



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, N.Y. – Nov. 22, 2013—Ballston Spa Bancorp, Inc., parent company of Ballston Spa National Bank, recently reported that net income for the nine-month period ending September 30, 2013 totaled \$2.3 million or \$3.10 per share, up 20% from the \$1.9 million or \$2.59 per share reported for the same period in 2012. The improved earnings performance is attributable to several factors including an increase in trust and investment income, growth in the commercial and residential lending portfolios, and a sizeable gain on the sale of the company's former operations center during the first quarter of this year.

"With a seasoned team of banking professionals and solid financial performance, BSNB is well positioned to meet the financial needs of our expanding region," stated Christopher R. Dowd, President and CEO. "As such, we will continue to focus resources on enhancing the service and support that we provide to our 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. For more information, please visit Ballston Spa National Bank's website at www.bsnb.com or become part of our online community at www.facebook.com/YourBSNB or www.twitter.com/BSNB.

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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