



Ballston Spa National Bank

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NEWS RELEASE

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For Immediate Release

BSNB Announces Plans to Open New Office in Latham

BALLSTON SPA, N.Y. – March 11, 2015 — For more than 175 years, consumers and businesses throughout the Capital Region have counted on Ballston Spa National Bank for high quality consumer and business banking products and services. BSNB is now proud to announce plans to expand its footprint into Albany County with a new branch office to be located at 1207 Troy Schenectady Road, Latham. The Saratoga County based bank will lease space from First Columbia in a newly announced mixed-use building at Riverhill Center, an office park located just east of the Niskayuna town line. BSNB currently operates ten branches in Saratoga County and reported assets of more than \$400 million as of September 30, 2014.

Pending federal approval of the new location, the full service branch will feature efficient, state of the art commercial banking services and is expected to open this spring. The branch will have multiple ATM lanes in addition to the exemplary lobby services and highly experienced staff that BSNB patrons are accustomed to. One ATM will be designated for fast cash dispensing, while a second lane will also provide the ability to deposit cash and checks. The branch will feature a modern design and contemporary appeal, with flexible meeting spaces providing customers with access to the bank's commercial banking, mortgage lending, and trust and investment experts. For customers wishing to access accounts remotely, the branch will provide access to BSNB's online and mobile banking channels.

In support of its goal to develop new relationships in the business and professional community, the new Latham branch will be the first BSNB banking center with emphasis on commercial banking services. The staff will consist of highly experienced professionals with expertise in customer service, commercial lending, online cash management, remote deposit capture and commercial deposit services.

"Given our plans for continued growth and the economic opportunities within Albany County, we are very excited to open a new branch in Latham", said BSNB President and CEO Christopher R. Dowd. "While this location marks our first branch outside of Saratoga County, we've been serving business customers in the Albany market for many years and know the community through our membership in the regional chamber of commerce and through additional long-standing relationships. This new office will combine the best in personal service and customer convenience with an emphasis on our business banking capabilities."

"First Columbia's retail space has been filling up quickly with the most recent announcements from 1st Advantage Dental and Garden Bistro 24 Restaurant both signing leases within the last two months," said Marketing Director Victoria Harris of First Columbia. "Companies that are deciding to move into the county are always the best scenarios when filling space. BSNB and its expansion in the Latham area reveal the growth potential that the Troy Schenectady Road corridor has been experiencing. There is only a limited amount of retail space available as well as the whole second floor of professional office space. Interested parties can contact Patricia McGrath, First Columbia at 213.1000."

ABOUT BALLSTON SPA NATIONAL BANK

Established in 1838, BSNB celebrates more than 175 years of community banking. With just the right combination of personal service and high tech convenience, BSNB offers a wide range of products and services to individuals, families, municipalities,

(more)

nonprofits and businesses through ten banking offices located in Ballston Spa, Milton, Galway, Stillwater, Burnt Hills, Clifton Park, Malta, Greenfield Center and Wilton. BSNB's website can be found at <http://www.bsnb.com>. To become part of BSNB's online community, please visit us at www.facebook.com/YourBSNB or www.twitter.com/BSNB.

ABOUT FIRST COLUMBIA

First Columbia is a diversified real estate/investment organization committed to planning, developing, and operating high quality facilities. Its projects include corporate buildings, office campuses, medical complexes, senior housing, hospitality, and high-tech facilities.

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