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PATHFINDER BANCORP INC
Form 10-Q
November 14, 2007

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-QSB

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934

For the quarterly period ending September 30, 2007
OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission File Number: 000-23601

PATHFINDER BANCORP, INC.

(Exact Name of Small Business Issuer as Specified in its Charter)

FEDERAL

16-1540137

(State or Other Jurisdiction of
Incorporation or Organization)

(I.R.S. Employer Identification
Number)

214 West First Street, Oswego, NY 13126

(Address of Principal Executive Office) (Zip Code)

(315) 343-0057

(Issuer's Telephone Number Including Area Code)

Check whether the issuer (1) has filed all reports required to be filed by
Section 13 or 15(d) of the Exchange Act during the past twelve months (or for
such shorter period that the issuer was required to file such reports) and (2)
has been subject to such filing requirements for the past 90 days.

Yes No .

Indicate by check mark whether the small business issuer is a shell company (as
defined in Rule 12b-2 of the Exchange Act). Yes No

State the number of shares outstanding of the issuer's class of common equity,
as of the latest practicable date: As of November 9, 2007, there were 2,970,819
shares issued and 2,483,532 shares outstanding of the Small Business Issuer's
Common Stock.

Transitional Small Business Disclosure Format (check one) Yes No

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PART I - FINANCIAL INFORMATION

ITEM 1 - CONSOLIDATED FINANCIAL STATEMENTS

PATHFINDER BANCORP, INC. CONSOLIDATED STATEMENTS OF CONDITION SEPTEMBER 30, 2007 AND DECEMBER 31, 2006 (UNAUDITED)

| | September 30, | December 31, |
|---|---------------|--------------|
| (Dollars in thousands, except per share data) | 2007 | 2006 |
| ----- | | |
| ASSETS | | |
| ----- | | |
| Cash and due from banks | \$ 10,492 | \$ 10,809 |
| Interest earning deposits | 317 | 317 |
| ----- | | |
| Total cash and cash equivalents | 10,809 | 11,126 |

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| | | |
|---|-----------|-----|
| Investment securities, at fair value | 65,612 | |
| Federal Home Loan Bank stock, at cost | 1,660 | |
| Loans | 215,855 | 2 |
| Less: Allowance for loan losses | 1,645 | |
| ----- | | |
| Loans receivable, net | 214,210 | 2 |
| Premises and equipment, net | 7,607 | |
| Accrued interest receivable | 1,625 | |
| Foreclosed real estate | 310 | |
| Goodwill | 3,840 | |
| Intangible asset, net | 15 | |
| Bank owned life insurance | 6,381 | |
| Other assets | 1,772 | |
| ----- | | |
| Total assets | \$313,841 | \$3 |
| ===== | | |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | |
| ----- | | |
| Deposits: | | |
| Interest-bearing | \$232,296 | \$2 |
| Noninterest-bearing | 23,623 | |
| ----- | | |
| Total deposits | 255,919 | 2 |
| Short-term borrowings | 9,000 | |
| Long-term borrowings | 19,010 | |
| Junior subordinated debentures | 5,155 | |
| Other liabilities | 3,701 | |
| ----- | | |
| Total liabilities | 292,785 | 2 |
| Shareholders' equity: | | |
| Preferred stock, authorized shares 1,000,000; no shares issued or outstanding | | |
| Common stock, par value \$0.01; authorized 10,000,000 shares; | | |
| 2,970,819 and 2,953,619 shares issued; and 2,483,532 and 2,466,332 | | |
| shares outstanding, respectively | 30 | |
| Additional paid in capital | 7,899 | |
| Retained earnings | 21,340 | |
| Accumulated other comprehensive loss | (1,711) | |
| Treasury stock, at cost; 487,287 shares | (6,502) | |
| ----- | | |
| Total shareholders' equity | 21,056 | |
| ----- | | |
| Total liabilities and shareholders' equity | \$313,841 | \$3 |
| ===== | | |

The accompanying notes are an integral part of the consolidated financial statements.

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For the three
months ended
September 30, 2007

(In thousands, except per share data)

INTEREST AND DIVIDEND INCOME:

| | |
|-----------------------|----------|
| Loans, including fees | \$ 3,546 |
| Debt securities: | |
| Taxable | 623 |
| Tax-exempt | 42 |
| Dividends | 83 |
| Other | 6 |

Total interest income 4,300

INTEREST EXPENSE:

| | |
|-----------------------------------|-------|
| Interest on deposits | 1,734 |
| Interest on short-term borrowings | 99 |
| Interest on long-term borrowings | 314 |

Total interest expense 2,147

Net interest income 2,153

Provision for loan losses 155

Net interest income after provision for loan losses 1,998

NONINTEREST INCOME:

| | |
|---|-----|
| Service charges on deposit accounts | 366 |
| Earnings on bank owned life insurance | 56 |
| Loan servicing fees | 72 |
| Net gains on sales of investment securities | 111 |
| Net gains (losses) on sales of loans and foreclosed real estate | 11 |
| Debit card interchange fees | 62 |
| Other charges, commissions and fees | 114 |

Total noninterest income 792

NONINTEREST EXPENSE:

| | |
|----------------------------------|-------|
| Salaries and employee benefits | 1,263 |
| Building occupancy | 305 |
| Data processing expenses | 339 |
| Professional and other services | 130 |
| Amortization of intangible asset | 55 |
| Other expenses | 320 |

Total noninterest expenses 2,412

Income before income taxes 378

Provision for income taxes 72

NET INCOME \$ 306

NET INCOME PER SHARE - BASIC \$ 0.12

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| | |
|--------------------------------|-----------|
| NET INCOME PER SHARE - DILUTED | \$ 0.12 |
| DIVIDENDS PER SHARE | \$ 0.1025 |

The accompanying notes are an integral part of the consolidated financial statements.

