



---

**2017 ANNUAL REVIEW**



# SHAREHOLDER INFORMATION

## Annual Meeting

The 2018 Annual Meeting of Shareholders for ACNB Corporation will be held on Tuesday, May 1, at 1:00 p.m. at the ACNB Corporation Operations Center, 100 V-Twin Drive, Gettysburg, PA. All proxy and other materials for the Annual Meeting are available at [acnb.com/acnb-corporation](http://acnb.com/acnb-corporation).

## Stock Listing

ACNB Corporation common stock is listed and traded on The NASDAQ Capital Market under the symbol ACNB.

## Annual Report on Form 10-K

A copy of ACNB Corporation's Annual Report on Form 10-K, as filed with the Securities and Exchange Commission, may be obtained, without charge, by contacting:

Lynda L. Glass  
Executive Vice President/  
Secretary & Chief Governance Officer  
ACNB Corporation  
P.O. Box 3129  
Gettysburg, PA 17325  
717.339.5085

The Annual Report and other Corporation reports are also filed electronically with the Securities and Exchange Commission and are accessible by the public on the Internet at [www.sec.gov/edgar.shtml](http://www.sec.gov/edgar.shtml).

## Transfer Agent, Registrar and Dividend Disbursing Agent

Computershare Shareholder Services  
P.O. Box 505000  
Louisville, KY 40233-5000  
[www.computershare.com/investor](http://www.computershare.com/investor)

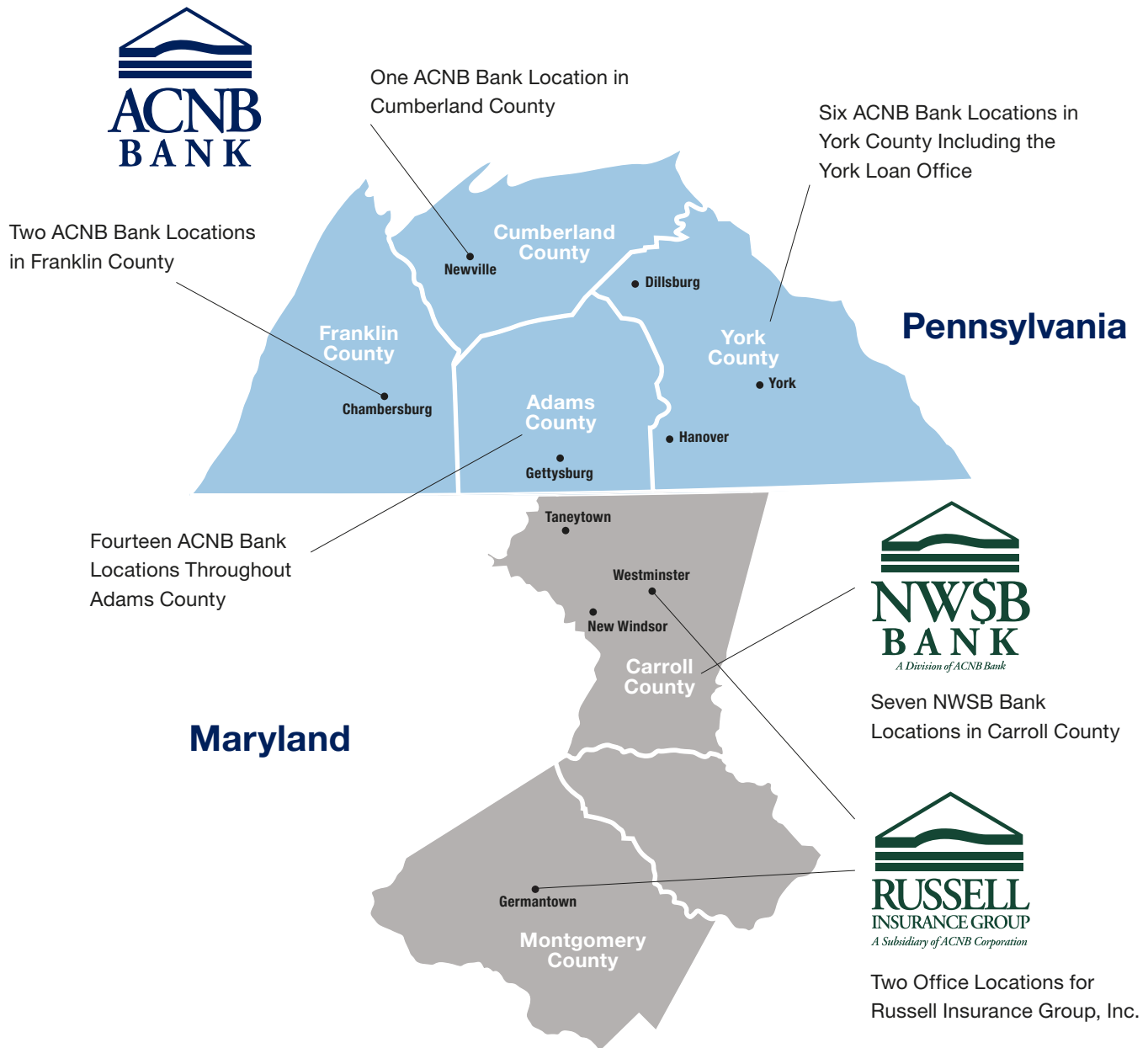
For shareholder inquiries or information regarding the ACNB Corporation Dividend Reinvestment and Stock Purchase Plan, call Computershare toll free at 1.800.368.5948.

