

**TransferNow** 

16%

increase



\$1 million per quarter, the pandemic pushed the number back to approximately \$700,000 per quarter and that number has remained consistent through year-end 2021. The excess liquidity in the economy resulting from numerous government stimulus programs has kept deposit balances high; thus, customers are meeting minimum balance requirements to cover service charges and keeping uncollected/overdraft activity down. Bringing uncollected/overdraft fees back to historical levels will likely be unattainable as the industry is moving to lower fees or even eliminating these types of service charges. Regardless of some setbacks on this initiative, we are making progress with our transition from our legacy trust and investment management business to a third-party retail investment program through LPL Financial branded as First Investments. The timing of starting this transition at the beginning of the pandemic has caused delays in hiring investment representatives and held up court approvals needed to transfer trusts. Our revenue has decreased during this transition, but we know this partnership is our best long-term avenue to grow this business.

### **A Brand Built on Extraordinary Service**

In 2020 we conducted market research and began the work needed to improve our name recognition and increase our brand exposure. Although the Bank is well recognized in many areas of Nassau and western Suffolk Counties, potential customers in several communities within our targeted markets did not recognize our prior long-standing branding. Led by our Chief Risk Officer, Janet Verneuille, and our more recently hired Director of Marketing and Public Relations, we are pleased with the progress made on this initiative over the past two years. The Bank is widely using the new logo and tagline in our advertising both print and digital. Our updated





Digital marketing efforts allow us to connect with customers actively searching for our products and services. The newly expanded social media strategy enhances brand exposure and provides targeted, continuous communication with our followers.

custom designed website and investor relations page are continually enhanced. We now communicate with customers through our "Let's Connect" links on the website, we added a First Investments webpage to promote our strategic partnership with LPL Financial, and we are active on LinkedIn, Facebook and Instagram platforms. Most of our branches proudly display our renewed branding, and all electronic platforms are updated. Our "Customer-First" branding is taking hold and the marketing department is formalizing marketing plans, a social media strategy, developing marketing materials for target markets, and using data analytics to deliver greater efficiencies across all marketing channels including targeted digital advertising programs. As we begin our 95th year in business, we will be promoting this milestone throughout the year and double down on our positioning of First National Bank LI as Long Island's true community bank with a distinguishing CommunityFirst volunteerism program.

Renovations of our leased space at 275 Broadhollow Road in Melville, N.Y. for a state-of-the-art branch and corporate office space are nearing completion and we expect to take occupancy beginning the first quarter of 2022. This space offers opportunities for collaboration allowing us to be even more nimble and innovative. Supporting our brand image is the signage at the Melville location that lights up the LIE and Route 110. Of course, our Bank's Main Office will remain in Glen Head, N.Y. where it all started 95 years ago in 1927.

As we begin our 95th year in business, we will double down on our positioning as Long Island's true community bank with a new CommunityFirst volunteerism program."

#### With Gratitude

I am sure everyone is tired of the pandemic. I know I am; however, I cannot thank our staff enough for their continued flexibility and customer dedication throughout the past two years. We have a special group of employees at First National Bank Ll, and I am very proud of them. To make the progress the Bank has made on our strategic initiatives over the past two years is due to their tremendous efforts under the most difficult

circumstances. They deliver on our service promise to our customers and to each other, and prove every day that when you Go First you Go Far.

## We have a special group of employees at First **National Bank LI, and I am** very proud of them."

Our Board of Directors are valuable partners in our success. They provide thoughtful oversight and continuing support for our initiatives. Our management team continues to excel in effort, dedication and outcomes. We thank new customers for joining us and existing customers for continuing to maintain their banking relationships with First National Bank LI. They all make our job rewarding.

To our shareholders, everything we do is focused on increasing shareholder value over the long-term.