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PATHFINDER BANCORP, INC.
CONSOLIDATED STATEMENTS OF INCOME
(UNAUDITED)

For the nine
months ended
September 30, 2007

(In thousands, except per share data)

| | |
|---|---------------|
| INTEREST AND DIVIDEND INCOME: | |
| Loans, including fees | \$ 10,393 |
| Debt securities: | |
| Taxable | 1,937 |
| Tax-exempt | 128 |
| Dividends | 249 |
| Other | 199 |
| Total interest income | 12,906 |
| INTEREST EXPENSE: | |
| Interest on deposits | 5,215 |
| Interest on short-term borrowings | 111 |
| Interest on long-term borrowings | 1,178 |
| Total interest expense | 6,504 |
| Net interest income | 6,402 |
| Provision for loan losses | 280 |
| Net interest income after provision for loan losses | 6,122 |
| NONINTEREST INCOME: | |
| Service charges on deposit accounts | 1,060 |
| Earnings on bank owned life insurance | 169 |
| Loan servicing fees | 186 |
| Net gains (losses) on sales of investment securities | 108 |
| Net gains (losses) on sales of loans and foreclosed real estate | 42 |
| Debit card interchange fees | 178 |
| Other charges, commissions and fees | 317 |
| Total noninterest income | 2,060 |
| NONINTEREST EXPENSE: | |
| Salaries and employee benefits | 3,764 |

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| | |
|----------------------------------|-----------|
| Building occupancy | 935 |
| Data processing expenses | 1,033 |
| Professional and other services | 593 |
| Amortization of intangible asset | 166 |
| Other expenses | 906 |
| ----- | |
| Total noninterest expenses | 7,397 |
| ----- | |
| Income before income taxes | 785 |
| Provision for income taxes | 148 |
| ----- | |
| NET INCOME | \$ 637 |
| ===== | |
| NET INCOME PER SHARE - BASIC | \$ 0.26 |
| ===== | |
| NET INCOME PER SHARE - DILUTED | \$ 0.26 |
| ===== | |
| DIVIDENDS PER SHARE | \$ 0.3075 |
| ===== | |

The accompanying notes are an integral part of the consolidated financial statements.

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PATHFINDER BANCORP, INC.
CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY
NINE MONTHS ENDED SEPTEMBER 30, 2007 AND SEPTEMBER 30, 2006
(Unaudited)

| | Common Stock Shares | Amount | Additional Paid in Capital | Retained Earnings | Accumul Other prehen Los |
|---|------------------------|--------|----------------------------------|----------------------|-----------------------------------|
| ----- | | | | | |
| (Dollars in thousands, except per share data) | | | | | |
| BALANCE, DECEMBER 31, 2006 | 2,953,619 | \$ 29 | \$ 7,786 | \$ 21,307 | \$ (1, |
| Comprehensive income | | | | | |
| Net income | | | | 637 | |
| Other comprehensive income, net of tax | | | | | |
| Unrealized net gains on securities | | | | | |
| Total Comprehensive income | | | | | |
| Stock options exercised | 17,200 | | 1 113 | | |
| Dividends declared (\$.3075 per share) | | | | (604) | |
| ----- | | | | | |
| BALANCE, SEPTEMBER 30, 2007 | 2,970,819 | \$ 30 | \$ 7,899 | \$ 21,340 | \$ (1, |
| ===== | | | | | |
| BALANCE, DECEMBER 31, 2005 | 2,950,419 | \$ 29 | \$ 7,721 | \$ 20,965 | \$ (1, |
| Comprehensive income | | | | | |
| Net income | | | | 713 | |
| Other comprehensive income, net of tax | | | | | |

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Unrealized net gains on securities

Total Comprehensive income

| | | | | |
|--|-----------|-------|----------|-----------|
| Stock options exercised | 1,400 | - | 11 | |
| Dividends declared (\$.3075 per share) | | | | (595) |
| ----- | | | | |
| BALANCE, SEPTEMBER 30, 2006 | 2,951,819 | \$ 29 | \$ 7,732 | \$ 21,083 |
| ===== | | | | |

The accompanying notes are an integral part of the consolidated financial statements.

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PATHFINDER BANCORP, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)

| | For the nine months ended September 30, 2007 | For mo Sep |
|--|---|------------------|
| ----- | | |
| (In thousands) | | |
| OPERATING ACTIVITIES | | |
| Net income | \$ 637 | |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Provision for loan losses | 280 | |
| Proceeds from sales of loans | 3,000 | |
| Originations of loans held-for-sale | (2,973) | |
| Realized (gains) losses on sale of: | | |
| Foreclosed real estate | (15) | |
| Loans | (27) | |
| Available-for-sale investment securities | (108) | |
| Premises and equipment | - | |
| Depreciation | 559 | |
| Amortization of intangible asset | 166 | |
| Amortization of deferred financing costs | 15 | |
| Amortization of mortgage servicing rights | 37 | |
| Increase in value of bank owned life insurance | (169) | |
| Net amortization of premiums and discounts on investment securities | 78 | |
| Decrease in accrued interest receivable | 69 | |
| Net change in other assets and liabilities | (18) | |
| ----- | | |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | 1,531 | |
| ----- | | |
| INVESTING ACTIVITIES | | |
| Purchase of investment securities available-for-sale | (17,352) | |
| Net (purchase) redemption of Federal Home Loan Bank stock | (81) | |
| Proceeds from maturities and principal reductions of investment securities available-for-sale | 14,150 | |
| Proceeds from sale: | | |
| Available-for-sale investment securities | 359 | |
| Real estate acquired through foreclosure | 276 | |

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| | |
|---|-----------|
| Premises and equipment | 33 |
| Net increase in loans | (12,886) |
| Purchase of premises and equipment | (602) |
| <hr/> | |
| NET CASH USED IN INVESTING ACTIVITIES | (16,103) |
| <hr/> | |
| FINANCING ACTIVITIES | |
| Net increase (decrease) in demand deposits, NOW accounts savings accounts, money market deposit accounts, MMDA accounts and escrow deposits | 7,351 |
| Net increase in time deposits | 2,983 |
| Net proceeds from short term borrowings | 9,000 |
| Payments on long-term borrowings | (11,350) |
| Proceeds from long-term borrowings | 4,000 |
| Proceeds from trust preferred obligation | 5,000 |
| Payments on trust preferred obligation | (5,000) |
| Proceeds from exercise of stock options | 114 |
| Cash dividends paid | (440) |
| <hr/> | |
| NET CASH PROVIDED BY FINANCING ACTIVITIES | 11,658 |
| <hr/> | |
| (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS | (2,914) |
| Cash and cash equivalents at beginning of period | 13,723 |
| <hr/> | |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD | \$ 10,809 |
| <hr/> | |
| NON-CASH INVESTING ACTIVITY | |
| Conversion of Holding Company advance to loan receivable | \$ - |
| Transfer of loans to foreclosed real estate | 109 |

The accompanying notes are an integral part of the consolidated financial statements.

