## ANNUAL REPORT

## **Our Mission**

First Keystone Community Bank will be the independent financial services provider of choice to its customers and communities that it serves by providing quality, cost effective, customer focused financial services and products through our dedicated bankers and technology.

By doing so, we will enhance our value to our shareholders through sustainable profits and dividends.

First Keystone Community Bank recognizes and values the contribution of our employees. To them, we pledge to provide opportunity for a high level of job satisfaction and an equitable exchange for their services.



Jack W. Jones
President and CEO

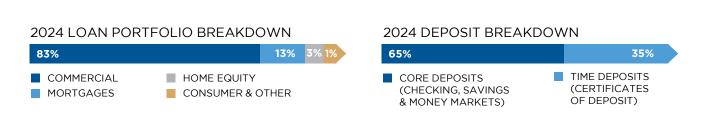
2024

## FINANCIAL HIGHLIGHTS

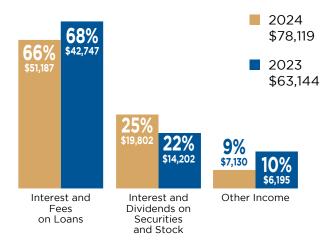
(Dollars in thousands, except per share data)	2024	2023	2022	2021	2020
SUMMARY OF OPERATIONS					
Interest income	\$71,422	\$56,988	\$46,413	\$42,048	\$ 39,567
Interest expense	39,143	27,872	8,913	5,148	6,360
Net interest income	32,279	29,116	37,500	36,900	33,207
(Credit) provision for loan losses	1,640	(217)	(264)	860	1,200
Net income	(13,203)	5,560	14,024	14,688	11,837
PER COMMON SHARE DATA					
Net income	(\$2.14)	\$0.91	\$2.35	\$2.49	\$ 2.03
Dividends	1.12	1.12	1.12	1.12	1.08
BALANCE SHEET DATA					
Total assets	\$1,428,583	\$1,415,870	\$1,329,194	\$1,320,350	\$1,179,047
Total securities	391,875	394,450	375,143	439,878	368,357
Net loans	940,779	904,153	850,195	744,161	712,677
Total deposits	1,045,880	980,439	993,499	1,077,969	937,488
Total stockholders' equity	106,782	121,615	120,386	148,555	144,242
PERFORMANCE RATIOS					
Return on average assets	(0.93%)	0.42%	1.07%	1.15%	1.09%
Return on average equity	(12.04%)	4.55%	10.75%	9.93%	8.61%
Dividend payout	(52.34%)	121.90%	47.70%	45.05%	53.29%
Average equity to average assets	7.69%	9.22%	9.92%	11.57%	12.72%

Dollars in thousands

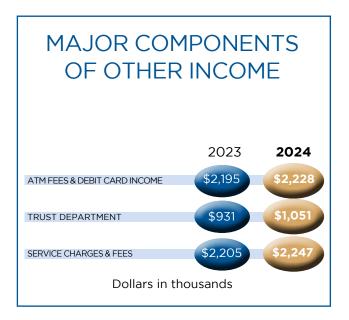




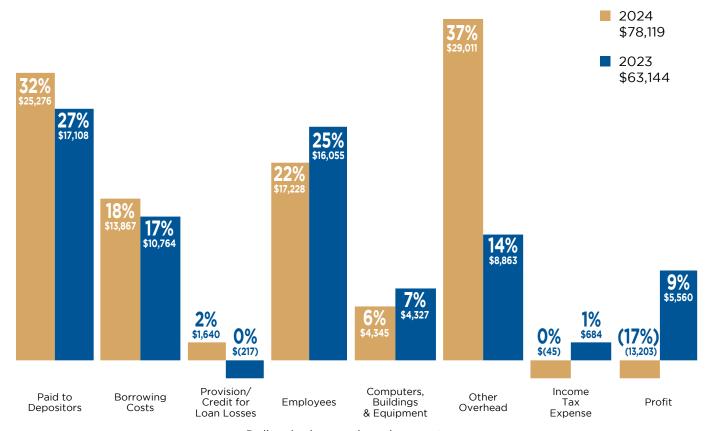
# How We Generated Income in 2024 vs 2023:



# INCOME STATEMENT IN GRAPHIC FORM



### How We Used Our Income in 2024 vs 2023:



Dollars in thousands and percentages indicate ratio to total income

## **DEAR SHAREHOLDERS**

It is my honor and privilege to write my first shareholder letter to you. I am even more excited to step into the role of 11th President and Chief Executive Officer of First Keystone Community Bank ("FKCB").