# BUSINESS PROFILE & GEOGRAPHY

ACNB Corporation, headquartered in Gettysburg, PA, is the financial holding company for the wholly-owned subsidiaries of ACNB Bank, Gettysburg, PA, and Russell Insurance Group, Inc., Westminster, MD.

Originally founded in 1857, ACNB Bank serves its marketplace with banking and wealth management services, including trust and retail brokerage, via a network of 22 community banking offices located in the four southcentral Pennsylvania counties of Adams, Cumberland, Franklin and York. In addition, NWSB Bank, a division of ACNB Bank, serves its marketplace via a network of seven community banking offices located in Carroll County, MD.

Russell Insurance Group, Inc., the insurance subsidiary of ACNB Corporation, offers a broad range of commercial and personal insurance lines through licenses in 44 states. The full-service insurance agency has office locations in Westminster, Carroll County, MD, and Germantown, Montgomery County, MD.



# REPORT TO SHAREHOLDERS

The ACNB Corporation logo was introduced in 1987. After thirty years, it still stands for the fundamental organizational strengths of commitment, independence and community. In 2017, and as we enter 2018, the logo symbol now identifies new brands associated with growth and change at ACNB Corporation — all focused on the vision to be the independent financial services provider of choice in the core markets served by building relationships and finding solutions.

## Significant 2017 Accomplishments

The two primary challenges for ACNB Corporation in 2017 were closely intertwined. Both the executive management leadership transition and the acquisition and integration of New Windsor Bancorp, Inc. and New Windsor State Bank were accomplished successfully.

On May 5, 2017, Thomas A. Ritter retired with James P. Helt succeeding him as President & Chief Executive Officer of ACNB Corporation and Chief Executive Officer of ACNB Bank. This planned transition in leadership began with the promotion of Mr. Helt to President of ACNB Bank effective September 1, 2015, and continued with the announcement of Mr. Ritter's retirement on January 26, 2017.

Effective July 1, 2017, ACNB Corporation and its community banking subsidiary, ACNB Bank, completed the acquisition of New Windsor Bancorp, Inc. of Taneytown, Maryland, and its wholly-owned subsidiary, New Windsor State Bank. This merger transaction across the Mason-Dixon Line was announced on November 21, 2016. The acquisition resulted in strategic market expansion for ACNB Bank into the desirable northern Maryland market of Carroll County adjacent to the Bank's Pennsylvania footprint and in proximity to the Corporation's other wholly-owned subsidiary, Russell Insurance Group, Inc. ACNB Bank now operates in the Maryland market branded as NWSB Bank, A Division of ACNB Bank, with systems conversions completed in July 2017 so that all ACNB Bank customers can conduct business at any of the 29 community banking offices in Pennsylvania and Maryland.

These two significant accomplishments were only achieved due to the fortitude and determination of those key individuals providing the necessary support to advance the many action steps in a merger transaction, while simultaneously adapting during the management succession process.

## 2017 Financial Performance

ACNB Corporation recorded net income of \$9,788,000, or \$1.50 earnings per share, for the year ended December 31, 2017. This amount is a decrease from 2016 due to the one-time impacts of the expenses associated with the acquisition of New Windsor Bancorp, Inc. and the enactment of the Tax Cuts and Jobs Act on December 22, 2017. Without these nonrecurring items, net income for the year ended December 31, 2017, would have been \$14,498,000, or \$2.22 earnings per share, which represents a 30% increase over the results for the year ended December 31, 2016.

The nonrecurring expenses associated with the acquisition and integration of New Windsor Bancorp, Inc. incurred during 2017 amounted to \$3,010,000, net of the corresponding tax impact at the marginal tax rate. The second nonrecurring event that caused additional expense in 2017, but that will produce a subsequent immediate positive net income effect, was the Tax Cuts and Jobs Act. As a result of this comprehensive federal tax reform legislation which impacted many in the financial services industry, the Corporation's federal statutory corporate tax rate is reduced from 35% to 21% effective with the 2018 tax year; however, accounting standards required recognition in the form of a write-down in the Corporation's net tax deferred assets and other adjustments against 2017 net income. This one-time, noncash charge against 2017 net income was \$1,700,000 for ACNB Corporation.

The primary component of the Corporation's net income is net interest income, which is the income derived from the interest earned on loans and investments, less the interest paid on deposits and borrowings. Net interest income is impacted by changes in interest rates, the volume of interest earning assets and interest bearing liabilities, and the composition of these assets and liabilities. By its inherent nature, this income source is predominantly influenced by market interest rates, local economic conditions, stock market impacts, and competitive market dynamics.

During 2017, the Federal Reserve's Open Market Committee raised the Fed Funds Rate three times for a total of 75 basis points, following single 25 basis point increases in both 2015 and 2016 after the period of no interest rate changes during the recessionary economic environment beginning in 2008. Thus, there was also heightened pressure on the net interest margin during 2017. ACNB Corporation ended the year with a net interest margin of 3.51%, up from 3.35% at the end of 2016, which compares favorably with peers in the industry.

The Corporation's net interest income for the year ended December 31, 2017, was \$46,352,000—a rise of 27% over the year ended December 31, 2016. This substantial increase was a direct outcome of the acquisition in 2017. With only six months of combined operations, it is clear that the result is accretive to earnings and will contribute to the Corporation's ongoing financial growth and stability.

With contributions from the acquisition of New Windsor Bancorp, Inc., ACNB Corporation's total assets grew to \$1.6 billion at year-end 2017, up 32% from \$1.2 billion at December 31, 2016. Total deposits increased by 34% from the previous year-end to \$1.3 billion at December 31, 2017. And, total loans rose by 37% to \$1.2 billion, as compared to December 31, 2016. Organic growth, excluding the impact of the New Windsor Bancorp, Inc. acquisition, was 4% and 8% for deposits and loans, respectively, for the twelve months ended December 31, 2017.