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PATHFINDER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(UNAUDITED)

(1) BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements of Pathfinder Bancorp, Inc. and its wholly owned subsidiaries have been prepared in accordance with U.S. generally accepted accounting principles for interim financial information and the instructions for Form 10-QSB and Regulation S-B. Accordingly, they do not include all of the information and footnotes necessary for a complete presentation of consolidated financial position, results of operations, and cash flows in conformity with generally accepted accounting principles. In the opinion of management, all adjustments, consisting of normal recurring accruals, considered necessary for a fair presentation have been included. Certain amounts in the 2006 consolidated financial statements have been reclassified to conform to the current period presentation. These reclassifications had no effect on net income as previously reported.

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The following material under the heading "Management's Discussion and Analysis or Plan of Operation" is written with the presumption that the users of the interim financial statements have read, or have access to, the Company's latest audited financial statements and notes thereto, together with Management's Discussion and Analysis or Plan of Operation as of December 31, 2006 and for the three year period then ended. Therefore, only material changes in financial condition and results of operations are discussed in the remainder of Part 1.

Operating results for the three and nine months ended September 30, 2007 are not necessarily indicative of the results that may be expected for the year ending December 31, 2007.

(2) EARNINGS PER SHARE

Basic earnings per share has been computed by dividing net income by the weighted average number of common shares outstanding throughout the three months and nine months ended September 30, 2007 and 2006, using 2,483,532 and 2,463,482 weighted average common shares outstanding for the three months ended and 2,482,886 and 2,463,250 for the nine months ended, respectively. Diluted earnings per share for the three months and nine months ended September 30, 2007 and 2006 have been computed using 2,487,732 and 2,483,465 for the three months ended and 2,489,292 and 2,482,069 for the nine months ended, respectively. Diluted earnings per share gives effect to weighted average shares that would be outstanding assuming the exercise of issued stock options using the treasury stock method.

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(3) PENSION BENEFITS

The composition of net periodic benefit plan cost for the three months and nine months ended September 30, is as follows:

| (IN THOUSANDS) | FOR THE THREE MONTHS ENDED SEPTEMBER 30, | | FOR THE NINE MONTHS ENDED SEPTEMBER 30, | |
|--------------------------------|---|--------------|--|---------------|
| | 2007 | 2006 | 2007 | 2006 |
| Service cost | \$ 49 | \$ 48 | \$ 147 | \$ 144 |
| Interest cost | 68 | 63 | 204 | 189 |
| Expected return on plan assets | (98) | (92) | (294) | (276) |
| Amortization of net losses | 22 | 28 | 66 | 84 |
| NET PERIODIC COST | \$ 41 | \$ 47 | \$ 123 | \$ 141 |

The Company previously disclosed in its consolidated financial statements for the year ended December 31, 2006, that it expected to contribute \$190,000 to its pension plan in 2007. As of September 30, 2007, \$136,000 had been contributed to the pension plan.

(4) OTHER COMPREHENSIVE INCOME

The components of other comprehensive income and related tax effects are as

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follows:

| (IN THOUSANDS) | FOR THE THREE MONTHS ENDED SEPTEMBER 30, | | FOR THE NINE MONTHS ENDED SEPTEMBER 30, | |
|--|---|----------------|--|--------------|
| | 2007 | 2006 | 2007 | 2006 |
| Gross change in unrealized gains on securities available for sale | \$ 516 | \$ 1,430 | \$ 206 | \$ 513 |
| Reclassification adjustment for (gains) losses included in net income | (111) | - | (108) | 9 |
| Tax effect | 405 (162) | 1,430 (572) | 98 (39) | 522 (214) |
| NET OF TAX AMOUNT | \$ 243 | \$ 858 | \$ 59 | \$ 308 |

The components of other comprehensive income and related tax effects are as follows:

| (IN THOUSANDS) | SEPTEMBER 30, 2007 | DECEMBER 31, 2006 |
|---|-----------------------|----------------------|
| Unrealized losses on available for sale securities | \$ (790) | \$ (849) |
| Unrecognized pension and other postretirement benefit losses | (921) | (921) |
| | \$ (1,711) | \$ (1,770) |

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(5) GUARANTEES

The Company does not issue any guarantees that would require liability recognition or disclosure, other than its standby letters of credit. Standby letters of credit are conditional commitments issued by the Company to guarantee the performance of a customer to a third party. Generally, all letters of credit, when issued have expiration dates within one year. The credit risk involved in issuing letters of credit is essentially the same as those that are involved in extending loan facilities to customers. The Company, generally, holds collateral and/or personal guarantees supporting these commitments. The Company had \$1.7 million of standby letters of credit as of September 30, 2007. Management believes that the proceeds obtained through a liquidation of collateral and the enforcement of guarantees would be sufficient to cover the potential amount of future payments required under the corresponding guarantees. The current amount of the liability as of September 30, 2007 for guarantees under standby letters of credit issued is not material.

(6) NEW ACCOUNTING PRONOUNCEMENTS

In July 2006, the FASB issued FASB Interpretation No. 48, "Accounting for

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Uncertainty in Income Taxes—an Interpretation of FASB Statement No. 109" ("FIN 48"), which clarifies the accounting for uncertainty in tax positions. This Interpretation requires that companies recognize in their financial statements the impact of a tax position, if that position is more likely than not of being sustained on audit, based on the technical merits of the position. In May 2007, the FASB issued FASB Staff Position ("FSP") FIN 48-1, "Definition of Settlement in FASB Interpretation No. 48" ("FSP FIN 48-1"). FSP FIN 48-1 provides guidance on how to determine whether a tax position is effectively settled for the purpose of recognizing previously unrecognized tax benefits. The provisions of FIN 48 and FSP FIN 48-1 are effective for years beginning after December 15, 2006, with the cumulative effect of the change in accounting principle recorded as an adjustment to opening retained earnings. The Company adopted the provisions of FIN 48 and FSP FIN 48-1, as required, on January 1, 2007, with no impact on the Company's consolidated financial position and results of operations.

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements, ("SFAS 157") which defines fair value, establishes a framework for measuring fair value under GAAP, and expands disclosures about fair value measurements. SFAS 157 applies to other accounting pronouncements that require or permit fair value measurements. The new guidance is effective for financial statements issued for fiscal years beginning after November 15, 2007, and for interim periods within those fiscal years. We are currently evaluating the potential impact, if any, of the adoption of SFAS 157 on our consolidated financial position, results of operations and cash flows.