Since joining this well-established, community-centric bank in January, I have been deeply impressed by the strong foundation that has been built over the years. I bring with me over 25 years of experience in community banking, most recently with Penns Woods Bancorp, the holding company for Luzerne Bank and Jersey Shore State Bank. At Penns Woods, I served as Chief Banking Officer, gaining extensive leadership experience in retail banking, commercial banking, cash management, and franchise growth.

Joining a community bank like FKCB has been one of the most rewarding moves of my career. The warm welcome I have received from employees, customers, directors, and shareholders alike has made me feel right at home. I have always believed that working for a community bank is one of the most fulfilling careers one can have, and FKCB's culture truly embodies that belief.

I look forward to building on the Bank's strong legacy and working together to drive continued growth, innovation, and success.

In 2025, we will continue prioritizing strong commercial loan growth and expanding business deposits. Our commercial strategy will focus on deepening relationships with existing clients while attracting new commercial businesses within our markets.

We are enhancing our Retail Lending programs with competitive product offerings designed to better serve our markets. Our marketing approach is also evolving to attract new customers through targeted direct mail campaigns, strategic social media engagement, and website optimization.

Our mortgage team, which successfully helped families find new homes last year, will introduce new products and services to assist even more families in achieving their homeownership goals. Additionally, stay tuned for an exciting new website, as our information technology team works to enhance the online experience.

Our Trust Department remains committed to delivering personalized, exceptional service tailored to your unique needs.

None of this would be possible without the dedication of our back-office teams. Though they work behind the scenes, their contributions ensure we consistently deliver best-in-class service across all areas of our organization.

2024 proved to be a challenging year for the banking industry as a whole, including First Keystone Community Bank. While the Federal Reserve reduced short-term rates three times—totaling a 1% decrease—long-term rates remained elevated. This disparity continued to put pressure on earnings, driven by high interest rates, low bank stock prices, credit uncertainty, and heightened regulatory scrutiny.

Community banks, including FKCB, faced ongoing challenges from rising funding costs, unrealized losses, cybersecurity risks, and evolving technology demands. These factors will continue to place stress on the industry moving forward.

Net income for First Keystone Corporation (the "Corporation"), parent company of FKCB, decreased to a net loss of \$13,203,000 for the year ended December 31, 2024, as compared to net income of \$5,560,000 for the prior year, a decrease of \$18,763,000 which was primarily due to the Corporation recognizing a full goodwill impairment charge of \$19,133,000 during the first quarter of 2024. Earnings per share, both basic and diluted, for 2024 was \$(2.14) as compared to \$0.91 in 2023. Dividends per share for 2024 and 2023 were \$1.12. The Corporation's return on average assets was (0.93)% in 2024 and 0.42% in 2023. Return on average equity decreased to (12.04)% in 2024 from 4.55% in 2023. Total interest income in 2024 amounted to \$71,422,000, an increase of \$14,434,000 or 25.3% from 2023.

The increase in interest income is due to increased interest rates, growth in real estate loans secured by commercial properties, and increased interest income earned on securities. Total interest expense of \$39,143,000 increased \$11,271,000 or 40.4% from 2023. The majority of this increase is related to increases in interest paid to depositors to retain and grow deposit relationships and increases in interest paid on long-term borrowings through the Federal Home Loan Bank due to increases in both average volume and rate of borrowings in 2024 over 2023.

Total Assets increased to \$1,428,583,000 at December 31, 2024, an increase of \$12,713,000 or 0.9% as compared to December 31, 2023. Total securities decreased \$2,575,000 or .65% and net loans grew \$36,626,000 or 4.1% during the year ended December 31, 2024 as compared to the same period in 2023. Deposits increased by \$65,441,000 or 6.7% at December 31, 2024 as compared to December 31, 2023 due to a \$40,100,000 increase in CDs as the Corporation has experienced a shift from transactional deposits to term deposits and a \$33,899,000 increase in brokered CDs. These increases were offset by a decrease in other retail deposits of \$8,558,000. Stockholders' equity decreased \$14,833,000 or 12.2% principally due to the full goodwill impairment and continued dividends from retained earnings, offset with a net increase in the market value of the securities and derivative portfolios.