Sincerely,

#### **Christopher Becker**

President and Chief Executive Officer





Above: Team members contribute to International Coastal Cleanup Day in partnership with The Coalition to Save Hempstead Harbor. Volunteers cleaned shorelines spanning Tappen Beach in Sea Cliff. This is one of many Bank community service initiatives that have a direct impact on the communities

Below: Join us for one of many 95th Anniversary client appreciation events throughout the year. The Garden City team is one of several branches to celebrate the anniversary of its opening date. Follow us on social media to explore upcoming events.



# How far we have come...



October 1, 1927 - The First National Bank of Glen Head opens for business in Glen Head

G. Thomas Powell named President

State-of-the-Art Teller Machines Installed

Tellers no longer make handwritten passbook entries



## **1960s**

#### **Northport and Greenvale**

Branches Open

Bank's first Data Processing Center Opens

Personal Loan Department Established Loan limits are between \$50 and \$1,000

> Auto Loans Introduced Finance charges 25% lower than competition, 24-month Terms



1950s

Robert S. Miller, first bank employee, named as Bank President

Roslyn Heights Branch Opens



## 1980s

First Commercial Banking Office Opens

First 24/hr ATM Introduced in Glen Head, among first on Long Island

The First of Long Island Corporation was formed. FLIC listed on NASDAQ; trading begins in 1987

Hicksville, Huntington and Rockville Centre Branches Open

## 2000

FirstNet Online Banking Launched - Business & Personal

FirstDeposit Remote Deposit Capture Introduced

Suffolk County Regional Office Opened in Hauppauge

Babylon, Bayville, Manhattan, Melville, Merrick, Port Jefferson and Smithtown Branches Open





Bank expands to the East End: Riverhead, East Hampton and Southampton

New Brand, Website and Tagline are launched: 1N. Go First. Go Far.™

LPL Financial Partnership Launches as First Investments

TransferNow External Transfers and First DebitLock integrated into FirstMobile App

Corporate Office Space Opens in Melville

Trust Department Introduced

**Lake Success and Woodbury** Branches Open

The First National Bank of Glen Head changes its name to The First National Bank of Long Island

## 1990s

Bank Introduces Home Equity Line of Credit and short-term, low-rate Residential Mortgages

Bank Website www.fnbli.com Launches

Bohemia, Garden City, Great Neck, Hauppauge, Locust Valley and Valley **Stream** Branches Open

Astoria, Bay Terrace, Bay Ridge, Cobble Hill, College Point, East Islip, East Meadow, East Setauket, Hewlett, Howard Beach, Lindenhurst, Manhasset, Massapequa, Patchogue, Sayville and Whitestone Branches Open

FirstMobile Smartphone App Launches, Mobile Deposit Introduced

Digital Channels Department is Established

## **Consolidated Balance Sheets**

December 31 (dollars in thousands)

	2021	2020
Assets:		
Cash and cash equivalents	\$ 43,675	\$ 211,182
Investment securities available-for-sale, at fair value	734,318	662,722
Loans:		
Commercial and industrial	90,386	100,015
SBA Paycheck Protection Program	30,534	139,487
Secured by real estate:		
Commercial mortgages	1,736,612	1,421,071
Residential mortgages	1,202,374	1,316,727
Home equity lines	44,139	54,005
Consumer and other	991	2,149
	3,105,036	3,033,454
Allowance for credit losses	(29,831)	(33,037)
	3,075,205	3,000,417
Restricted stock, at cost	21,524	20,814
Bank premises and equipment, net	37,523	38,830
Right-of-use asset - operating leases	8,438	12,212
Bank-owned life insurance	107,831	85,432
Pension plan assets, net	19,097	20,109
Deferred income tax benefit	3,987	1,375
Other assets	17,191	16,048
	\$ 4,068,789	\$ 4,069,141
Liabilities:		
Deposits:		
Checking	\$ 1,400,998	\$ 1,208,073
Savings, NOW and money market	1,685,410	1,679,161
Time	228,837	434,354
	3,315,245	3,321,588
Short-term borrowings	125,000	60,095
Long-term debt	186,322	246,002
Operating lease liability	11,259	13,046
Accrued expenses and other liabilities	17,151	21,292
	3,654,977	3,662,023
Stockholders' Equity:		
Common stock, par value \$.10 per share:		
Authorized, 80,000,000 shares;		
Issued and outstanding, 23,240,596 and 23,790,589 shares	2,324	2,379
Surplus	93,480	105,547
Retained earnings	320,321	295,622
	416,125	403,548
Accumulated other comprehensive income (loss), net of tax	(2,313)	3,570
	413,812	407,118
	\$ 4,068,789	\$ 4,069,141