In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities - Including an Amendment of FASB Statement No. 115, ("SFAS 159"). This standard permits an entity to choose to measure many financial instruments and certain other items at fair value. Most of the provisions in SFAS 159 are elective; however, the amendment to SFAS 115, Accounting for Certain Investments in Debt and Equity Securities, applies to all entities with available-for-sale and trading securities. The fair value option established by SFAS 159 permits all entities to choose to measure eligible items at fair value at specified election dates. A business entity will report unrealized gains and losses on items for which the fair value option has been elected in earnings at each subsequent reporting date. The fair value option: (a) may be applied instrument by instrument, with a few exceptions, such as investments otherwise accounted for by the equity method; (b) is irrevocable (unless a new election date occurs); and (c) is applied only to entire instruments and not to portions of instruments. SFAS 159 is effective for the Company as of January 1, 2008, unless early adoption is elected. The Company is

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currently analyzing the effects of this interpretation but does not expect its implementation will have a significant impact on the Company's consolidated financial condition or results of operations.

EITF 06-4

In September 2006, the FASB's Emerging Issues Task Force (EITF) issued EITF Issue No. 06-4, "Accounting for Deferred Compensation and Postretirement Benefit Aspects of Endorsement Split Dollar Life Insurance Arrangements" ("EITF 06-4"). EITF 06-4 requires the recognition of a liability related to the postretirement benefits covered by an endorsement split-dollar life insurance arrangement. The consensus highlights that the employer (who is also the policyholder) has a liability for the benefit it is providing to its employee. As such, if the policyholder has agreed to maintain the insurance policy in force for the employee's benefit during his or her retirement, then the liability recognized during the employee's active service period should be based on the future cost

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of insurance to be incurred during the employee's retirement. Alternatively, if the policy holder has agreed to provide the employee with a death benefit, then the liability for the future death benefit should be recognized by following the guidance in SFAS No. 106 or Accounting Principles Board (APB) Opinion No. 12, as appropriate. For transition, an entity can choose to apply the guidance using either of the following approaches: (a) a change in accounting principle through retrospective application to all periods presented or (b) a change in accounting principle through a cumulative-effect adjustment to the balance in retained earnings at the beginning of the year of adoption. The EITF is effective in fiscal years beginning after December 15, 2007, with early adoption permitted. The Company does not believe that the implementation of this guidance will have a material impact on the Company's consolidated financial statements.

EITF 06-5

On September 7, 2006, the Task Force reached a conclusion on EITF Issue No. 06-5, "Accounting for Purchases of Life Insurance - Determining the Amount That Could Be Realized in Accordance with FASB Technical Bulletin No. 85-4, Accounting for Purchases of Life Insurance" ("EITF 06-5"). The scope of EITF 06-5 consists of six separate issues relating to accounting for life insurance policies purchased by entities protecting against the loss of "key persons." The six issues are clarifications of previously issued guidance on FASB Technical Bulletin No. 85-4. EITF 06-5 is effective for fiscal years beginning after December 15, 2006. The adoption of EITF 06-5 did not have a material impact on the Company's consolidated financial statements.

EITF 06-10

In March 2007, the FASB ratified Emerging Issues Task Force Issue No. 06-10 "Accounting for Collateral Assignment Split-Dollar Life Insurance Agreements" ("EITF 06-10"). EITF 06-10 provides guidance for determining a liability for the postretirement benefit obligation as well as recognition and measurement of the associated asset on the basis of the terms of the collateral assignment agreement. EITF 06-10 is effective for fiscal years beginning after December 15, 2007. The Company is currently assessing the impact of EITF 06-10 on its consolidated financial position and results of operations.

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ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

GENERAL

Throughout the Management's Discussion and Analysis ("MD&A") the term, "the Company", refers to the consolidated entity of Pathfinder Bancorp, Inc. and its wholly owned subsidiary, Pathfinder Bank. Pathfinder Commercial Bank, Pathfinder REIT, Inc. and Whispering Oaks Development, Inc. represent wholly owned subsidiaries of Pathfinder Bank. At September 30, 2007, Pathfinder Bancorp, M.H.C., the Company's mutual holding company parent, whose activities are not included in the MD&A, held 63.7% of the Company's common stock and the public held 36.3%.

The following discussion reviews the Company's financial condition at September 30, 2007 and the results of operations for the three months and nine months ended September 30, 2007 and September 30, 2006.

This Quarterly Report contains certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are subject to certain risks and uncertainties, including, among other things, changes in economic conditions in the Company's market area, changes in policies by regulatory agencies, fluctuations in interest rates,

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demand for loans in the Company's market areas and competition, that could cause actual results to differ materially from historical earnings and those presently anticipated or projected. The Company wishes to caution readers not to place undue reliance on any such forward-looking statements, which speak only as of the date made. The Company wishes to advise readers that the factors listed above could affect the Company's financial performance and could cause the Company's actual results for future periods to differ materially from any opinions or statements expressed with respect to future periods in any current statements.

The Company does not undertake, and specifically declines any obligation, to publicly release the result of any revisions that may be made to any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

The Company's net income is primarily dependent on its net interest income, which is the difference between interest income earned on its investments in mortgage loans, investment securities and other loans, and its cost of funds consisting of interest accrued on deposits and borrowed funds. The Company's net income is also affected by its provision for loan losses, as well as by the amount of other income, including income from fees and service charges on deposit accounts, net gains and losses on sales of securities, loans and foreclosed real estate, and other expenses such as salaries and employee benefits, building occupancy and equipment costs, data processing and income taxes. Earnings of the Company also are affected significantly by general economic and competitive conditions, particularly changes in market interest rates, government policies and actions of regulatory authorities, which events are beyond the control of the Company. In particular, the general level of market interest rates which tend to be highly cyclical have a significant impact on our earnings.

APPLICATION OF CRITICAL ACCOUNTING POLICIES

The Company's consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United States of America and follow practices within the banking industry. Application of these principles requires management to make estimates, assumptions and judgments that affect the amounts reported in the consolidated financial statements and accompanying notes. These estimates, assumptions and judgments are based on information

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available as of the date of the financial statements; accordingly, as this information changes, the financial statements could reflect different estimates, assumptions and judgments. Certain policies inherently have a greater reliance on the use of estimates, assumptions and judgments and as such have a greater possibility of producing results that could be materially different than originally reported. Estimates, assumptions and judgments are necessary when assets and liabilities are required to be recorded at fair value or when an asset or liability needs to be recorded contingent upon a future event. Carrying assets and liabilities at fair value inherently results in more financial statement volatility. The fair values and information used to record valuation adjustments for certain assets and liabilities are based on quoted market prices or are provided by other third-party sources, when available. When third party information is not available, valuation adjustments are estimated in good faith by management.

