



Ballston Spa National Bank

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NEWS RELEASE

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For Immediate Release

Ballston Spa Bancorp, Inc. Reports Third Quarter Earnings

BALLSTON SPA, NY – December 13, 2011—Ballston Spa Bancorp, Inc., parent company of Ballston Spa National Bank, today reported net income of \$1.8 million or \$2.45 per share for the nine-month period ending September 30, 2011, down modestly from the \$1.9 million or \$2.56 per share reported for the same period in 2010. Strong growth in the commercial loan and deposit portfolios helped offset further tightening of net interest margins during the period.

“BSNB realized a major milestone in the third quarter as we completed construction of a new sales and operations center located on Route 67 in the Town of Ballston. The new facility, BSNB Corporate Plaza, is home to our tenth branch office and team of lending and banking professionals,” stated Christopher R. Dowd, President and CEO. “Designed to assist in delivering superior customer service and support, the expansion also provides for greater visibility while reinforcing our long-term commitment to the region.”

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. For more information, please visit Ballston Spa National Bank’s web site at www.bsnb.com.

This news release may contain 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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