



Ballston Spa National Bank

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NEWS RELEASE

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For Immediate Release

Ballston Spa Bancorp, Inc. Reports Second Quarter Earnings

BALLSTON SPA, NY – August 6, 2012—Ballston Spa Bancorp, Inc., parent company of Ballston Spa National Bank, today reported net income of \$1.2 million or \$1.56 per share for the six-month period ending June 30, 2012, essentially on par with the \$1.2 million or \$1.63 per share reported for the same period in 2011. Earnings performance in 2012 was impacted by carrying costs for our new sales and operations center and a further compression in net interest margin. Continued growth in core deposits and the commercial and commercial real estate loan portfolios, coupled with increased residential mortgage loan originations, served to offset these factors.

“In view of our solid financial position, the Company continues to pursue rational growth opportunities as outlined in our long-term plan,” said Christopher R. Dowd, President and Chief Executive Officer. “Furthermore, we have initiated specific strategies in 2012 to further enhance customer service, strengthen community support, and improve our operating efficiency.”

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. 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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