### Shareholder Dividends & Equity

In 2017, ACNB Corporation furthered its long history of paying dividends to its shareholders. A cash dividend of \$0.20 per share was paid in each quarter of 2017. In total, \$5,233,000, or \$0.80 per share, was approved by the ACNB Corporation Board of Directors and paid to shareholders in 2017 for a dividend payout ratio of 54%.

Further, total stockholders' equity continues to grow and remains strong at \$153,966,000 as of December 31, 2017. Ongoing capital enhancement is fundamentally dependent upon sustained earnings growth.

The ACNB Corporation Dividend Reinvestment and Stock Purchase Plan offers registered shareholders the opportunity to purchase additional shares of the Corporation's common stock through the automatic reinvestment of cash dividends and voluntary cash payments on a quarterly basis. The benefit to the registered shareholders who elect to participate in the plan includes the convenience of the acquisition of additional shares of ACNB Corporation common stock, as well as the ability to do so without paying service fees or brokerage commissions.



## Our Vision

*To be the independent financial services provider of choice in the core markets served by building relationships and finding solutions.*

## Our Mission Statement

ACNB Corporation, the financial holding company for ACNB Bank and Russell Insurance Group, Inc., strives to serve the financial and insurance needs of consumers, businesses and other entities through the multiple delivery channels of these subsidiaries. In all of its endeavors, the Corporation seeks to maintain its strength and independence as a leader in the markets served. Our management is dedicated to maximizing long-term investment value to its shareholders by means of:

- Providing and marketing quality financial products and services designed to focus on the customer's objectives;
- Ensuring a productive, encouraging and growth-oriented work environment for staff members;
- Adopting and leveraging new technologies for the benefit of customer service, operational efficiencies, and/or competitive position;
- Managing human and capital resources for the dual purpose of effectively serving and satisfying customers' needs and enhancing the organization's profitability; and,
- Contributing to the economic vitality and overall well-being of the communities served by actively participating as a responsible and caring corporate citizen.

Fundamental to ACNB Corporation's performance is the commitment to integrity and compliance in business conduct, as well as the recognition that our business is one built upon relationships and trust.

Since the plan's introduction in January 2011, new shares of ACNB Corporation common stock, totaling 137,654 in number with plan investments of approximately \$2,800,000, have been issued to plan participants as a result of both dividend reinvestment and voluntary cash purchases, which continue to fortify the Corporation's equity position.

### **ACNB Bank**

In 2017, ACNB Corporation's subsidiary bank, ACNB Bank, founded and headquartered in Gettysburg, Pennsylvania, celebrated 160 years in serving its local communities. During this anniversary year, the Bank expanded its geographic footprint and there are now seven community banking offices branded as NWSB Bank, A Division of ACNB Bank, in Carroll County, Maryland. With these new office locations, ACNB Bank's network of 29 community banking offices spans five counties in southcentral Pennsylvania and northern Maryland. This long history reinforces the tradition and importance of the community banking model of reinvesting depositors' dollars in loans to others for the economic benefit of the shared community. There may be more ways in which to deliver banking services than there were in 1857; but, the basic concepts of serving customers' financial needs and building customer relationships are paramount to our longevity now and in the future.



One area of focus in 2017 in furthering the mission at ACNB Bank was the development of Agribusiness Lending. With experienced and knowledgeable staff dedicated to this function, the initiatives to enhance the Bank's presence in the agricultural sector resulted in an additional \$13,583,000

in originated loans at December 31, 2017, for a total of \$65,293,000 in loans to this industry as of the same date. These loans were made to finance the operations of crop farms, poultry hatcheries, orchards, dairy cattle and milk producers, livestock farms, and others involved in this important segment of the local economy.

As in the past, the growth of ACNB Bank's loan and deposit portfolios is key to the continued success of the organization. Competition in the banking industry, from both banks and nonbank entities, as well as in ACNB Bank's specific marketplace, is keen. Business development, asset quality, and capital strength are all fundamental to the Bank's day-to-day activities and contribute to the Bank's steadfast commitment to safety and soundness.



### **Wealth Management**

Effective January 1, 2018, ACNB Bank introduced the Wealth Management Division composed of Trust & Investment Services staff and Wealth Advisors. Trust & Investment Services staff provide fiduciary, estate, investment and related services to clients. Assets under administration totaled \$224,056,000 at December 31, 2017, an increase of 15% from December 31, 2016.

Through a third-party relationship, ACNB Bank now offers retail brokerage services, including non-deposit investment products, through the brands of ACNB Wealth Advisors and Windsor Wealth Advisors. This opportunity is an outcome of the New Windsor State Bank acquisition, resulting in an acquired portfolio of \$102,689,000 at December 31, 2017.

Total revenues from fiduciary, investment management and brokerage activities were \$2,012,000 for the twelve-month period ended December 31, 2017, an increase of 19% in comparison to the twelve-month period ended December 31, 2016, due to the retail brokerage activity subsequent to the acquisition as well as new Trust & Investment Services account development and a higher level of assets under administration.

### **Russell Insurance Group, Inc.**

Russell Insurance Group, Inc., the insurance subsidiary of ACNB Corporation, is a full-service insurance agency offering a broad range of property, casualty, and life and health insurance to both commercial and personal clients through licenses in 44 states. The agency is based in Westminster, Maryland, and also conducts business at a second office location in Germantown, Maryland.