The most significant accounting policies followed by the Company are presented in Note 1 to the consolidated financial statements included in the 2006 Annual Report on Form 10-K ("the Consolidated Financial Statements"). Beginning with

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its quarterly report for the March 31, 2007 quarter, the Company has elected to file its Exchange Act reports under the rules and regulations applicable to small business issuers.

These policies, along with the disclosures presented in the other financial statement notes and in this discussion, provide information on how significant assets and liabilities are valued in the consolidated financial statements and how those values are determined. Based on the valuation techniques used and the sensitivity of financial statement amounts to the methods, assumptions and estimates underlying those amounts, management has identified the determination of the allowance for loan losses to be the accounting area that requires the most subjective and complex judgments, and as such could be the most subject to revision as new information becomes available.

The allowance for loan losses represents management's estimate of probable loan losses inherent in the loan portfolio. Determining the amount of the allowance for loan losses is considered a critical accounting estimate because it requires significant judgment and the use of estimates related to the amount and timing of expected future cash flows on impaired loans, estimated losses on pools of homogeneous loans based on historical loss experience, and consideration of current economic trends and conditions, all of which may be susceptible to significant change. The loan portfolio also represents the largest asset type on the consolidated balance sheet. Note 1 to the Consolidated Financial Statements describes the methodology used to determine the allowance for loan losses, and a discussion of the factors driving changes in the amount of the allowance for loan losses is included in this report.

The Company carries all of its investments at fair value with any unrealized gains or losses reported net of tax as an adjustment to shareholders' equity. Based on management's assessment, at September 30, 2007, the Company did not hold any security that had a fair value decline that is currently expected to be other than temporary. Consequently, any declines in a specific security's fair value below amortized cost have not been provided for in the consolidated income statement. The Company's ability to fully realize the value of its investment in various securities, including corporate debt securities, is dependent on the underlying creditworthiness of the issuing organization.

OVERVIEW

Net income was \$306,000, or \$0.12 per diluted share, for the three months ended September 30, 2007, as compared to \$170,000, or \$0.07 per diluted share, for the same period in 2006. During the third quarter of 2007, the Company continued its efforts toward transforming its more traditional thrift balance sheet with mostly residential loans as earning assets, toward that of a community bank with a more diverse mix of residential, consumer and commercial loans. On an average

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balance basis, total commercial loans comprised 32.3% of the total gross loan portfolio for the quarter ended September 30, 2007, as compared to 28.3% of the portfolio for the year ended December 31, 2006. For the nine months ended September 30, 2007, the Company reported net income of \$637,000, or \$0.26 per diluted share as compared to \$713,000, or \$0.29 per diluted share, for the same period in 2006.

On March 22, 2007, the Company issued a junior subordinated debenture for \$5.0 million, with interest adjustable quarterly at a 1.65% spread over the 3-month LIBOR. The Company used the proceeds from that issuance to retire its original junior subordinated debenture on June 27, 2007, at its first call date. The original obligation was for \$5.0 million, adjustable quarterly at a spread of 3.45% over the 3-month LIBOR. The new issuance and retirement of the original

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junior subordinated debenture will result in an approximate pre-tax annual savings of \$90,000 to the Company.

Short-term borrowings increased \$9.0 million, or 100%, when compared to December 31, 2006, which provided the bank some liquidity and to pay off long-term borrowings, which decreased \$7.4 million, or 28%, when compared to December 31, 2006.

RESULTS OF OPERATIONS

The return on average assets and return on average shareholders' equity were 0.39% and 5.80%, respectively, for the three months ended September 30, 2007, compared with 0.23% and 3.21%, respectively, for the three months ended September 30, 2006. During the third quarter of 2007, when compared to the third quarter of 2006, net interest income and core noninterest income increased \$88,000 and \$105,000, respectively, offset by increases in provision for loan losses and noninterest expenses of \$155,000 and \$21,000, respectively.

For the nine months ended September 30, 2007, net interest income increased \$131,000 and core noninterest income increased \$142,000 when compared to the nine months ended September 30, 2006. These increases were offset by increased provisions for loan losses and noninterest expenses of \$257,000 and \$285,000, respectively.

NET INTEREST INCOME

Net interest income is the Company's primary source of operating income for payment of operating expenses and providing for loan losses. It is the amount by which interest earned on loans, interest-earning deposits and investment securities, exceeds the interest paid on deposits and other interest-bearing liabilities. Changes in net interest income and net interest margin result from the interaction between the volume and composition of interest-earning assets, interest-bearing liabilities, related yields and associated funding costs.

Net interest income, on a tax-equivalent basis increased \$74,000 to \$2.2 million for the three months ended September 30, 2007 from \$2.1 million for the same period of 2006. The Company's net interest margin for the third quarter of 2007 decreased to 3.10% from 3.12% when compared to the same quarter in 2006. Management anticipates some easing in the margin compression that the Company has been experiencing as short-term deposit product pricing and federal funds borrowing costs are reduced to reflect recent reductions totaling 75 basis points by the Federal Reserve in its benchmark interest-rate. Average interest-earning assets increased 5% to \$282.5 million for the three months ended September 30, 2007 as compared to \$270.3 million for the three months ended September 30, 2006 and the yield on interest-earning assets increased 19 basis points to 6.13% from 5.94% for the comparable periods. The increase in average interest-earning assets was primarily attributable to a \$16.2 million, or 8.3%, increase in loans receivable, offset by a \$4.0 million decrease in investment securities. For the three months ended September 30, 2007, average interest-bearing liabilities increased \$8.5 million, or 3%, and the cost of funds increased 26 basis points

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to 3.28% from 3.02% for the same period in 2006. The increase in the average balance of interest-bearing liabilities resulted primarily from an \$18.0 million, or 9%, increase in deposits, offset by a \$9.6 million, or 24%, reduction in borrowed funds.

For the nine months ended September 30, 2007, net interest income, on a tax-equivalent basis, increased slightly to \$6.5 million, compared to \$6.4

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million for the same period of 2006. Net interest margin decreased 9 basis points, to 3.04% at September 30, 2007 from 3.13% at September 30, 2006. Average interest-earning assets increased 4% to \$284.6 million for the nine months ended September 30, 2007 as compared to \$273.1 million for the nine months ended September 30, 2006, and the yield on interest-earning assets increased 27 basis points to 6.08% from 5.81% for the comparable period. The increase in average interest-earning assets was primarily attributable to a \$13.8 million, or 7.1%, increase in loans receivable and a \$4.7 million increase in interest earning deposits, partially offset by a \$6.9 million decrease in investment securities.

