

## FINANCIAL HIGHLIGHTS

(Dollars in thousands, except per share data)	2023	2022	2021	2020	2019
SUMMARY OF OPERATIONS					
Interest income	\$56,988	\$46,413	\$42,048	\$ 39,567	\$ 38,527
Interest expense	27,872	8,913	5,148	6,360	10,243
Net interest income	29,116	37,500	36,900	33,207	28,284
(Credit) provision for loan losses	(217)	(264)	860	1,200	450
Net income	5,560	14,024	14,688	11,837	10,227
PER COMMON SHARE DATA					
Net income	\$0.91	\$2.35	\$2.49	\$ 2.03	\$ 1.77
Dividends	1.12	1.12	1.12	1.08	1.08
BALANCE SHEET DATA		"			
Total assets	\$1,415,870	\$1,329,194	\$1,320,350	\$1,179,047	\$1,007,226
Total securities	394,450	375,143	439,878	368,357	279,861
Net loans	904,153	850,195	744,161	712,677	640,727
Total deposits	980,439	993,499	1,077,969	937,488	761,628
Total stockholders' equity	121,615	120,386	148,555	144,242	128,752
PERFORMANCE RATIOS					
Return on average assets	0.42%	1.07%	1.15%	1.09%	1.02%
Return on average equity	4.55%	10.75%	9.93%	8.61%	8.17%
Dividend payout	121.90%	47.70%	45.05%	53.29%	61.08%
Average equity to average assets	9.22%	9.92%	11.57%	12.72%	12.42%

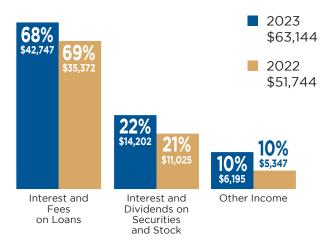
Dollars in thousands



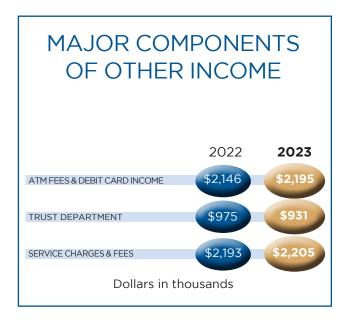
#### 2023 INITIATIVES AND COMMUNITY SUPPORT

- Opened our first full-service branch in the Lehigh Valley on March 30, 2023 at 1503 Linden Street, Bethlehem PA
- Grand opening ribbon cutting for our new Briar Creek branch was held in January 2023 as we relocated from an in-store branch to a larger suite within the same strip mall located at 55 Briar Creek Plaza, Berwick PA
- Launched a new and enhanced online banking platform providing many new and improved features as well as mobile banking for consumers and businesses.
- Expanded our deposit and loan product offerings providing innovative solutions.
- Continued to support more than 200 non-profit agencies throughout our markets with combined employee and Bank donations in excess of \$245,000

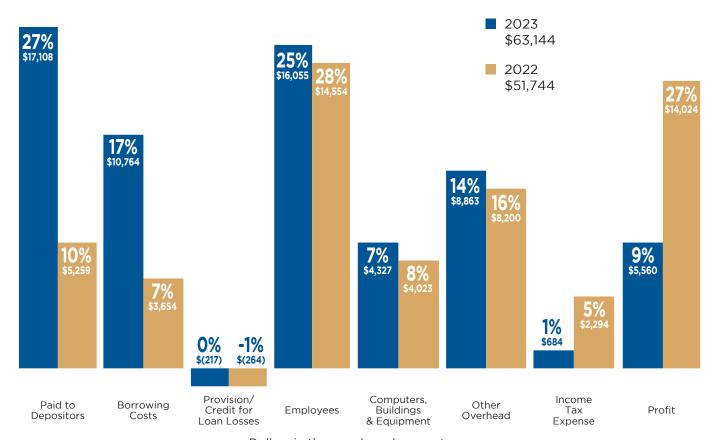
# How We Generated Income in 2023 vs 2022:



# INCOME STATEMENT IN GRAPHIC FORM



#### How We Used Our Income in 2023 vs 2022:



Dollars in thousands and percentages indicate ratio to total income

### TO OUR SHAREHOLDERS

#### 2023: A YEAR OF CHALLENGES, COMMITMENT TO COMMUNITY, AND CULTURE

2023 was truly a challenging year for the Banking industry as a whole as well as for your Bank, First Keystone Community Bank ("FKCB").