For additional information on the Bank and Corporation's financial performance, please see the Financial Highlights summary on page 1, along with more detailed information below the Highlights, in the Income Statement in the Graphic Form on Page 2, and in our 2024 Form 10-K filling located on our website at firstkeystonecorp.fkc.bank.

In 2024, our dedicated team once again surpassed expectations by contributing over 2,000 volunteer hours to support non-profit organizations within our communities. Beyond volunteering, the bank reinforced its commitment by donating over \$252,000 to more than 250 non-profit organizations across our market footprint.

However, one of the initiatives our employees are most proud of is Denim Days. Through this program, employees personally contributed \$9,838 to support non-profit organizations of their choosing, making a meaningful impact in the communities we serve.

I would like to take a moment to extend my deepest gratitude to Diane C.A. Rosler, CFO, and Elaine A. Woodland, President and CEO, who recently retired from FKCB.

Diane and Elaine's unwavering dedication and commitment to FKCB are truly unmatched. Together, they brought over 80 years of invaluable experience to the banking industry, leaving a lasting legacy of knowledge, leadership, and integrity. Their expertise and guidance have shaped the organization and will be deeply missed by all.

A part of their leadership continues to inspire and influence everyone they have worked with, and their impact will be felt for years to come.

Thank you, Diane and Elaine, for your remarkable service and contributions!

As always, we thank and recognize our employees, officers, and board members for their continued outstanding efforts.

We sincerely thank you for your continued support and confidence.

Jack W. Jones

President and Chief Executive Officer

# FIRST KEYSTONE COMMUNITY BANK—STAYING TRUE TO YESTERDAY'S TRADITIONS. TOMORROW'S VISION.

#### **Committed to Community for 160 Years**

In 1864, a small community bank started on East Front Street in Berwick, PA. First Keystone Community Bank was established to serve the local community's banking needs with the premise of local banking by local people.

What started as one building with seven employees and \$50,000 in capital has transformed into 19 branches spanning five counties from Danville to Bethlehem, with 217 employees and more than \$1 billion in assets. Last year, we celebrated the extraordinary milestone of successfully delivering tailored products and services to our neighbors for 160 years.

We commemorated our 160th Anniversary with a brief program hosted by Board Chairman Robert A. Bull which featured certificates and accolades from the Columbia Montour Chamber of Commerce and multiple local government officials. We initiated the first Innovation in the Classroom Grant in honor of the anniversary that presented \$1,600 to the Berwick Area School District. In addition, we dispensed numerous donations to local non-profits and were honored with a visit from Mordecai Jackson, the first president of First Keystone Community Bank. A special thank you is extended to Jim Stout, curator of the Jackson Mansion in Berwick, for his profound portrayal of Col. Jackson.

We are honored and appreciative to our loyal customers and employees over the years who have partnered with us to help every community that we serve thrive because they are the Communities that We Call Home.

#### A Year in Review

We are proud of our heritage as a community bank. Each year, we honor that heritage by supporting our local communities with donations and sponsorships. In 2024, FKCB donated \$252,146 to local organizations throughout our service area. In addition, our employees showed their community support by donating to wear denim every Friday as part of our Denim Days initiative. Last year, Denim Days raised \$9,838 for 25 non-profit organizations. Our employees volunteered 2,700 hours for local activities and events and our branches conducted drives for books, toys, food, etc. because helping these local organizations assists our friends, our families, and our neighbors.

We continued our dedication to financial literacy education and fraud education. With the increase in financial scams and fraudulent activity, FKCB continues to recognize the importance of distributing information to our customers and community members about best practices to safeguard their identity and assets from scammers. We also continued our commitment to identify scam trends happening in our local areas to prevent others from becoming victims. In 2024 alone, our Fraud Department identified over \$250,000 in counterfeit checks and saved both the bank and our customers from those losses.

FKCB increased the efficiency of our ATM fleet by upgrading the machines with newer, faster units that can now accept deposits at all in-branch locations. The new ATMs continue our commitment to easier, more convenient banking for our customers.

#### **Beginning A New Chapter**

The conclusion of 2024 unveiled the beginning of a new chapter in FKCB history that is both exciting and bittersweet. The retirement of our president/chief executive officer and chief financial officer introduced a new regime to start the new year.

The installation of Jack W. Jones as our president and chief executive officer brought a new vision to the Bank. Changes and improvements to our current product line along with new innovative platforms are indications that 2025 is gearing up to be one of advancement and progression, setting the tone for FKCB to once again hold a leading edge in community banking.

