



Ballston Spa National Bank

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NEWS RELEASE

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For Immediate Release

Ballston Spa Bancorp, Inc. Reports 2011 Earnings

BALLSTON SPA, NY – March 30, 2012—Ballston Spa Bancorp, Inc., parent company of Ballston Spa National Bank recently reported that net income for the year ending December 31, 2011 decreased to \$2.2 million or \$2.93 per share, down from the \$2.4 million, or \$3.19 per share recorded in 2010. Continued low interest rates and the resulting compression of net interest margins, combined with the carrying costs for the Company's new sales and operations center, contributed to the modest reduction in earnings. The decline was offset by an 11.2% increase in commercial and commercial real estate loans and an increase of 5.2% in core deposits.

"BSNB realized a major milestone in October of 2011 with the completion of the Company's new sales and operations center," said Christopher R. Dowd, President and Chief Executive Officer. "In view of the Company's expanded infrastructure, ample liquidity, and strong and increasing capital levels, BSNB is well positioned to achieve our long-term growth goals."

ABOUT BALLSTON SPA BANCORP AND BALLSTON SPA NATIONAL BANK

Ballston Spa Bancorp, Inc. is the parent company of Ballston Spa National Bank and is traded under the symbol bspa.ob. With an emphasis on building long-term relationships, BSNB offers a wide range of products and services to individuals, families, municipalities and businesses. Offices are located in Ballston Spa, Milton, Galway, Stillwater, Burnt Hills, Clifton Park, Malta, Greenfield Center and Wilton. BSNB's web site can be found at www.bsnb.com. To become part of BSNB's online community, please visit us at www.facebook.com/YourBSNB or www.twitter.com/BSNB.

This news release contains forward-looking statements and comments on outlook. Any number of conditions may occur, which would affect important factors that may materially change expectations. These factors include, but are not limited to, customer trading activity, changes in technology, shifts in competitive patterns, decisions with regard to products and services, changes in revenues and profits, and significant changes in the market environment regionally or nationally.

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