



# Dear Shareholder

2008 was a year of positive achievements for DNB Financial despite the challenges for the banking industry in general and the economy overall. While the Company's full financial performance is reported in our 10-K, we wanted to highlight some of the more significant elements.

We are proud of the fact that 2008 was a profitable year for the bank, as compared to the results reported by many other financial institutions. Commitment to fundamental banking spared us the massive losses and write-downs associated with the aggressive and irresponsible lending and investment practices of many large money centers and investment banks. There are significant differences between traditional community banks and Wall Street investment banks. Community banks like DNB First lend and invest in local communities and employ more prudent underwriting guidelines. We lend to local homeowners and business men and women. We help our customers save for their children's college educations and their own retirements. Our employees serve in volunteer and leadership roles in a variety of non-profit, civic, and service organizations.

Even though we have exercised good judgment and sound underwriting standards throughout the years, our borrowers have been affected by the current economic downturn. As a result, delinquent and non-performing assets increased during 2008. We made appropriate provisions to our loan loss reserve throughout 2008 and will continue to work with our customers during this difficult time. Further, attention to expense control over the past several years served us well as we have held our non-interest expense essentially flat while staffing two

new branches, making substantial improvements to others, and investing in technology to remain competitive in our markets. At every level, DNB First staff found new ways to reduce bank expenses while remaining committed to the quality of service our customers expect.

We have continued to make important investments in operational efficiencies and facilities, including much-needed renovations to our historic Main branch and headquarters building. These improvements were structurally necessary and essential to remain competitive in our market and meet customer expectations. The bank remains well capitalized and poised to continue its growth. The decision to reduce the quarterly dividend was, while difficult, the right decision. Our industry continues to confront uncertainty and a weakening economy. This move preserves capital to grow the bank and increase shareholder value.

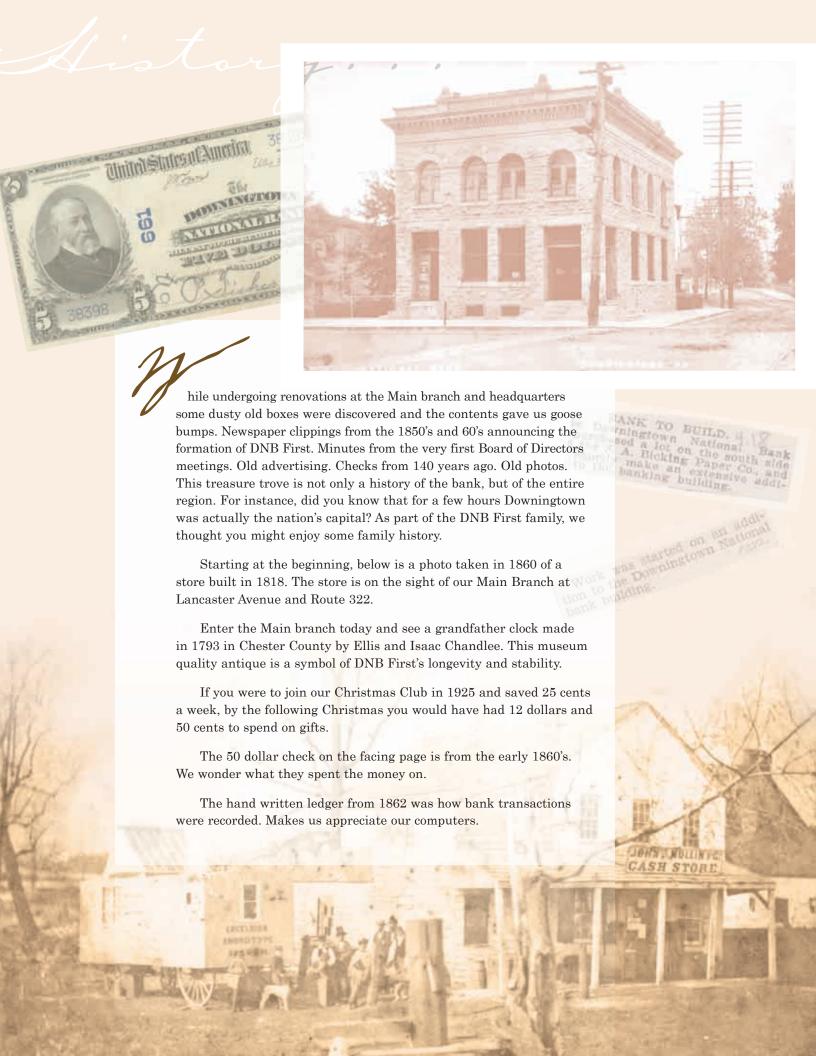
While we recognize the seriousness of the challenges facing us and the nation, we remind you that DNB has survived and thrived through previous economic cycles by remaining focused on our guiding principles. Continued involvement in our communities through leadership, service and financial support has earned us a reputation of consistency and reliability in both business and consumer markets. This commitment has been the cornerstone of our nearly 150 year history and will carry us through the current economic challenges. Now more than ever, DNB First is here to offer customers and prospects alike sound financial solutions for all their banking needs.