Revenues from this subsidiary's commissions from insurance sales totaled \$5,024,000 for the year of 2017, as compared to \$4,822,000 for the year of 2016. The year-over-year increase of 4% is primarily the result of increased personal lines commission income and higher contingent commissions received by the agency in 2017.

### **The Board of Directors**

Effective with the close of the New Windsor Bancorp, Inc. acquisition, two directors from this organization were appointed to the Boards of Directors of ACNB Corporation and ACNB Bank to provide insight and guidance related to the Maryland market. Todd L. Herring and D. Arthur Seibel, Jr. joined the ACNB Corporation Board of Directors as a Class 1 Director and Class 2 Director, respectively. Both of these individuals have contributed to the ongoing business of ACNB Corporation, and are subject to election by the shareholders at the 2018 Annual Meeting of Shareholders.

### **In Closing**

The ACNB Corporation logo and brand identity was developed in 1987 with the intent to embody the elements of solidity representative of a sound financial institution, flexibility indicating the organization is people-oriented and not rigid, and a multidimensional quality showing organizational depth. At that time, as well as today, it reflects ACNB Corporation's traditional values and commitment to remaining independent.

This timeless focus is founded upon the true sense of community held by our Board of Directors and staff members. At ACNB Corporation, we strive to be the market leader in serving the financial and insurance needs of consumers, businesses, and other entities in our communities each business day. This responsibility, as an integral member of the local community, also entails providing meaningful job opportunities and giving back through volunteerism and community support.

As always, our endeavors at ACNB Corporation seek to ensure long-term value for you, our shareholders, through continued focus on our mission built upon the strengths of commitment, independence and community. Thank you for your investment in ACNB Corporation's future of promise and opportunities.

Sincerely,



**Frank Elsner, III**  
*Chairman of the Board*



**James P. Helt**  
*President & CEO*



**Lynda L. Glass**  
*Executive Vice President/  
Secretary & Chief Governance Officer*



**David W. Cathell**  
*Executive Vice President/  
Treasurer & Chief Financial Officer*

# FINANCIAL HIGHLIGHTS

For the Year	2017	2016	2015
Net interest income	\$46,352,000	\$36,566,000	\$35,606,000
Net income	9,788,000*	10,869,000	11,017,000
Cash dividends paid	5,233,000	4,840,000	4,820,000
Per Share Statistics			
Basic earnings	\$ 1.50	\$ 1.80	\$ 1.83
Cash dividends paid	0.80	0.80	0.80
Book value (year-end)	21.92	19.80	18.99
At Year-End			
Total assets	\$1,595,432,000	\$1,206,320,000	\$1,147,925,000
Total loans	1,244,170,000	907,910,000	852,960,000
Total deposits	1,298,492,000	967,621,000	912,980,000
Total stockholders' equity	153,966,000	120,061,000	114,715,000
Key Ratios			
Return on average assets	0.69%	0.93%	0.99%
Return on average equity	7.12%	9.17%	9.77%
Dividend payout	53.46%	44.53%	43.75%
Average stockholders' equity to average assets	9.69%	10.10%	10.10%

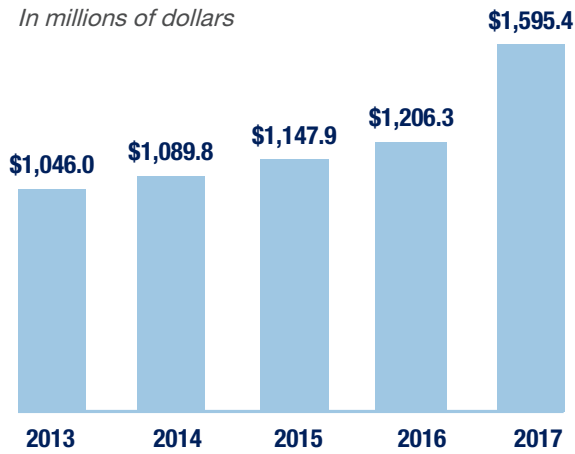
\* Without the nonrecurring expenses incurred as a result of the acquisition and integration of New Windsor Bancorp, Inc., net of the corresponding tax impact at the marginal tax rate, in the amount of \$3,010,000 and the one-time charge due to the Tax Cuts and Jobs Act in the amount of \$1,700,000, ACNB Corporation's net income for the year ended December 31, 2017, would have been \$14,498,000.