In early March 2023, the Banking industry as a whole encountered a significant challenge as two large banks failed: Silicon Valley Bank ("SVB") and Signature Bank, followed by First Republic Bank in May 2023. FKCB reacted immediately in March 2023 and published several articles in local newspapers, on social media and our website explaining the factors that differentiate First Keystone Community Bank from those that failed, including but not limited to our strong capital and liquidity positions, low deposit exposure to non-FDIC insured deposits, our commitment to our relationship-based business model which focuses on building long-term trust with our customers, and our dedication to small businesses and diverse industries within the communities we serve. We provided education and guidance regarding FDIC insurance to not only our depositors but to consumers throughout each of our markets.

Another challenge encountered in 2023 was short term rates. After two consecutive years of stagnant interest rates during COVID, the Federal Reserve raised rates seven times in 2022 for an aggregate increase of 4.25%, and while the pace of increased rates tapered in 2023, rates increased an additional four times for an aggregate increase of 1.00%. The total rates up adjustment of 5.25% in 17 months marked an unprecedented faster for longer adjustment to interest rates in more than 40 years.

As a result, our total interest expense more than doubled in 2023 compared to 2022 or by \$18,959,000 primarily due to more interest paid to depositors resulting from increased interest rates and an effort to retain and grow deposit relationships, and an increase in interest paid on short and long-term borrowings through the Federal Home Loan Bank due to increased amounts borrowed and rate. Although our interest income increased by \$10,575,000 to \$56,988,000 primarily due to growth in both volume and interest yields in our investment and loan portfolios, the increased interest income was not sufficient to completely overcome the challenges of increased deposit and borrowing expense. As a result, our net interest margin decreased from 3.19% in 2022 to 2.38% in 2023 and net interest income decreased by \$8,384,000.

Total assets increased to \$1,415,870,000 at December 31, 2023 compared to \$1,329,194,000 at December 31, 2022, an increase of 6.5%. Total debt securities available-for-sale increased \$19,524,000 or 5.2% to 392,968,000 as of December 31, 2023. Net loans increased in 2023 from \$850,195,000 to \$904,153.000, a 6.3% increase.

Overall, for the fiscal year ended December 31, 2023, First Keystone Corporation reported earnings of \$5,560,000, compared to \$14,024,000 for 2022, a decrease of \$8,464,000. Net income per share in 2023 was \$0.91 while dividends remained steady at \$1.12 per share for both 2022 and 2023.

In summary from a regulatory standpoint, the Bank remains well-capitalized and compares favorably to all regulatory ratios. The Corporation continued our tradition of paying shareholders dividends, as we have consistently since commencement of the Corporation in 1984.

For additional information on the Bank's financial performance, please see the Financial Highlights summary on page 1, along with the more detailed information below the Highlights, the Income Statement in Graphic Form on Page 2, and in our 2023 Form 10-K filing located on our website at firstkeystonecorp.fkc.bank.

#### **Community Support:**

We remain committed to connecting with each other and building a culture that benefits our employees, customers, communities, and shareholders. In 2023 our employees not only donated their personal funds totaling \$9,896, which in turn supported non-profit organizations throughout our communities. They also volunteered close to 1800 hours, outside of work hours. In addition, the bank supported more than 200 non-profit organizations by contributing over \$235,000 throughout our market footprint.

#### Culture: Education and Recognition:

Our Executive Management Team, pictured below, has 142 combined years of service in the banking industry, with experience ranging from frontline teller and customer service to commercial lending, accounting and finance, information technology, deposit operations, credit analysis and underwriting, and risk mitigation.

Throughout the organization, we are truly fortunate to have very dedicated and talented employees whose range of years in service reach to greater than 45 years. We recognize and celebrate their milestone anniversaries annually. Please see the back cover of this publication which recognizes some of our long-term employees.

While we recognize and appreciate the longevity of our employees' years of service, we are also cognizant of the challenges of the "retirement cliff." We believe in employee development and support our employees' education and career paths with a variety of resources including in-house and externally provided webinars on many pertinent subjects such as cyber-security, current compliance and regulatory topics, and professional development. We also support and encourage their attendance at a wide variety of seminars and schools.

In addition to supporting our employees' education, we also support the education of youth by sponsoring the PA Council on Financial Literacy Stock Market Challenge which offers students the opportunity to learn about personal finance and budgeting along with entrepreneurship skills that will help them thrive in the workforce and in life.

