



FIRST NORTHERN BANK

January 31, 2012

Dear Valued Customer,

Happy New Year! 2012 has already started out with a bang! BauerFinancial, Inc. the nation's leading bank rating and research company recognized First Northern Bank with its **highest** Superior 5-Star rating. A 5-Star rating denotes that First Northern Bank is one of the best banks in the nation in terms of its overall financial performance.

You can be assured that your bank is not sitting idle waiting for the economy to improve, rather, we are working hard to create local stimulus to help our communities prosper and to help local businesses grow. Here are just a few recent or current initiatives we have underway to support this claim:

- The Bank is proactively seeking quality loan opportunities through professional networking, loan officer calling programs, direct mail, and print advertising. First Northern Bank has money to lend and we are working hard to get the word out.
- First Northern Bank is participating in the expanded Home Affordable Refinance Program (HARP), which has been extended through 2013. With HARP refinancing, borrowers who have demonstrated a capacity and commitment to make good on their mortgage obligation through a period of severe economic stress and house price declines can take advantage of the historically low mortgage interest rates, even if their mortgage exceeds 125% of the value of their home.
- The Bank has an employee recognition program for its community service stars. Employees who volunteer 100 hours per year become part of an elite group called "The Franklins." For every 100 hours of time volunteered in the community during the year, that employee receives a crisp new \$100 bill, up to \$300. Since the launch of this program in 2007, employee volunteer time has averaged over 6,700 hours per year, with 2011 hitting an all time high of 7,300 hours.
- First Northern Bank provides local non-profit organizations and businesses free checking accounts, *certain limitations apply*.
- And, the Bank is participating in several programs that provide local grants for affordable housing.

First Northern Bank is proud of its 102-year legacy of serving the community and helping local businesses grow. Not only are we a financial services provider, we are an engine of economic revitalization. We are committed and passionate about making a difference in our communities.

Thank you for banking with First Northern Bank. It is truly our privilege to serve you.

Sincerely,

Louise A. Walker
President & CEO