# FINANCIAL OVERVIEW

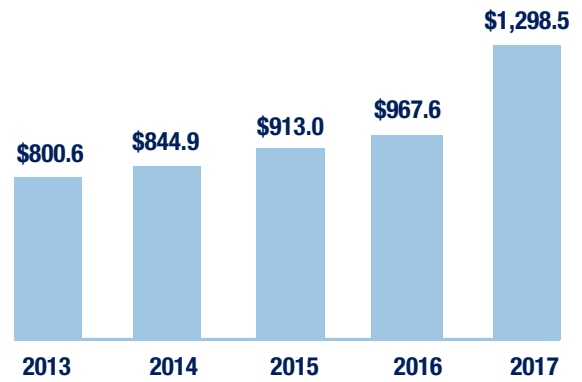
## Total Assets

In millions of dollars



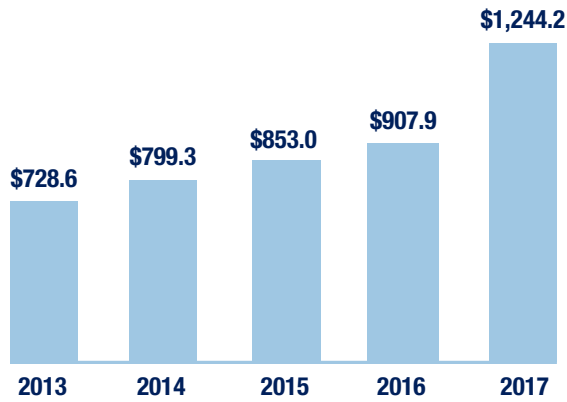
## Total Deposits

In millions of dollars



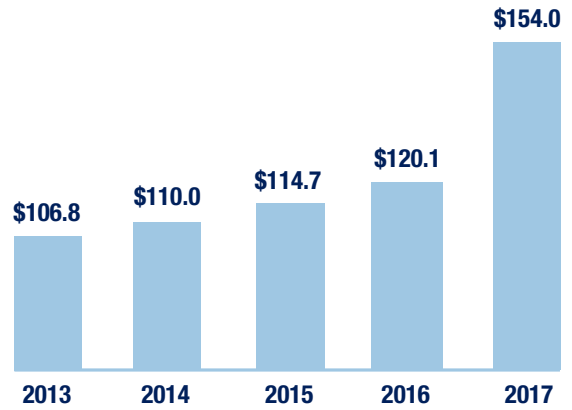
## Total Loans

In millions of dollars



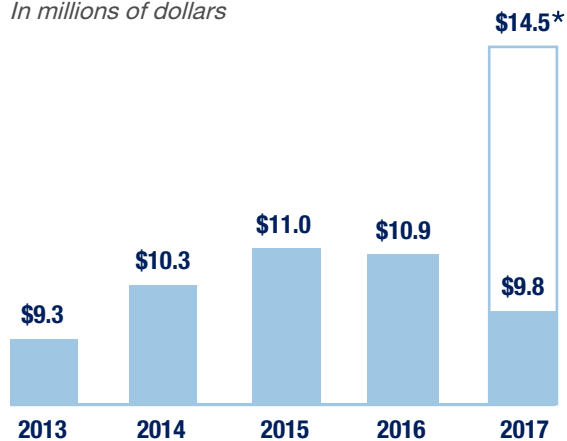
## Total Stockholders' Equity

In millions of dollars



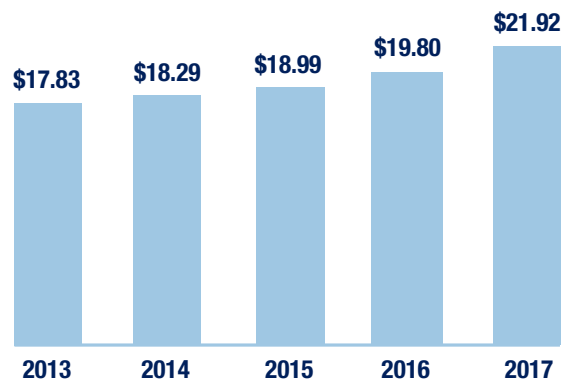
## Net Income

In millions of dollars



## Book Value Per Share

In dollars



# CONSOLIDATED STATEMENTS OF CONDITION

Dollars in thousands, except per share data

	December 31	
Assets	2017	2016
Cash and due from banks	\$ 19,304	\$ 13,796
Interest bearing deposits with banks	15,137	5,135
Total Cash and Cash Equivalents	34,441	18,931
Securities available for sale	159,051	142,990
Securities held to maturity (fair value \$44,549 in 2017 and \$55,425 in 2016)	44,829	55,568
Loans held for sale	1,736	1,770
Loans, net of allowance for loan losses (\$13,976 in 2017 and \$14,194 in 2016)	1,230,194	893,716
Premises and equipment	26,774	18,153
Restricted investment in bank stocks	4,773	4,349
Investment in bank-owned life insurance	44,935	40,742
Investments in low-income housing partnerships	2,446	2,899
Goodwill	19,580	6,308
Intangible assets	2,569	688
Foreclosed assets held for resale	436	256
Other assets	23,668	19,950
<b>TOTAL ASSETS</b>	<b>\$ 1,595,432</b>	<b>\$ 1,206,320</b>
Liabilities		
Deposits		
Non-interest bearing	\$ 279,413	\$ 180,593
Interest bearing	1,019,079	787,028
Total Deposits	1,298,492	967,621
Short-term borrowings	36,908	34,590
Long-term borrowings	94,600	74,250
Other liabilities	11,466	9,798
<b>TOTAL LIABILITIES</b>	<b>1,441,466</b>	<b>1,086,259</b>
Stockholders' Equity		
Preferred stock (par value \$2.50; 20,000,000 shares authorized; no shares outstanding)	—	—
Common stock (par value \$2.50; 20,000,000 shares authorized; 7,086,258 and 6,126,738 shares issued in 2017 and 2016, respectively; 7,023,658 and 6,064,138 shares outstanding in 2017 and 2016, respectively)	17,716	15,317
Treasury stock, at cost (62,600 shares in 2017 and 2016)	(728)	(728)
Additional paid-in capital	37,777	10,941
Retained earnings	106,293	100,555
Accumulated other comprehensive loss	(7,092)	(6,024)
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>153,966</b>	<b>120,061</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$ 1,595,432</b>	<b>\$ 1,206,320</b>

See the consolidated financial statements and accompanying notes presented in the Corporation's Annual Report on Form 10-K.