Average interest-bearing liabilities increased \$6.5 million and the cost of funds increased 44 basis points to 3.29% for the nine months ended September 30, 2007, from 2.85% for the same period in 2006. The increase in the average balance of interest-bearing liabilities resulted primarily from a \$16.5 million, or 8%, increase in average deposits, partially offset by a \$10.1 million, or 25%, reduction in borrowed funds.

INTEREST INCOME

Total interest income, on a tax-equivalent basis, for the quarter ended September 30, 2007, increased \$318,000, or 8%, to \$4.3 million from \$4.0 million for the quarter ended September 30, 2006.

The average balance of loans increased \$16.2 million to \$211.0 million, with yields increasing 11 basis points to 6.75% for the third quarter of 2007. Average commercial real estate loans increased \$9.8 million, while the yield on those loans decreased to 7.64% from 7.77% from the year earlier period. Average commercial loans increased \$3.0 million, and experienced a decrease in the yield of 12 basis points, to 8.47% for the quarter ended September 30, 2007, from 8.59%, in the quarter ended September 30, 2006. The decrease in the yield on commercial loans was primarily the result of new commercial loan origination activity taking place at yields slightly lower than the average yield on the existing commercial loan portfolio. Average consumer loans increased \$3.5 million, or 17%, while the average yield decreased by 13 basis points. The Company's municipal loan portfolio increased \$518,000, or 20%, when comparing the third quarter of 2007 to the same period in 2006. The average tax equivalent yield on the municipal loan portfolio increased to 6.55% in the third quarter of 2007 from 5.87% for the same period in 2006. Offsetting the above increases, was a \$544,000, or 1%, decrease in the average balance of residential real estate loans.

Average investment securities (taxable and tax-exempt) for the quarter ended September 30, 2007 decreased by \$4.0 million, with a decrease in tax-equivalent interest income from investments of \$12,000, or 2%, when compared to the third quarter of 2006. The average tax-equivalent yield of the portfolio increased 16 basis points, to 4.29% from 4.13%. The decrease in average investment securities was primarily due to the scheduled maturity of short-term investments that were acquired during the first quarter of 2007 in connection with the collateralization of increasing municipal deposit levels.

Total interest income, on a tax-equivalent basis, for the nine months ended September 30, 2007 increased \$1.1 million, or 9%, when compared to the nine months ended September 30, 2006.

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Average loans increased \$13.8 million, with yields increasing 20 basis points to 6.74% from 6.54% for the nine months ended September 30, 2007. The average balance of commercial real estate loans increased \$8.8 million, with yields decreasing slightly to 7.71% from 7.72%, average commercial loans increased \$4.0 million, with yields increasing to 8.48% from 8.16% and average consumer loans

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increased \$2.5 million, with yields increasing to 8.33% from 8.06% for the nine months ended September 30, 2007, as compared to the same period in 2006. These increases were offset by decreases in the average balance of residential real estate loans of \$1.2 million.

For the nine months ended September 30, 2007, tax-equivalent interest income from investment securities decreased \$80,000, or 3%, compared to the same period in 2006. The average tax-equivalent yield of the portfolio increased 24 basis points, to 4.30% from 4.06%, offset by a \$6.9 million decrease in the average balance of investment securities, due to the scheduled maturities of investment securities mentioned above.

For the nine months ended September 30, 2007, interest income on interest earning deposits increased \$187,000, as the average balance of interest earning deposits increased \$4.7 million and the yield on those deposits increased to 5.21% from 4.57%, when compared to the same period of 2006. The increase was primarily due to the short-term investment of the proceeds from the second junior subordinated debenture combined with liquidity generated from deposit growth out pacing general loan demand.

INTEREST EXPENSE

Total interest expense increased \$245,000 for the three months ended September 30, 2007 compared to the same quarter in 2006, as the cost of funds increased 26 basis points to 3.28% in 2007 from 3.02% in 2006. Average time deposits increased \$18.6 million, combined with a 41 basis point increase in the cost of funds to 4.58% from 4.17%. Average MMDA accounts increased \$4.4 million, combined with a 4 basis point increase in the cost of funds to 3.93% from 3.89%. These increases were offset by decreases in average money management accounts to \$11.3 million in 2007 from \$13.0 million in 2006, and average savings accounts to \$53.1 million in 2007 from \$57.4 million in 2006. Interest expense on borrowings decreased by \$121,000, or 23%, from the prior period. The decrease in interest expense on borrowings was the result of a \$9.6 million decrease in the average balance of borrowed funds, combined with a 168 basis point decrease in the cost of funds on the junior subordinated debenture that resulted from the new issuance of subordinated debentures and retirement of the old higher rate issuance.

For the nine months ended September 30, 2007, interest expense increased \$1.0 million when compared to the nine months ended September 30, 2006. Deposit interest expense for the comparable periods increased \$1.3 million, or 34%. Average time deposits increased \$22.0 million, combined with a 59 basis point increase in the related cost of funds to 4.51% from 3.92%. Average MMDA accounts increased \$2.1 million, combined with a 43 basis point increase to 4.09% from 3.66%. These increases were offset by decreases in average savings accounts to \$54.1 million in 2007 from \$60.7 million in 2006 and average money management accounts to \$11.6 million in 2007 from \$13.6 million in 2006. Interest expense on borrowings decreased by \$318,000, or 20%, from the prior period. The decrease in interest expense on borrowings was the result of an \$11.8 million, or 33%, decrease in the average balance of borrowed funds. This decrease was offset by an increase in average junior subordinated debt of \$1.7 million due to a second junior subordinated debt entered into in March 2007. The original \$5.0 million issuance was retired on June 27, 2007. The cost of funds for the two junior subordinated debentures decreased to 7.98% for the nine months ended September 30, 2007 as compared to 8.49% for the nine months ended September 30, 2006.

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PROVISION FOR LOAN LOSSES

Provision for loan losses for the quarter ended September 30, 2007 increased

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\$155,000 from the same period in 2006. The increased provision is reflective of a growing loan portfolio and one more heavily weighted to commercial term and commercial real estate, which have higher inherent risk characteristics than a consumer real estate portfolio, combined with an increase in general nonperforming loan totals. The Company's ratio of allowance for loan losses to period end loans increased to 0.76% at September 30, 2007 as compared to 0.74% at December 31, 2006. Nonperforming loans to period end loans have increased to 0.94% at September 30, 2007 from 0.57% at December 31, 2006, primarily due to the nonperforming status of two commercial loans. Management believes that the existing reserves provided on these loans are sufficient to cover any anticipated losses.