We thank you for your continued support.

William S. Latoff Chairman & CEO

William J. Hieb President & COO

2008 WAS A YEAR
OF POSITIVE
ACHIEVEMENTS
FOR DNB
FINANCIAL
CORPORATION





# DNB First was born in 1860...

2008 has been an economically challenging year for families, retailers, companies, and banks. To put it in perspective, since the bank's founding in 1860, the U.S. experienced thirteen recessions and depressions. Through every one DNB First was there providing its usual high level of service and helping customers weather the stormy times. When the good times returned, and they always did, your bank was solid and strong. As were relationships with our valued depositors. We look to the future with confidence and with optimism. Looking to the past we see that the history of the bank is intertwined with the history of the region and the country.

In **1860**, after five years of planning and effort, the bank was formed. Charles Downing is elected President and so is Abraham Lincoln.

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In **1863** the bank's capital increases to \$100,000 and the National Banking Act passes Congress.

In 1900 the bank purchases the lot on the corner of Lancaster and Brandywine Avenues and the population of the U.S. is 75 million.

In 1903 the new bank building is two years old and the first World Series is played.

1917 sees Thomas W. Downing as the new President of the bank and World War One ends.

By 1926 there are 31 banks in the County and DNB First holds the distinction of being the first.

Flash floods in 1942 cause a local disaster, the vaults in the concrete basement are flooded and World War Two is raging.

**1945** and the world rejoices as the war ends.

In **1952** the bank interior goes through extensive renovation and Dwight D. Eisenhower is running for President.

**1963** sees the second branch of the bank opening, and Martin Luther King Jr. delivers his I Have a Dream speech.

In 1974 the bank's Little Washington branch is opened and FDIC insurance raised to \$40,000.

1989 and two more branches built and the Hubble telescope is nearing completion and eventual launch.

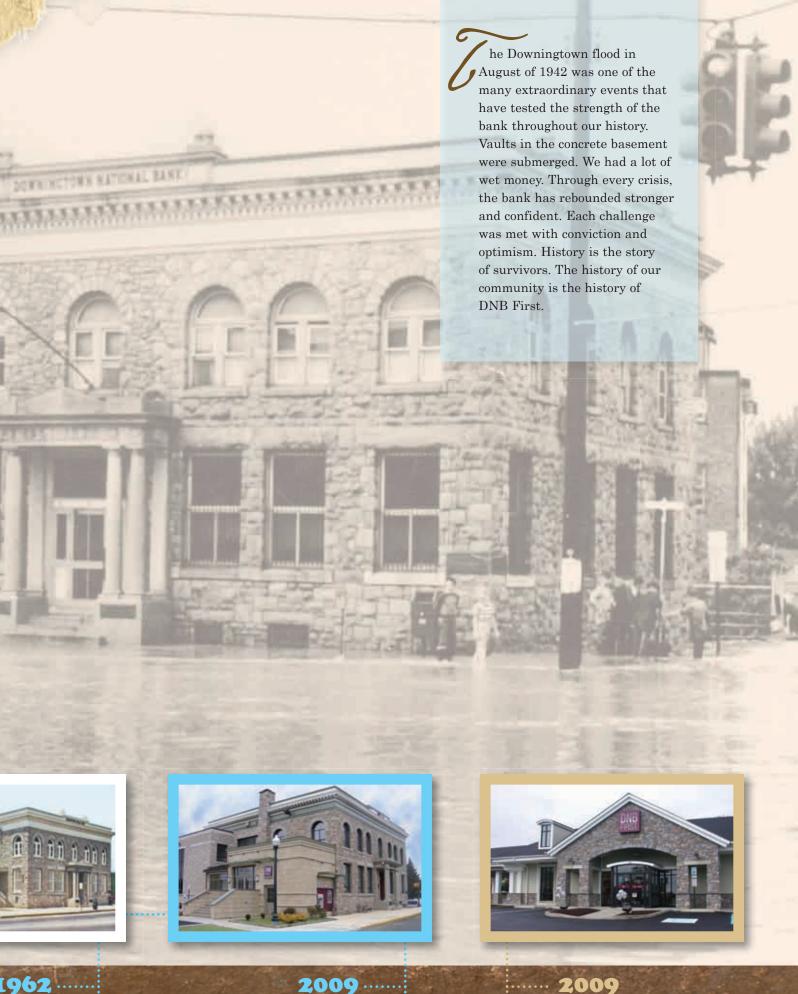
**1991** yet another branch opened.