This year is an exciting year for our Bank as we look forward to celebrating our 160-year anniversary on September 21, 2024. From our humble beginnings in a 400 square foot building located in downtown Berwick, you have helped us prosper and grow, providing banking services to consumers and businesses through 19 full-service branches located in 5 counties and supporting an additional 11 contiguous counties.

As always, we thank and recognize our employees, officers, and board members for their continued outstanding efforts.

We also sincerely thank you for your unwavering support and confidence.

**Elaine A. Woodland**President and Chief Executive Officer

L-R: Jonathan Littlewood, Chief Lending Officer; Mark McDonald, Chief Credit Officer; Elaine A. Woodland, President & CEO; Diane C.A. Rosler, Chief Financial Officer; Chris Zlobik, Chief Banking Officer

# FIRST KEYSTONE COMMUNITY BANK 160 YEARS IN THE MAKING

On September 21, 1864, First Keystone Community Bank (FKCB) opened its doors as First National Bank of Berwick. The bank started with \$50,000 in capital and seven employees in its first home on East Front Street in Berwick. The  $16 \times 25$ -foot brick building saw the fledgling bank soon outgrow its original location.

Almost one hundred sixty years later, First National Bank of Berwick has become First Keystone Community Bank with 19 branches in five counties, 217 employees, and more than \$1 billion in assets. As we celebrate this milestone anniversary, we are proud to continue the core values and work ethic that grounded FKCB in that small building in 1864 to modern day as we continue to serve the many families and businesses in our communities.

FKCB has seen many changes and advancements over the past 160 years, but one thing remains constant--the dedication and service to the local people and businesses in the communities. We live, work, and grow alongside our customers and we are proud to be a strong community partner to ensure the vitality of the economy and help our local people and businesses thrive.

We are proud to support our local communities throughout the year with donations and sponsorships. In 2023, FKCB donated \$235,234 to local community and service organizations throughout our service area. Our employees showed their community support through Denim Days, which raised \$9,896 for 17 non-profit organizations, as well as volunteering 1,797 hours for local activities and events. Our branches also conducted drives for books, toys, food, etc. because helping these local organizations assists our friends, our families, and our neighbors.

This past year, FKCB saw the evolution of the bank's services with two new branch locations. After 24 years located in the Giant Store, our Briar Creek branch hosted a Grand Opening in January 2023 for its new standalone location at the Briar Creek Shopping Center. This new location provides customers with a more conducive banking atmosphere and allows Briar Creek to serve as a training center for our front-line employees.

We expanded our footprint in Northampton County by transitioning our Loan Production Office into a new, full-service branch located on Linden Street in Bethlehem, allowing us to better assist our customers with their day-to-day transactions and offer our full line of products and services.

FKCB also saw many advancements on the digital side this year that benefited both our customers and our internal operations. We are excited to have implemented the launch of our new digital banking platform for online and mobile banking. This launch brought with it many new features, such as a budgeting component, credit score monitoring, and the ability for our business customers to access our mobile banking platform.

We also expanded our product line with two new checking account options and a new mortgage program. Our Keystone First checking account is geared towards youth ages 13-17, providing them with a transactional account and their first VISA® debit card. The account is designed to teach financial responsibility and account management. Our Keystone Bank On checking account is an innovative product designed to introduce safe, reliable banking to people in our community who currently do not utilize a bank and/or banking services. The Turn Key Loan Program is a flexible loan program that offers a low down payment option, making homeownership a viable possibility for many consumers.

Looking forward, our customers will see advancements in our services such as our new online account opening platform that allows customers to open accounts from virtually anywhere with a computer or mobile device, making banking easy and convenient.

We are upgrading and replacing our ATMs with newer models to provide greater speed and efficiency. And we will be launching our new contactless debit card giving customers access to their funds with a tap of the card.

We continue our dedication to financial education with our financial literacy programs and fraud education. FKCB continues to recognize the importance of learning the basics of banking at an early age with skills like balancing a checkbook and managing a savings account.

Speaking of fraud education, we continue to fight back against fraudsters and scammers by increasing the awareness of our customers. We have introduced a quarterly fraud newsletter to keep customers up to date on current scams and fraudulent activity so they can protect themselves.

We realize that our employees are our best asset, and we are looking forward in 2024 to providing them enhanced training opportunities. Our goal is to prepare our employees for success by giving them the resources needed to excel in their positions. Providing our employees with the tools to deliver first-rate service to our customers is an investment in ourselves and our communities. We are investing in upgrades to our information technology system and frontline equipment that will provide them with the latest technological systems and help our employees provide more efficient service to our customers.