NONINTEREST INCOME

The Company's noninterest income is primarily comprised of fees on deposit account balances and transactions, loan servicing, commissions, and net gains (losses) on securities, loans and foreclosed real estate.

The following table sets forth certain information on noninterest income for the periods indicated:

| (DOLLARS IN THOUSANDS) | FOR THE THREE MONTHS ENDED SEPTEMBER | | | |
|--|--------------------------------------|---------------|---------------|------------|
| | 2007 | 2006 | \$CHANGE | % CHAN |
| Service charges on deposit accounts | \$ 366 | \$ 330 | \$ 36 | 10. |
| Earnings on bank owned life insurance | 56 | 50 | 6 | 12. |
| Loan servicing fees | 72 | 55 | 17 | 30. |
| Debit card interchange fees | 62 | 49 | 13 | 26. |
| Other charges, commissions and fees | 114 | 81 | 33 | 40. |
| Core noninterest income | 670 | 565 | 105 | 18. |
| Net gains on sales of investment securities | 111 | - | 111 | |
| Net gains (losses) on sale of loans and foreclosed real estate | 11 | (29) | 40 | -137. |
| TOTAL NONINTEREST INCOME | \$ 792 | \$ 536 | \$ 256 | 47. |

| (DOLLARS IN THOUSANDS) | FOR THE NINE MONTHS ENDED SEPTEMBER 30 | | | |
|--|--|----------------|---------------|------------|
| | 2007 | 2006 | \$CHANGE | % CHAN |
| Service charges on deposit accounts | \$1,060 | \$1,041 | \$ 19 | 1. |
| Earnings on bank owned life insurance | 169 | 150 | 19 | 12. |
| Loan servicing fees | 186 | 160 | 26 | 16. |
| Debit card interchange fees | 178 | 138 | 40 | 29. |
| Other charges, commissions and fees | 317 | 279 | 38 | 13. |
| Core noninterest income | 1,910 | 1,768 | 142 | 8. |
| Net gains (losses) on sales of investment securities | 108 | (9) | 117 | -1300. |
| Net gains (losses) on sale of loans and foreclosed real estate | 42 | (34) | 76 | -223. |
| TOTAL NONINTEREST INCOME | \$2,060 | \$1,725 | \$ 335 | 19. |

For the three months ended September 30, 2007, core noninterest income reflected

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an increase of \$105,000, or 18%, when compared with the three months ended September 30, 2006. The increase in service charges on deposit accounts was primarily attributable to an increase in the number of deposit accounts and the fees associated with deposit accounts. The increase in loan servicing fees was primarily due to an increase in commercial and mortgage loan late charges and a reduction in the amortization of capitalized mortgage servicing rights. The

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increase in debit card fees was primarily due to an increase in issued Visa Debit cards and an increase in the usage from the existing customer base. The increase in other charges, commissions and fees was primarily due to an increase in internal investment services activity and related revenue.

For the nine months ended September 30, 2007, core noninterest income increased \$142,000 or 8%, when compared with the nine months ended September 30, 2006. The increase in core noninterest income for the nine months ended September 30 2007, was primarily due to an increase in deposit account fees as deposit related charges were increased to be more in line with local competition, increased revenue from in-house investment services, increased late fees on commercial and mortgage loans and a reduction in capitalized mortgage servicing rights amortization, combined with increased fees from the volume and usage of the Bank's Visa debit card and an increase in earnings on bank owned life insurance.

NONINTEREST EXPENSE

The following table sets forth certain information on noninterest expense for the quarters indicated:

| (DOLLARS IN THOUSANDS) | FOR THE THREE MONTHS ENDED SEPTEMBER 30, | | | |
|-----------------------------------|--|---------|----------|----------|
| | 2007 | 2006 | \$CHANGE | % CHANGE |
| Salaries and employee benefits | \$1,263 | \$1,307 | \$ (44) | -3.4% |
| Building occupancy | 305 | 291 | 14 | 4.8% |
| Data processing | 339 | 328 | 11 | 3.4% |
| Professional and other services | 130 | 121 | 9 | 7.4% |
| Amortization of intangible assets | 55 | 55 | - | 0.0% |
| Other expenses | 320 | 289 | 31 | 10.7% |
| TOTAL NONINTEREST EXPENSES | \$2,412 | \$2,391 | \$ 21 | 0.9% |

| (DOLLARS IN THOUSANDS) | FOR THE NINE MONTHS ENDED SEPTEMBER 30, | | | |
|-----------------------------------|---|---------|----------|----------|
| | 2007 | 2006 | \$CHANGE | % CHANGE |
| Salaries and employee benefits | \$3,764 | \$3,765 | \$ (1) | 0.0% |
| Building occupancy | 935 | 913 | 22 | 2.4% |
| Data processing | 1,033 | 958 | 75 | 7.8% |
| Professional and other services | 593 | 352 | 241 | 68.5% |
| Amortization of intangible assets | 166 | 166 | - | 0.0% |
| Other expenses | 906 | 958 | (52) | -5.4% |
| TOTAL NONINTEREST EXPENSES | \$7,397 | \$7,112 | \$ 285 | 4.0% |

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Total noninterest expense increased \$21,000 and \$285,000 for the three and nine months ended September 30, 2007 when compared to the same periods for 2006, respectively. The increase in building occupancy for the three and nine month periods was primarily due to maintenance and landscaping improvements made to several of the branches during the third quarter of 2007. Data processing expenses for the three and nine month periods increased due to volume related Internet banking costs, customer check processing and ATM processing charges. These increases were partially offset by decreased depreciation expenses. The increase in professional and other services for the nine month period was primarily due to consulting costs associated with preparing for, and implementing the enhanced internal control reporting requirements of Section 404 of the Sarbanes Oxley Act and ensuring compliance with Bank Secrecy Act/Anti-Money Laundering regulations. The decrease in salaries and employee benefits for the three month period primarily resulted from deferred

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compensation costs incurred in the third quarter of 2006 that did not recur in 2007 and an increase in the deferred payroll expense directly related to the increase in loan originations.