# CONSOLIDATED STATEMENTS OF INCOME

Dollars in thousands, except per share data

	Years Ended December 31		
	2017	2016	2015
<b>Interest Income</b>			
Loans, including fees	\$ 47,522	\$ 36,339	\$ 35,090
Securities			
Taxable	3,389	3,179	3,127
Tax-exempt	428	651	859
Dividends	252	212	301
Other	194	119	87
<b>TOTAL INTEREST INCOME</b>	<u>51,785</u>	<u>40,500</u>	<u>39,464</u>
<b>Interest Expense</b>			
Deposits	3,547	2,369	2,120
Short-term borrowings	83	51	47
Long-term borrowings	1,803	1,514	1,691
<b>TOTAL INTEREST EXPENSE</b>	<u>5,433</u>	<u>3,934</u>	<u>3,858</u>
<b>NET INTEREST INCOME</b>	<u>46,352</u>	<u>36,566</u>	<u>35,606</u>
<b>PROVISION FOR LOAN LOSSES</b>	<u>—</u>	<u>—</u>	<u>—</u>
<b>NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES</b>	<u>46,352</u>	<u>36,566</u>	<u>35,606</u>
<b>Other Income</b>			
Service charges on deposit accounts	2,940	2,369	2,308
Income from fiduciary, investment management and brokerage activities	2,012	1,684	1,589
Earnings on investment in bank-owned life insurance	1,075	1,100	1,100
Gains on sales or calls of securities	—	26	261
Gain on sales of premises and equipment	—	449	—
Service charges on ATM and debit card transactions	1,762	1,499	1,456
Commissions from insurance sales	5,024	4,822	4,634
Other	1,336	1,259	1,058
<b>TOTAL OTHER INCOME</b>	<u>14,149</u>	<u>13,208</u>	<u>12,406</u>
<b>Other Expenses</b>			
Salaries and employee benefits	24,654	22,200	20,932
Net occupancy	2,403	2,066	2,170
Equipment	3,757	3,046	3,007
Other tax	791	785	779
Professional services	1,134	852	844
Supplies and postage	731	646	639
Marketing and corporate relations	433	574	452
FDIC and regulatory	644	611	665
Merger-related expenses	4,728	472	—
Intangible assets amortization	537	345	336
Foreclosed real estate expenses	93	55	119
Other operating	4,174	3,485	3,291
<b>TOTAL OTHER EXPENSES</b>	<u>44,079</u>	<u>35,137</u>	<u>33,234</u>
<b>INCOME BEFORE INCOME TAXES</b>	<u>16,422</u>	<u>14,637</u>	<u>14,778</u>
<b>PROVISION FOR INCOME TAXES</b>	<u>6,634</u>	<u>3,768</u>	<u>3,761</u>
<b>NET INCOME</b>	<u>\$ 9,788</u>	<u>\$ 10,869</u>	<u>\$ 11,017</u>
<b>Per Share Data</b>			
Basic earnings	<u>\$1.50</u>	<u>\$1.80</u>	<u>\$1.83</u>
Cash dividends paid	<u>\$0.80</u>	<u>\$0.80</u>	<u>\$0.80</u>

# BOARDS OF DIRECTORS

## ACNB Corporation and ACNB Bank Boards of Directors

**Richard L. Alloway II**  
*Pennsylvania State Senator  
33rd State Senate District*

**Frank Elsner, III**  
*Owner & Managing Director  
ODT Global, LLC  
Chairman of the Board  
ACNB Corporation  
and ACNB Bank*