Earlier this year, customers were introduced to our new online account opening platform that allows accounts to be opened anywhere with a computer or mobile device making banking easy and convenient.

We will be rolling out contactless cards that will allow our customers to make payments with a simple "tap" of the card. This free debit card feature allows for quicker transactions and provides added safety and security because the card never makes contact with the payment terminal making it less susceptible to card skimming.

One major development this year will be the redesign of the website allowing us to stay relevant and current to the needs of our customers. The new design will be more modern and intuitive allowing for an overall satisfactory experience.

The FKCB marketing platform will also see some revisions in 2025. Always striving to increase our footprint and staying within marketing trends, we will be increasing our digital advertising to include both online search and online display strategies. These methods are designed to reach targeted audiences that can benefit from our products and services. We will be complementing the digital tactics with a collection of traditional mediums for a well-rounded marketing mix in all regions.

First Keystone Community Bank has enjoyed a long, storied history with the people and communities in our service areas. For more than 160 years, we've been proud to be a pillar of strength and financial expertise with a network of branches spanning Columbia, Luzerne, Montour, Monroe and Northampton counties. More than just a bank, we are a true advocate for the communities we serve through our sponsorships, charitable contributions, and active employee volunteerism. We strive to stay true to our "community bank" roots by continually supporting local non-profits, schools and businesses, and proving to be a true community partner.

Our dedication to our community and our customers remains unwavering. We invest in them, and they trust in us. We look forward to serving the community and customers under new leadership as we begin a new chapter in 2025.



## FIRST KEYSTONE CORPORATION BOARD OF DIRECTORS



ROBERT A. BULL CHAIRMAN Attorney -Bull & Bull LLP



JOHN E. ARNDT VICE CHAIRMAN Owner -Arndt Insurance Agency



D. MATTHEW BOWER President -Don E. Bower, Inc.



WHITNEY B. HOLLOWAY Business Manager -Millville Area School District



JACK W. JONES President & CEO -First Keystone Community Bank



MICHAEL L. JEZEWSKI President & Owner -Delta Electrical Systems. Inc.



NANCY J. MARR President Emerita -Marr Development Inc.



WILLIAM E. RINEHART President & Owner -Gray Chevrolet and Gray Chrysler Dodge Jeep Ram



DAVID R. SARACINO SECRETARY Retired Vice President & CFO -First Keystone Community Bank