First Keystone Community Bank is defined by its motto, "Yesterday's Tradition. Tomorrow's Vision." For nearly 160 years, we have been your community bank that understands your needs, your visions, and your goals. We have stood beside you as you grew and evolved, bought your first home, started a family, and planned your retirement, and we intend to be here for generations to come. First Keystone Community Bank is your destination for "Local banking for the community we all call home."





## FIRST KEYSTONE CORPORATION BOARD OF DIRECTORS



NANCY J. MARR President Emerita, Marr Development Inc.

MICHAEL L. JEZEWSKI President & Owner Delta Electrical Systems, Inc.

WILLIAM E. RINEHART President & Owner Gray Chrysler Dodge Jeep Ram and Grey Chevrolet

ELAINE A. WOODLAND President & Chief Executive Officer First Keystone Community Bank

JOHN E. ARNDT, *VICE CHAIRMAN* Owner Arndt Insurance Agency

D. MATTHEW BOWER President Don E. Bower, Inc.

WHITNEY B. HOLLOWAY

Business Manager Millville Area School District

#### DAVID R. SARACINO, SECRETARY Retired Vice President & CFO First Keystone Community Bank

ROBERT A. BULL, CHAIRMAN Attorney Bull & Bull LLC

#### **DIRECTOR EMERITI-**



DR. JOSEPH B. CONAHAN, JR



JEROME F. FABIAN



JOHN G. GERLACH

ROBERT A. BULL Chairman

DIANE C.A. ROSLER Chief Financial Officer/Treasurer ELAINE A. WOODLAND
President & Chief Executive Officer

DAVID R. SARACINO Secretary JOHN E. ARNDT Vice Chairman

CHERYL L. WYNINGS Assistant Secretary

### FIRST KEYSTONE COMMUNITY BANK OFFICERS\*

**ROBERT A. BULL** Chairman of the Board JOHN E. ARNDT Vice Chairman

DAVID R. SARACINO

Secretary

**EXECUTIVE OFFICERS** 

**ELAINE A. WOODLAND** President

Chief Executive Officer

JONATHAN LITTLEWOOD

Senior Vice President Chief Lending Officer

MARK J. MCDONALD

Senior Vice President Chief Credit Officer

DIANE C.A. ROSLER

Senior Vice President Chief Financial Officer & Cashier CHRISTOPHER ZLOBIK

Senior Vice President Chief Banking Officer

OFFICERS -

SENIOR VICE PRESIDENT

JUNE GEORGE Branch Administrator

VICE PRESIDENT

JODI L. ALLEY Loan Operations Manager

STACIA L. ARNAUD Commercial Services Officer III

SANDRA L. COLE

Community Office Manager II

JOHN A. DOUGHERTY

Community Office Manager II

LAUREN E. DUANE

Business Services Manager

JEFFREY GILBERT

Commercial Services Officer III

BRENDA L. GRASLEY

Consumer Loan Manager

LEE A. HESS

Loan Review Officer & Security Officer

JASON P. HOLLOWAY

Commercial Services Officer III

ASSISTANT VICE PRESIDENT

TIFFANY L. BIENKOWSKI Commercial Services Officer I

**BRANDON BROWN** 

Commercial Services Officer I

LEVI E. DILTZ

Compliance Administrator/ISO

MELANIE A. FISHER

Credit Analyst II

YOLANDA FRANCIS

Regional Branch Administrator/

Training Specialist

ASSISTANT CASHIER/OFFICER

DAWN BETTINGER

Commercial Loan Documentation

Specialist I

MEGAN R. BOONE Electronic/Deposit Clerk

SHANE A. DAVIS

Accountant II & Systems Administrator

NICOLE DIETTERICK

Community Office Manager I

**GEOVANY ELIAS** 

Commercial Services Officer

LYDIA FATULA

Credit Intake/Doc Prep Specialist

LAUREL FIDRICK

Project & Implementations Coordinator

JENNIFER GROBLEWSKI

Community Office Manager I

REBECCA A. HOOPER

Senior Trust Officer

AMANDA D. JARSKI

Compliance Officer

KATHLEEN M. JARSKI

Regional Branch Manager

DONNA J. KEEFER

Deposit Operations Manager

BRIAN M. KLINEFELTER

Credit Department Manager

CINDY LAIDACKER

HR Manager

SARAH MANEVAL

Commercial Services Officer III

KRISTI A. MCCLINTOCK

Commercial Loan Document Specialist II

THOMAS J. MCGRATH III

Commercial Services Officer II

RYAN NAGLE

IT Manager

STACY L. GORDNER

Accounting Manager

HERBERT H. HARMON, JR.