## **Consolidated Statements of Income**

Year Ended December 31 (dollars in thousands, except per share data)

	2021	2020	2019
Interest and dividend income:			
Loans	\$ 106,266	\$ 109,492	\$ 117,171
Investment securities:			
Taxable	8,162	11,873	15,212
Nontaxable	8,531	9,851	11,467
	122,959	131,216	143,850
Interest expense:			
Savings, NOW and money market deposits	4,414	9,097	18,563
Time deposits	5,712	10,977	14,494
Short-term borrowings	1,427	1,574	3,261
Long-term debt	4,599	7,540	7,363
	16,152	29,188	43,681
Net interest income	106,807	102,028	100,169
Provision (credit) for credit losses	(2,573)	3,006	33
Net interest income after provision (credit) for credit losses	109,380	99,022	100,136
Noninterest income:			
Investment services income	1,222	2,180	2,010
Service charges on deposit accounts	2,925	2,962	3,214
Net gains on sales of securities	1,104	2,556	14
Other	7,323	6,388	5,373
	12,574	14,086	10,611
Noninterest expense:			
Salaries and employee benefits	39,753	37,288	37,111
Occupancy and equipment	15,338	12,370	11,904
Debt extinguishment	1,021	2,559	_
Other	12,535	11,364	11,949
	68,647	63,581	60,964
Income before income taxes	53,307	49,527	49,783
Income tax expense	10,218	8,324	8,228
Net income	\$ 43,089	\$ 41,203	\$ 41,555
Earnings per share:			
Basic	\$1.82	\$1.73	\$1.68
Diluted	\$1.81	\$1.72	\$1.67
Cash dividends declared per share	\$.78	\$.74	\$.70

### The First of Long **Island Corporation and The First National Bank** of Long Island

#### **Board of Directors**

#### **Christopher Becker**

President & Chief Executive Officer of The First National Bank of Long Island and The First of Long Island Corporation

#### **Paul T. Canarick**

President & Principal of 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 Thornton LLP

#### Louisa M. Ives

Managing Director of Chilton Trust

#### **Stephen V. Murphy**

President of S.V. Murphy & Co. (Investment Banking)

#### **Peter Quick**

Retired

#### **Denise Strain**

Retired Managing Director of Citigroup, Inc.

#### **Milbrey Rennie Taylor**

Retired Executive Producer of CBS News

#### Walter C. Teagle III

Chairman of

The First of Long Island Corporation and The First National Bank of Long Island

President of Teagle Management, Inc.

(Private Investment Firm)

Chairman Emeritus and Director of The Teagle Foundation, Inc.