ELAINE A.
WOODLAND
Retired President
& CEO First Keystone
Community Bank

OFFICERS -

ROBERT A. BULL Chairman

& Interim Treasurer

STACY GORDNER
Interim Chief Financial Officer

JACK W. JONES
President & Chief Executive Officer

DAVID R. SARACINO Secretary JOHN E. ARNDT Vice Chairman

CHERYL L. WYNINGS Assistant Secretary

## FIRST KEYSTONE COMMUNITY BANK OFFICERS

ROBERT A. BULL

Chairman of the Board

JOHN E. ARNDT Vice Chairman

**EXECUTIVE OFFICERS** 

**DAVID R. SARACINO** 

Secretary

**JACK W. JONES** 

President Chief Executive Officer JONATHAN R. LITTLEWOOD

Senior Vice President Chief Lending Officer

MARK J. MCDONALD

Senior Vice President Chief Credit Officer

CHRISTOPHER ZLOBIK

Senior Vice President Chief Banking Officer

OFFICERS -

SENIOR VICE PRESIDENT

JUNE GEORGE

Branch Administrator

**VICE PRESIDENT** 

JODI L. ALLEY

Loan Operations Manager

STACIA L. ARNAUD

Commercial Services Officer III TIFFANY L. BIENKOWSKI

Commercial Services Officer I

SANDRA L. COLE

Community Office Manager II

LEVI E. DILTZ

Information Security Officer

JOHN A. DOUGHERTY

Community Office Manager II

LAUREN E. DUANE

Business Services Manager

JEFFREY GILBERT

Commercial Services Officer III

BRENDA L. GRASLEY

Consumer Loan Manager

REBECCA A. HOOPER Senior Trust Officer

LEE A. HESS Loan Review Officer & Security Officer

JASON P. HOLLOWAY

Commercial Services Officer III

AMANDA D. JARSKI

Compliance Officer

KATHLEEN M. JARSKI

Regional Branch Administrator

BRIAN M. KLINEFELTER

Credit Department Manager

STEVEN M. KOTCH

Loan Workout Officer

CINDY LAIDACKER

HR Manager

MARTIN B. LEANDRI

Financial Consultant/Trust Officer

KRISTI A. MCCLINTOCK

Commercial Loan Document Specialist II

**RYAN NAGLE** IT Manager

THOMAS J. MCGRATH III

Commercial Services Officer II

LAURIE J. NUDO

Regional Branch Administrator

THOMAS POPKO

Commercial Services Officer

MICHAEL C. SANTIAGO

Commercial Services Officer III

& Sr. Market Manager

JOHN SERAFIN

Commercial Services Officer III

FRANCES I. SEWARD

Regional Branch Administrator

KIMBERLY S. SHINER

Community Office Manager II

CINDY L. THORNE Trust Officer

LEIGHTON B. WALSH

Mortgage Services Manager

ASSISTANT VICE PRESIDENT

LAUREL FIDRICK

Assistant IT Manager

MELANIE A. FISHER

Credit Analyst II

YOLANDA FRANCIS

Regional Branch Administrator

STACY L. GORDNER

Interim CFO

**RACHEL JENNINGS** Post-Closing Document Specialist

ASHLEY M. MILLOWAY

Mortgage Loan Consultant I

**RAY MOYER** Senior Systems Administrator

**BONNIE NEVEL** 

Deposit Processing Supervisor

SHERRI A. SITLER

Deposit Review Officer

**CURTIS SNOWDEN** 

Commercial Services Officer I

CHERYL L. WYNINGS

Executive Administrative Assistant/

Assistant Secretary

ASSISTANT CASHIER/OFFICER

**NICHOLAS ADAMS** 

Senior Facilities Officer

**RAQUEL AIELLO** Community Office Manager I

**DAWN BETTINGER** 

Compliance Specialist

MEGAN R. BOONE Electronic/Deposit Clerk

**EDWARD CHESEK** 

Senior IT Specialist

SHANE A. DAVIS Accountant II & Systems Administrator

NICOLE DIETTERICK

Community Office Manager I

**BRENT ECKART** 

Computer Operations Supervisor

**GEOVANY FLIAS** 

Commercial Services Officer II

LYDIA FATULA

Credit Intake/Doc Prep Specialist JENNIFER GROBLEWSKI

Community Office Manager I

KAREN HENRICKSON Electronic/Deposit Processing Clerk

LILIANA HENRICKSON

Keystone Banker III

JOAN HENRY Loan Operations Supervisor

**JACKSON JAFFIN** 

Credit Analyst II

JUSTINE KISHBAUGH

Loan Operations Specialist **ALEX KLINGER** 

Accountant I/Loan Data Specialist

MICHELLE E. KOZAK

HR Specialist

ANGELA A. MACKERT Community Office Manager I CHRISTOPHER MATTHEWS

Commercial Services Officer I

KATHRYN MCNEAL

Mortgage Loan Underwriter/Processor

KIM R. MURREN

Community Office Manager I **BRENDA OLIVARES** 

BSA Officer

TINA L. ROTH

IRA/HSA Specialist

TERESA STERNER Marketing Manager

**ELIZABETH THOMAS** Consumer Loan Underwriter/Processor

JESSICA THORNE

Interim Controller

DYLAN WOODARD

Systems Engineer

### CORPORATE INFORMATION

#### THE CORPORATION

First Keystone Corporation is a bank holding company incorporated under the Pennsylvania Business Corporation Laws. Its assets consist primarily of the assets of its wholly-owned subsidiary, First Keystone Community Bank.

First Keystone Community Bank serves Columbia, Montour, Luzerne, Monroe, Northampton and Lehigh Counties. The Bank engages in general banking business and also provides fiduciary services.

#### CORPORATE HEADQUARTERS

First Keystone Corporation 111 West Front Street Berwick, PA 18603 Telephone: 570-752-3671

Fax: 570-752-4022

#### NOTICE OF ANNUAL MEETING

The 2025 Annual Meeting of Shareholders will be held at 10:00 a.m., Eastern Daylight Time, on Thursday, May 8, 2025 at:

Berwick Golf Club 473 Martzville Road Berwick, PA 18603

#### ANNUAL REPORT ON FORM 10-K

The Annual Report on Form 10-K as filed with the Securities and Exchange Commission may be obtained, without charge, by contacting:

Cheryl Wynings Investor Relations P.O. Box 289 Berwick, PA 18603

Telephone: 1-888-759-2266, extension 1175 Locally: 570-752-3671, extension 1175

#### TRANSFER AGENT AND REGISTRAR

To change or transfer registration of your stock, report a lost certificate, or other related inquiries, please contact our transfer agent at:

Equiniti Trust Company, LLC (EQ) 48 Wall Street, Floor 23 New York, NY 10005 1-800-937-5449 helpast@equiniti.com

#### **DIRECT DEPOSIT**

Shareholders may have their cash dividends deposited directly into the account of their choice at any banking institution, with no charge. Additional information and enrollment materials for direct deposit can be obtained by calling 1-800-937-5449.