Senior Facilities Manager

RACHEL JENNINGS

Post-Closing Document Specialist

STEVEN M. KOTCH

Loan Workout Officer

MARTIN B. LEANDRI

Financial Consultant/Trust Officer

**CURTIS SNOWDEN** 

Trust Officer

Assistant Secretary

KAREN HENRICKSON Electronic/Deposit Processing Clerk

LILIANA HENRICKSON

Keystone Banker III

**JOAN HENRY** 

Loan Operations Supervisor

JACKSON JAFFIN

Credit Analyst II

JUSTINE KISHBAUGH

Loan Operations Specialist

**ALEX KLINGER** 

Accountant I/Loan Data Specialist

MICHELLE E. KOZAK

HR Specialist

ANGELA A. MACKERT Community Office Manager I

CHRISTOPHER MATTHEWS Commercial Services Officer I

KEVIN M. KRIEGER

Compliance Officer & CRA Officer

LAURIE J. NUDO

Regional Branch Administrator

**THOMAS POPKO** 

Commercial Services Officer

MICHAEL C. SANTIAGO

Commercial Services Officer

& Sr. Market Manager

**JOHN SERAFIN** Commercial Services Officer III

FRANCES I. SEWARD

Regional Branch Administrator

KIMBERLY S. SHINER

Community Office Manager II

NATALIE J. STACKHOUSE

Controller LEIGHTON B. WALSH

Mortgage Services Manager

**BONNIE NEVEL** 

Deposit Processing Supervisor

SHERRI A. SITLER

Deposit Review Officer

Commercial Services Officer I

CINDY L. THORNE

CHERYL L. WYNINGS

Executive Administrative Assistant/

KATHRYN MCNEAL

Mortgage Loan Underwriter/Processor ASHLEY M. MILLOWAY

Mortgage Loan Consultant I

KIM R. MURREN

Community Office Manager I TINA L. ROTH

IRA/HSA Specialist

TERESA STERNER

Marketing Manager

**ELIZABETH THOMAS** Consumer Loan Underwriter/Processor

JESSICA THORNE Accountant II/Purchasing Agent

DYLAN WOODARD

Systems Engineer/Asst. IT Manager

\*Officers as of December 31, 2023

### CORPORATE INFORMATION

#### THE CORPORATION

First Keystone Corporation is a bank holding company incorporated under the Pennsylvania Business Corporation Laws. Its assets consist primarily of the assets of its wholly-owned subsidiary, First Keystone Community Bank.

First Keystone Community Bank serves Columbia, Montour, Luzerne, Monroe, Northampton and Lehigh Counties. The Bank engages in general banking business and also provides fiduciary services.

#### **CORPORATE HEADQUARTERS**

First Keystone Corporation 111 West Front Street Berwick, PA 18603 Telephone: 570-752-3671

Fax: 570-752-4022

#### NOTICE OF ANNUAL MEETING

The 2024 Annual Meeting of Shareholders will be held at 10:00 a.m., Eastern Daylight Time, on Thursday, May 30, 2024 at:

Berwick Golf Club 473 Martzville Road Berwick, PA 18603

#### ANNUAL REPORT ON FORM 10-K

The Annual Report on Form 10-K as filed with the Securities and Exchange Commission may be obtained, without charge, by contacting:

Cheryl Wynings Investor Relations P.O. Box 289 Berwick, PA 18603

Telephone: 1-888-759-2266, extension 1175 Locally: 570-752-3671, extension 1175

#### TRANSFER AGENT AND REGISTRAR

To change or transfer registration of your stock, report a lost certificate, or other related inquiries, please contact our transfer agent at:

Equiniti Trust Company, LLC 48 Wall Street, Floor 23 New York, NY 10005 1-800-937-5449 helpast@equiniti.com

#### **DIRECT DEPOSIT**

Shareholders may have their cash dividends deposited directly into the account of their choice at any banking institution, with no charge. Additional information and enrollment materials for direct deposit can be obtained by calling 1-800-937-5449.