**2007** and **2008** the bank opens two branches in Delaware County which includes the beautiful new Chadds Ford branch and the first African American President is elected.



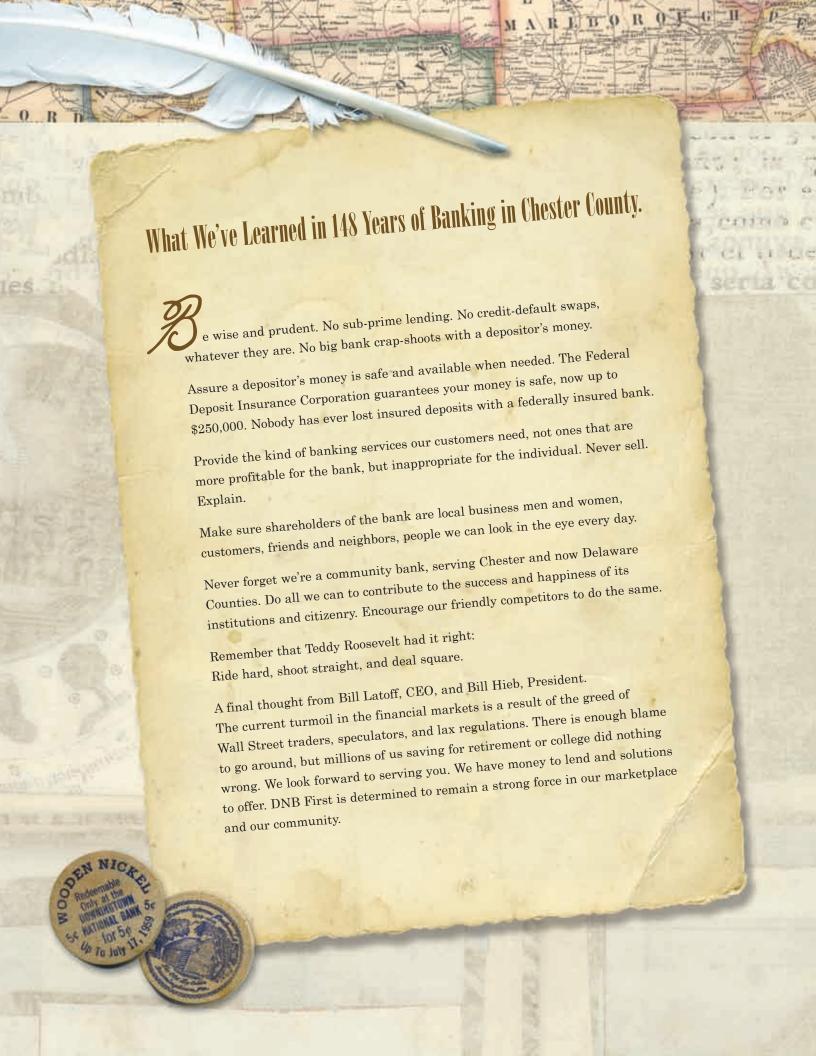






ain branch with w side entrance

Downingtown Main branch after enlargements and renovations Our 13th branch in Chadds Ford had its grand opening two years ago.