**James P. Helt**  
*President & Chief  
Executive Officer  
ACNB Corporation  
and ACNB Bank*

**Todd L. Herring**  
*Market Director  
Pivot Physical Therapy*

**Scott L. Kelley, Esquire**  
*Partner  
Barley Snyder LLP*

**James J. Lott**  
*President  
Bonnie Brae Fruit Farms, Inc.*

**Donna M. Newell**  
*President & Chief  
Executive Officer  
NTM Engineering, Inc.*

**J. Emmett Patterson**  
*Owner & President  
JDCS Enterprise &  
Fry Guy Corporation*

**Daniel W. Potts**  
*Partner  
IBM Banking & Insurance  
Consulting Practice*

**Thomas A. Ritter**  
*Retired President &  
Chief Executive Officer  
ACNB Corporation  
and ACNB Bank*

**Marian B. Schultz**  
*Retired Dean  
Shippensburg University*

**D. Arthur Seibel, Jr.**  
*Chief Operating Officer  
Springdale Preparatory School LLC*

**David L. Sites**  
*Owner  
Sites Realty Inc. and Realty  
Leasing & Management Co.*

**Alan J. Stock**  
*Retired Owner & President  
Eicholtz Company  
Vice Chairman  
ACNB Corporation  
and ACNB Bank*

**James E. Williams**  
*President  
C.E. Williams Sons, Inc.  
Managing Partner  
Frantz Plumbing*

## Russell Insurance Group, Inc. Board of Directors

**Thomas A. Ritter**  
*Chairman of the Board*

**Frank Elsner, III**  
*Vice Chairman*

**Lynda L. Glass**  
**James P. Helt**  
**Scott L. Kelley, Esquire**

**Daniel W. Potts**  
**Frank C. Russell, Jr.**

# OFFICERS

## ACNB Corporation

**Frank Elsner, III**  
*Chairman of the Board*

**James P. Helt**  
*President &  
Chief Executive Officer*

**Lynda L. Glass**  
*Executive Vice President/  
Secretary &  
Chief Governance Officer*

**David W. Cathell**  
*Executive Vice President/  
Treasurer &  
Chief Financial Officer*

## ACNB Bank

**Frank Elsner, III**  
*Chairman of the Board*

**Tom N. Rasmussen**  
*Executive Vice President/  
Market President*

**Kathy S. Hansel**  
*Senior Vice President/  
Principal Accounting Officer*

**Carl L. Ricker**  
*Senior Vice President/  
Residential Mortgage Lending  
Sales Manager*

**James P. Helt**  
*President & Chief Executive Officer*

**Douglas A. Seibel**  
*Executive Vice President/  
Chief Lending & Revenue Officer*

**Andrew P. Heck**  
*Senior Vice President/  
Regional Commercial  
Lending Manager*

**Lauren L. Shutt**  
*Senior Vice President/  
Risk Manager*

**David W. Cathell**  
*Executive Vice President/  
Treasurer &  
Chief Financial Officer*

**Thomas R. Stone**  
*Executive Vice President/  
Chief Community Banking Officer*

**Lisa A. Monthley**  
*Senior Vice President/  
Regional Sales Manager*

**Wayne A. Steinour**  
*Senior Vice President/  
Agribusiness Lending Manager*

**Lynda L. Glass**  
*Executive Vice President/  
Secretary and Chief Risk  
& Governance Officer*

**Mark P. Bernier**  
*Senior Vice President/  
Wealth Management Officer*

**Michelle N. Paulnock**  
*Senior Vice President/  
Information Systems Manager*

**Scott A. Yeager**  
*Senior Vice President/  
Consumer Lending Sales  
& Training Manager*

**Laurie A. Laub**  
*Executive Vice President/  
Chief Credit & Operations Officer*

**Sandra A. Deaner**  
*Senior Vice President/  
Human Resources Manager*

#### **First Vice Presidents**

---

**Karen B. Arthur  
Barry C. Dillman  
Scott E. Hartlaub**

**Kevin J. Hayes  
L. John Hicks  
Dennis R. Hollinger**

**Laura L. McCusker  
Cheryl A. McVay**

**Gary W. Rappoldt  
Merle J. Zehr**

#### **Vice Presidents**

---

**Brian T. Adair  
Daniel K. Baer  
Dawn M. Bornman  
Cara Lynn Clabaugh  
David W. Deaner  
Tiffany M. Faust  
Charlene L. Feuchtenberger  
Barbara D. Guise**

**Stephen C. Hawbaker  
Laura A. Histon  
Vickie L. Hoffheins  
Gary R. Holder  
Thomas A. Holmes  
Leslie R. Horn  
John E. Kashner  
Frank E. Koser II**

**Beth W. Lesko  
Gregory S. Liegey  
Thomas E. Long  
Donald C. McVay  
Celeste M. Miller  
Kenneth L. Miller  
Scott A. Miller  
Lauren J. Muzzy**

**Timothy H. Owings  
Jeffrey A. Pottorff  
Michael W. Rittase  
Patrick O. Sease  
Christine R. Settle  
James E. Showvaker  
Rhonda L. Winterstein  
Christina D. Ziser**

#### **Assistant Vice Presidents**

---

**Eric L. Alleman  
Susan L. Behm  
Tonya A. Boczek  
Amber R. Bowers  
Kevin L. Cook  
Andree V. Dennis  
Kellie J. Doherty  
Carolyn M. Dull**

**Heather D. Ebersole  
Kim D. Elmo  
Catherine L. Frattali  
Jacqueline A. Grasley  
Nancy L. Hamilton  
Grant J. Holub  
Ginny L. Huntsberry  
Holly A. Keffer**

**Douglas R. Lindsay  
Michael E. Lippy  
George F. Marguglio  
Julie A. Marshall  
Lauren E. McMullen  
Susan M. Saylor  
Sara M. Sciarretta  
Angela M. Sibert**

**Tammy J. Smarsh  
Lisa A. Smith  
Anthony A. Spangler  
Jeffrey B. Stambaugh  
Ruby L. Sullivan  
Brian C. Taylor  
Tia M. Williams  
Tracy L. Wolf**