#### **Eric J. Tveter**

Managing Member of ETC Ventures LLC and Director of Veloce Esports Limited

#### Officers

#### **Christopher Becker**

President & Chief Executive Officer of the Corporation and the Bank

#### **Executive Vice Presidents**

#### Tanweer S. Ansari, Esq

Internal Counsel & Chief Compliance Officer

#### **Christopher Hilton**

Chief Lending Officer

#### Donald L. Manfredonia

Senior Business Development Officer

#### Jav P. McConie, CPA

Chief Financial Officer, Treasurer of the Corporation and Cashier of the Bank

#### Richard P. Perro

Chief Retail Officer

#### **Susanne Pheffer**

Chief Information Officer

#### Michael J. Spolarich

Chief Credit Officer

#### Janet T. Verneuille, CPA

Chief Risk Officer

#### **Senior Vice Presidents**

#### William Aprigliano, CPA

First Senior Vice President Chief Accounting Officer

#### **Bruce Bradley**

Middle Market Banking

#### Dina M. Cascione, CPA

Loan Operations Manager

#### **Robert Colosa**

**Chief Auditor** 

#### **Margaret M. Curran-Rusch**

Suffolk Team Leader -Commercial Lending

#### **Jose Diaz**

Director of Digital & Retail Products

#### **Maria Doyle, CPA**

Controller

#### **Seamus Doyle**

South Fork Team Leader -Commercial Lending

#### **Brian Emigholz**

Nassau Team Leader -Commercial Lending

#### **John Fitzpatrick**

Senior CRE Lending Officer

#### **Rose Florio-Campanaro**

Retail Loan Portfolio Manager

#### **Thomas Ford**

Senior Relationship Manager

#### **Robert Grady**

Director of Middle Market Lending

#### **Kelly McCormack**

Credit Department Manager

#### Cathy C. O'Malley

Branch District Manager

#### **Richard O'Rourke**

**CRE Team Leader** 

#### Jane F. Reed

Senior Commercial Lending Officer

#### **Kenneth B. Ruland III**

Middle Market Banking

#### **Matthew Ruppert**

Senior Credit Officer

#### **Shannon Shakespeare**

Director of Human Resources

#### **Allison Stansfield**

**Branch Administration** 

#### **Thomas Sullivan**

Middle Market Banking

#### **Leonardo Tavera**

Corporate Planning Officer

#### **Antoinette Valente**

Branch District Manager

#### **Business Advisory Board**

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Partner

Albanese & Albanese LLP

#### **Richard Arote**

CEO

**ADE Systems** 

#### **Barry Berg, CPA**

Managing Partner

Nussbaum, Yates, Berg, Klein

& Wolpow LLP

#### Frank J. DellaFera

President & CEO

Fera Pharmaceuticals, LLC

#### **Bernard Esquenet**

CEO

The Ruhof Corporation

#### **Kevin J. Harding**

Partner

Harding and Burke, PLLC

#### **Carmine Inserra**

Executive Director Cushman & Wakefield

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Partner

Kiley, Kiley & Kiley, PLLC

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Principal

Owen Petersen & Co., LLP

#### **Susan Hirschfeld Mohr**

President

J.W. Hirschfeld Agency, Inc.

#### John G. Passarelli, M.D.

Managing Partner

Sight Medical Doctors, PLLC

#### **Arthur C. Schupbach**

Partner

Schupbach, Williams & Pavone LLP

#### **Frank Shahery**

Director of Marketing Convermat Corporation

#### **Lloyd Straus**

CEO

Anesthesia Business Group Retired President

NAPA

#### **H. Craig Treiber**

CEO

Treiber Family Enterprises

#### Sal J. Turano

President

Abstracts Incorporated

#### **Candy Udell**

President

London Jewelers

#### **Mark Udell**

CEO

London Jewelers

#### **Mark Wurzel**

President

Calico Cottage Inc.

#### **NASSAU COUNTY**

Bayville

**East Meadow** 

**Garden City** 

Glen Head

**Great Neck** 

Greenvale

Hewlett

<u>Hi</u>cksville

Lake Success

Locust Valley

Manhasset

Massapequa

Merrick

Rockville Centre

Roslyn Heights

Valley Stream

Woodbury

#### **BROOKLYN**

Bay Ridge Cobble Hill

#### **MANHATTAN**

232 Madison Avenue

#### **QUEENS**

Astoria

Bay Terrace

College Point

Howard Beach

Whitestone

#### SUFFOLK COUNTY

Babylon

Bohemia

**East Hampton** 

East Islip

**East Setauket** 

Hauppauge

Huntington

Lindenhurst

Melville

Northport

Patchogue

**Port Jefferson Station** 

Riverhead

Sayville

Smithtown

Southampton



#### **Corporate 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 & Trus Company 1 State Street, 30th Floor New York, New York 10004 (212) 509-4000