DNB First Board of Directors. Standing: Thomas A. Fillippo, Eli Silberman, William S. Latoff, James H. Thornton. Sitting: Mildred C. Joyner, James J. Koegel, William J. Hieb

# **Directors and Officers of DNB Financial Corporation**

Thomas A. Fillippo Director; President, Devault Foods

Mildred C. Joyner, Director; Professor, Director and Chairperson,

MSW, LCSW, BCD Undergraduate Social Work Department, West Chester University

James J. Koegel Director; President, Jones Motor Group, Inc.

Eli Silberman Director; President, TSG Inc., Marketing Consultants

James H. Thornton Director; Director of John Dempsey Hospital of the University of Connecticut

William S. Latoff Director; Chairman and Chief Executive Officer
William J. Hieb Director; President and Chief Operating Officer

Richard J. Hartmann Executive Vice President - Retail Banking and Marketing

Albert J. Melfi, Jr. Executive Vice President and Chief Lending Officer

Bruce E. Moroney Executive Vice President and Chief Accounting Officer

Gerald F. Sopp Executive Vice President, Chief Financial Officer and Secretary

Directors Emeritus. Robert J. Charles, I. Newton Evans, Jr., Vernon J. Jameson, Henry F. Thorne

Our first bank President, Charles Downing



Our Advisory Board consists of successful local business people. They offer additional perspective on the needs and significant concerns within our community. We are proud to have their involvement and input for guidance.

# **Advisory Board Members:**

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Relations, Crozer-Keystone Health System

President and CEO, Chester County Economic

Development Council

Partner, Pepper Hamilton, LLP

Attorney and Shareholder, Gawthrop Greenwood & Halsted



Management Team: William S. Latoff, Frank S. Monterosso, Richard J. Hartmann, William J. Hieb, Gerald F. Sopp, Albert J. Melfi, Jr., and Bruce E. Moroney

# **Executive Management Team and Officers of DNB First:**

William S. Latoff William J. Hieb

Richard J. Hartmann

Albert J. Melfi, Jr,

Bruce E. Moroney

Gerald F. Sopp

Thomas L. Cozza

C. Tomlinson Kline, III

Frank S. Monterosso

Stasia H. Whiteman

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President and Chief Operating Officer

Executive Vice President - Retail Banking

and Marketing

Executive Vice President and Chief Lending Officer

Executive Vice President and Chief Financial Officer

Executive Vice President and Secretary

Senior Vice President - Commercial Lending

Senior Vice President and Senior Credit Officer

Senior Vice President - Operations

Senior Vice President - Commercial Lending

Our appreciation to The Chester County Historical Society and the Downingtown Area Historical Society for providing the various historic images used. Portrait photography by Jim Graham Photography, LLC. Annual Report design by Lori Cooperstein, Innovations Graphic Design, Inc.



# **Branches**

#### Caln

1835 E. Lincoln Highway Coatesville, PA 19320 610.383.7562

### **Chadds Ford**

300 Oakland Road West Chester, PA 19382 610.361.8227

# Downingtown - East End

701 E. Lancaster Avenue Downingtown, PA 19335 610.269.3800

# Downingtown - Main

4 Brandywine Avenue Downingtown, PA 19335 610.269.1040

#### Extor

410 Exton Square Parkway Exton, PA 19341 610.363.7098

### **Kennett Square**

215 East Cypress Street Kennett Square, PA 19348 610.444.4350

## Lionville

891 N. Pottstown Pike Exton, PA 19341 610.363.7590

# Little Washington

104 Culbertson Run Road Downingtown, PA 19335 610.942.3666

# Ludwig's Corner

1030 N. Pottstown Pike Chester Springs, PA 19425 610.458.5100

### Media

200 E. State Street, Suite 208 Media, PA 19063 484.359.3653

### el Hai

1200 Tel Hai Circle Honey Brook, PA 19344 610.273.7233

### West Chester

2 N. Church Street West Chester, PA 19382 610.429.3030

# **West Goshen**

1115 West Chester Pike West Chester, PA 19380 610.429.5860

