



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 – November 16, 2012— Ballston Spa Bancorp, Inc., parent company of BSNB, continues to deliver solid financial performance in the current year. Net income for the nine-month period ending September 30, 2012 totaled \$1.9 million or \$2.59 per share, up 5.9% from the \$1.8 million or \$2.45 per share reported for the same period in 2011. Strong growth in the Company's commercial loan portfolios as well as in noninterest income more than offset the effects of a tighter net interest margin and the carrying costs of the Company's new sales and operations center.

"We are encouraged by the overall uptick in economic activity in our region," stated Christopher R. Dowd, President and Chief Executive Officer. "In light of our growth, our strong balance sheet and our seasoned employees, we remain well-positioned to enhance the value we provide to our shareholders, customers, and community."

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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