#### **DIVIDEND REINVESTMENT**

The Plan, open to residents of Pennsylvania, provides the opportunity to have dividends automatically reinvested into First Keystone Corporation stock. Participants in the Plan may also elect to make cash contributions to purchase additional shares of common stock. For information regarding the Plan, contact the Plan Administrator at:

Equiniti Trust Company, LLC (EQ) Plan Administration Department Wall Street Station P.O.Box 922 New York, NY 10269-0560

1-800-937-5449 helpast@equiniti.com

#### **INVESTOR INFORMATION**

Information regarding First Keystone Corporation is available online at firstkeystonecorp.fkc.bank. The website also includes additional information of interest to shareholders such as: historical stock prices, dividend declarations, press releases and governance documents.

Requests for information or assistance regarding the corporation should be directed to Shareholder Relations at

1-888-759-2266, extension 1175 Locally: 570-752-3671, extension 1175

#### STOCK LISTING

First Keystone Corporation common stock is traded on OTC Pink under the symbol "FKYS".

#### STOCK PURCHASE INQUIRIES

The following brokerage firms make a market in First Keystone Corporation common stock:

RBC Dain Rauscher, 800-223-4207 Janney Montgomery Scott LLC, 800-526-6397 Stifel Nicholaus & Co. Inc., 800-679-5446 Boenning & Scattergood, Inc., 800-883-1212

#### INDEPENDENT PUBLIC ACCOUNTANTS

Baker Tilly US, LLP 99 Wood Avenue South, Suite 801 Iselin, NJ 08830-2734 Telephone: 848-467-3909



#### **MAIN OFFICE**

111 West Front Street Berwick, PA 18603 570-752-3671

#### **NESCOPECK OFFICE**

437 West Third Street Nescopeck, PA 18635 570-759-2767

#### SALEM TOWNSHIP OFFICE

400 Fowler Avenue Berwick, PA 18603 570-759-2628

#### FREAS AVENUE OFFICE

701 Freas Avenue Berwick, PA 18603 570-752-1244

#### SCOTT TOWNSHIP OFFICE

2301 Columbia Boulevard Bloomsburg, PA 17815 570-784-0354

#### MIFFLINVILLE OFFICE

133 West Third Street Mifflinville, PA 18631 570-752-5750

#### HANOVER TOWNSHIP OFFICE

1540 Sans Souci Highway Hanover Township, PA 18706 570-825-7352

#### **DANVILLE OFFICE**

1049 Bloom Road Danville, PA 17821 570-275-8000

#### **BRIAR CREEK OFFICE**

55 Briar Creek Plaza Berwick, PA 18603 570-802-0541

#### KINGSTON OFFICE

299 Wyoming Avenue Kingston, PA 18704 570-718-1110

#### STROUDSBURG OFFICE

559 Main Street Stroudsburg, PA 18360 570-424-9700

#### MOUNTAINHOME OFFICE

1154 Route 390 Cresco, PA 18326 570-595-9700

#### **BRODHEADSVILLE OFFICE**

2022 Route 209 Brodheadsville, PA 18322 570-402-2008

#### **SWIFTWATER OFFICE**

2070 Route 611 Swiftwater, PA 18370 570-839-7880

#### MOUNTAIN TOP OFFICE

18 North Mountain Boulevard Mountain Top, PA 18707 570-715-0720

#### **PLYMOUTH OFFICE**

463 West Main Street Plymouth, PA 18651 570-719-1400

#### **DALLAS OFFICE**

2325 Memorial Highway Dallas, PA 18612 570-674-1030

#### SHICKSHINNY OFFICE

107 South Main Street Shickshinny, PA 18655 570-542-6060

#### **BETHLEHEM OFFICE**

1503 Linden Street Bethlehem, PA 18017 610-419-1412

# Yesterday's Traditions. Tomorrows Vision.





888-759-2266

www.fkc.bank