#### **Russell Insurance Group, Inc.**

---

**Frank C. Russell, Jr.**  
*President &  
Chief Executive Officer*

**Daniel J. Coughlin**  
*Vice President*

**David W. Cathell**  
*Vice President & Treasurer*

**Lynda L. Glass**  
*Vice President & Secretary*

# OFFICE LOCATIONS

## ACNB Bank

---

### **Arendtsville**

Arendtsville Office  
101 Main Street  
Arendtsville, PA 17303

### **Bendersville**

Bendersville Office  
101 North Main Street  
Bendersville, PA 17306

### **Biglerville**

Biglerville Office  
3459 Biglerville Road  
Biglerville, PA 17307

### **Cashtown**

Franklin Township Drive-Up  
10 High Street  
Cashtown, PA 17310

### **Chambersburg**

Chambersburg Office  
850 Norland Avenue  
Chambersburg, PA 17201

Chambersburg Drive-Up  
915 Wayne Avenue  
Chambersburg, PA 17201

### **Dillsburg**

Dillsburg Office  
3 Tristan Drive  
Dillsburg, PA 17019

### **East Berlin**

East Berlin Office  
1677 Route 194 North  
East Berlin, PA 17316

### **Fairfield/Carroll Valley**

Fairfield/Carroll  
Valley Office  
4910 Fairfield Road  
Fairfield, PA 17320

### **Gettysburg**

Adams Commerce  
Center Drive-Up  
100 V-Twin Drive  
Gettysburg, PA 17325

Lincoln Square Office  
16 Lincoln Square  
Gettysburg, PA 17325

North Gettysburg Office  
675 Old Harrisburg Road  
Gettysburg, PA 17325

West Gettysburg Office  
545 West Middle Street  
Gettysburg, PA 17325

### **Hanover**

North Hanover Office  
1127 Eichelberger Street  
Hanover, PA 17331

South Hanover Office  
1801 Baltimore Pike  
Hanover, PA 17331

### **Littlestown**

Littlestown Office  
444 West King Street  
Littlestown, PA 17340

### **McSherrystown**

McSherrystown Office  
369 Main Street  
McSherrystown, PA 17344

### **New Oxford**

New Oxford Office  
318 Lincoln Way East  
New Oxford, PA 17350

### **Newville**

Newville Office  
39 Carlisle Road  
Newville, PA 17241

### **Spring Grove**

Spring Grove Office  
221 North Main Street  
Spring Grove, PA 17362

### **York**

South York Plaza Office  
201 Pauline Drive  
York, PA 17402

York Loan Office  
1601 South Queen Street  
York, PA 17403

### **York Springs**

York Springs Office  
202 Main Street  
York Springs, PA 17372

## NWSB Bank, A Division of ACNB Bank

---

### **Eldersburg**

Eldersburg Office  
1708 Liberty Road  
Eldersburg, MD 21784

### **Hampstead**

Hampstead Office  
2305 Hanover Pike  
Hampstead, MD 21074

### **Mt. Airy**

Mt. Airy Office  
1001 Twin Arch Road  
Mt. Airy, MD 21771

### **New Windsor**

New Windsor Office  
213 Main Street  
New Windsor, MD 21776

### **Westminster**

College Square Office  
444 WMC Drive  
Westminster, MD 21158

Market Place Office  
810 Market Street  
Westminster, MD 21157

### **Taneytown**

Taneytown Office  
222 East Baltimore Street  
Taneytown, MD 21787

## Russell Insurance Group, Inc.

---

### **Westminster Office**

2526 West Liberty Road  
Westminster, MD 21157

### **Germantown Office**

19500 Amaranth Drive, Suite C  
Germantown, MD 20874

# CONTACT INFORMATION

## ACNB Bank

acnb.com

Customer Contact Center  
Toll Free 1.888.334.ACNB (2262)

24-Hour Telephone Banking Line  
Toll Free 1.888.338.ACNB (2262)

## NWSB Bank

nwsbbank.com

Customer Contact Center  
Toll Free 1.844.822.NWSB (6972)

24-Hour Telephone Banking Line  
Toll Free 1.866.276.4979

## Russell Insurance Group, Inc.

riginsurance.com

Toll Free 1.800.289.4097

## Forward-Looking Statements

---

In addition to historical information, this document contains forward-looking statements. Examples of forward-looking statements include, but are not limited to, (a) projections or statements regarding future earnings, expenses, net interest income, other income, earnings or loss per share, asset mix and quality, growth prospects, capital structure, and other financial terms, (b) statements of plans and objectives of management or the Board of Directors, and (c) statements of assumptions, such as economic conditions in the Corporation's market areas. Such forward-looking statements can be identified by the use of forward-looking terminology such as "believes", "expects", "may", "intends", "will", "should", "anticipates", or the negative of any of the foregoing or other variations thereon or comparable terminology, or by discussion of strategy. Forward-looking statements are subject to certain risks and uncertainties such as local economic conditions, competitive factors, and regulatory limitations. Actual results may differ materially from those projected in the forward-looking statements. Such risks, uncertainties and other factors that could cause actual results and experience to differ from those projected include, but are not limited to, the following: the effects of governmental and fiscal policies, as well as legislative and regulatory changes; the effects of new laws and regulations, specifically the impact of the Tax Cuts and Jobs Act and the Dodd-Frank Wall Street Reform and Consumer Protection Act; impacts of the new capital and liquidity requirements of the Basel III standards; the effects of changes in accounting policies and practices, as may be adopted by the regulatory agencies, as well as the Financial Accounting Standards Board and other accounting standard setters; ineffectiveness of the business strategy due to changes in current or future market conditions; future actions or inactions of the United States government, including the effects of short- and long-term federal budget and tax negotiations and a failure to increase the government debt limit or a prolonged shutdown of the federal government; the effects of economic deterioration and the prolonged economic malaise on current customers, specifically the effect of the economy on loan customers' ability to repay loans; the effects of competition, and of changes in laws and regulations on competition, including industry consolidation and development of competing financial products and services; the risks of changes in interest rates on the level and composition of deposits, loan demand, and the values of loan collateral, securities, and interest rate protection agreements, as well as interest rate risks; difficulties in acquisitions and integrating and operating acquired business operations, including information technology difficulties; challenges in establishing and maintaining operations in new markets; the effects of technology changes; volatilities in the securities markets; the effect of general economic conditions and more specifically in the Corporation's market area; the failure of assumptions underlying the establishment of reserves for loan losses and estimations of values of collateral and various financial assets and liabilities; acts of war or terrorism; disruption of credit and equity markets; the ability to manage current levels of impaired assets; the loss of certain key officers; the ability to maintain the value and image of the Corporation's brand and protect the Corporation's intellectual property rights; continued relationships with major customers; and, potential impacts to the Corporation from continually evolving cybersecurity and other technological risks and attacks, including additional costs, reputational damage, regulatory penalties, and financial losses. We caution readers not to place undue reliance on these forward-looking statements. They only reflect management's analysis as of this date. The Corporation does not revise or update these forward-looking statements to reflect events or changed circumstances. Please carefully review the risk factors described in other documents the Corporation files from time to time with the Securities and Exchange Commission, including the Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q. Please also carefully review any Current Reports on Form 8-K filed by the Corporation with the Securities and Exchange Commission.



16 LINCOLN SQUARE | PO BOX 3129 | GETTYSBURG, PA 17325 | [ACNB.COM](http://ACNB.COM)