#### **DIVIDEND REINVESTMENT**

The Plan, open to residents of Pennsylvania, provides the opportunity to have dividends automatically reinvested into First Keystone Corporation stock. Participants in the Plan may also elect to make cash contributions to purchase additional shares of common stock. For information regarding the Plan, contact the Plan Administrator at:

Equiniti Trust Company, LLC Plan Administration Department Wall Street Station P.O.Box 922 New York, NY 10269-0560

1-800-937-5449 helpast@equiniti.com

#### **INVESTOR INFORMATION**

Information regarding First Keystone Corporation is available online at firstkeystonecorp.fkc.bank. The website also includes additional information of interest to shareholders such as: historical stock prices, dividend declarations, press releases and governance documents.

Requests for information or assistance regarding the corporation should be directed to Shareholder Relations at

1-888-759-2266, extension 1175 Locally: 570-752-3671, extension 1175

#### STOCK LISTING

First Keystone Corporation common stock is traded on OTC Pink under the symbol "FKYS".

#### STOCK PURCHASE INQUIRIES

The following brokerage firms make a market in First Keystone Corporation common stock:

RBC Dain Rauscher, 800-223-4207 Janney Montgomery Scott LLC, 800-526-6397 Stifel Nicholaus & Co. Inc., 800-679-5446 Boenning & Scattergood, Inc., 800-883-1212

#### INDEPENDENT PUBLIC ACCOUNTANTS

Baker Tilly US, LLP 99 Wood Avenue South, Suite 801 Iselin, NJ 08830-2734 Telephone: 848-467-3909



#### **MAIN OFFICE**

111 West Front Street Berwick, PA 18603 570-752-3671

#### **NESCOPECK OFFICE**

437 West Third Street Nescopeck, PA 18635 570-759-2767

#### SALEM TOWNSHIP OFFICE

400 Fowler Avenue Berwick, PA 18603 570-759-2628

#### FREAS AVENUE OFFICE

701 Freas Avenue Berwick, PA 18603 570-752-1244

#### SCOTT TOWNSHIP OFFICE

2301 Columbia Boulevard Bloomsburg, PA 17815 570-784-0354

#### MIFFLINVILLE OFFICE

133 West Third Street Mifflinville, PA 18631 570-752-5750

#### HANOVER TOWNSHIP OFFICE

1540 Sans Souci Highway Hanover Township, PA 18706 570-825-7352

#### DANVILLE OFFICE

1049 Bloom Road Danville, PA 17821 570-275-8000

#### **BRIAR CREEK OFFICE**

55 Briar Creek Plaza Berwick, PA 18603 570-802-0541

#### KINGSTON OFFICE

299 Wyoming Avenue Kingston, PA 18704 570-718-1110

#### STROUDSBURG OFFICE

559 Main Street Stroudsburg, PA 18360 570-424-9700

#### MOUNTAINHOME OFFICE

1154 Route 390 Cresco, PA 18326 570-595-9700

#### **BRODHEADSVILLE OFFICE**

2022 Route 209 Brodheadsville, PA 18322 570-402-2008

#### **SWIFTWATER OFFICE**

2070 Route 611 Swiftwater, PA 18370 570-839-7880

#### MOUNTAIN TOP OFFICE

18 North Mountain Boulevard Mountain Top, PA 18707 570-715-0720

#### PLYMOUTH OFFICE

463 West Main Street Plymouth, PA 18651 570-719-1400

#### **DALLAS OFFICE**

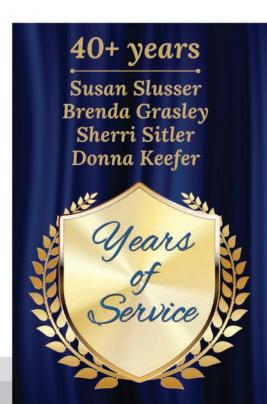
2325 Memorial Highway Dallas, PA 18612 570-674-1030

#### SHICKSHINNY OFFICE

107 South Main Street Shickshinny, PA 18655 570-542-6060

#### **BETHLEHEM OFFICE**

1503 Linden Street Bethlehem, PA 18017 610-419-1412



# 30-39 years

Pamela Wolford Sandy Cole Lee Hess Kim Shiner Cheryl Wynings Jodi Alley Fran Seward Diane Rosler Tina Roth Bonnie Nevel

# 20-29 years

Alisha Kishbaugh Cynthia Brannon Justine Kishbaugh Rebecca Hooper Sara Talanca Kristi McClintock Bethany Tonkinson Diane Ruhmel Steve Kotch Karen Henrickson Cindy Shultz Elaine Woodland June George Megan Boone Ruthann Belles Herb Harmon

# Yesterday's Traditions. Tomorrows Vision.