INCOME TAX EXPENSE

Income taxes increased \$32,000 for the quarter ended September 30, 2007 as compared to the same period in 2006. The increase in income tax expense reflected higher pre-tax income during the comparable quarters. For the nine months ended September 30, 2007, income tax expense remained constant at \$148,000, despite lower levels of pre-tax income. The effective tax rate was 18.9% and 17.2% for the nine months ended September 30, 2007 and September 30, 2006, respectively. Although the Company continues to strive to reduce its tax rate from the statutory rate primarily through the ownership of tax-exempt investment securities, bank owned life insurance and other tax savings strategies, the increase in the effective tax rate is the result of less tax exempt interest income due to a less favorable tax-free yield curve.

CHANGES IN FINANCIAL CONDITION

ASSETS

Total assets increased approximately \$12.5 million, or 4%, to \$313.8 million at September 30, 2007, from \$301.4 million at December 31, 2006. The increase in total assets was primarily the result of an increase of \$12.5 million, or 6%, in net loans receivable and an increase in investment securities of \$3.0 million, or 5%, offset by a reduction in interest earning deposits of \$6.3 million, or 95%. The loan portfolio growth is being driven by increased small business commercial loan originations occurring both inside and outside the Company's direct market areas. The Company continues to transform its traditional thrift balance sheet toward that of a community bank with a more diverse mix of residential, consumer and commercial loans. The growth in investment securities was a result of securities purchases during January and February 2007 in order to obtain the required collateral for increased municipal deposit levels. The reduction in interest earning deposits was primarily due to excess liquidity being utilized to pay off maturing long-term advances.

At September 30, 2007, the securities balance included a net unrealized loss on available for sale securities of \$1.3 million, versus a net unrealized loss of \$1.4 million at December 31, 2006. These unrealized losses relate principally to changes in interest rates subsequent to the acquisition of specific

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securities. None of the securities in this category had an unrealized loss that exceeded 8.1% of book value. The Company has the intent and ability to hold the individual securities to maturity or market price recovery.

Management has reviewed its loan and mortgage-backed securities portfolios and determined that no exposure exists to sub-prime or other high-risk residential mortgages. The Company is not in the practice of investing in, or originating these types of investments or loans.

LIABILITIES

Total liabilities increased \$12.3 million, or 4%, to \$292.8 million at September 30, 2007 from \$280.5 million at December 31, 2006. Deposits increased \$10.3 million, or 4%, and short-term borrowings increased \$9.0 million. These increases were offset by a reduction in long-term borrowings of \$7.4 million, or 28%.

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LOAN AND ASSET QUALITY AND ALLOWANCE FOR LOAN LOSSES

The following table represents information concerning the aggregate amount of nonperforming assets:

| (DOLLARS IN THOUSANDS) | SEPTEMBER 2007 | DECEMBER 31, 2006 | SEPTEMBER 2006 |
|---------------------------------------|-------------------|----------------------|-------------------|
| ----- | | | |
| Nonaccrual loans: | | | |
| Commercial real estate and commercial | \$ 1,001 | \$ 481 | \$ 468 |
| Consumer | 143 | 125 | 130 |
| Residential real estate mortgage | 894 | 566 | 749 |
| ----- | | | |
| Total nonaccrual loans | 2,038 | 1,172 | 1,347 |
| ----- | | | |
| Total non-performing loans | 2,038 | 1,172 | 1,347 |
| Foreclosed real estate | 310 | 471 | 497 |
| ----- | | | |
| Total non-performing assets | \$ 2,348 | \$ 1,643 | \$ 1,844 |
| ===== | | | |
| Nonperforming loans to total loans | 0.94% | 0.57% | 0.68% |
| Nonperforming assets to total assets | 0.75% | 0.54% | 0.62% |
| ===== | | | |

Total nonperforming loans increased 74% at September 30, 2007 when compared to December 31, 2006. The increase in nonperforming loans was primarily the result of the nonperforming status of two commercial loan relationships. Management believes that the underlying collateral and associated guarantees, combined with the existing reserves provided, are adequate to cover any potential losses that may occur from the remediation process.

The allowance for loan losses at September 30, 2007 and December 31, 2006 was \$1.6 million and \$1.5 million, or 0.76% and 0.74% of period end loans, respectively.

CAPITAL

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Shareholders' equity at September 30, 2007 was \$21.1 million as compared to \$20.9 million at December 31, 2006. The Company added \$637,000 to retained earnings through net income, which was partially offset by cash dividends of \$604,000. Additional paid in capital increased \$113,000 due to the exercise of stock options during the first quarter of 2007. The Company's mutual holding company parent, Pathfinder Bancorp, M.H.C, accepted the dividend for the quarter ended September 30, 2007, payable in October 2007.

Risk-based capital provides the basis for which all banks are evaluated in terms of capital adequacy. Capital adequacy is evaluated primarily by the use of ratios which measure capital against total assets, as well as against total assets that are weighted based on defined risk characteristics. The Company's goal is to maintain a strong capital position, consistent with the risk profile of its subsidiary banks that supports growth and expansion activities while at the same time exceeding regulatory standards. At September 30, 2007, Pathfinder Bank exceeded all regulatory required minimum capital ratios and met the regulatory definition of a "well-capitalized" institution, i.e. a leverage capital ratio exceeding 5%, a Tier 1 risk-based capital ratio exceeding 6% and a total risk-based capital ratio exceeding 10%.

LIQUIDITY

Liquidity management involves the Company's ability to generate cash or otherwise obtain funds at reasonable rates to support asset growth, meet deposit withdrawals, maintain reserve requirements, and otherwise operate the Company on an ongoing basis. The Company's primary sources of funds are deposits, borrowed funds, amortization and prepayment of loans and maturities of investment

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securities and other short-term investments, and earnings and funds provided from operations. While scheduled principal repayments on loans are a relatively predictable source of funds, deposit flows and loan prepayments are greatly influenced by general interest rates, economic conditions and competition. The Company manages the pricing of deposits to maintain a desired deposit balance. In addition, the Company invests excess funds in short-term interest-earning and other assets, which provide liquidity to meet lending requirements.

The Company's liquidity has been enhanced by its membership in the Federal Home Loan Bank of New York, whose competitive advance programs and lines of credit provide the Company with a safe, reliable and convenient source of funds. A significant decrease in deposits in the future could result in the Company having to seek other sources of funds for liquidity purposes. Such sources could include, but are not limited to, additional borrowings, trust preferred security offerings, brokered deposits, negotiated time deposits, the sale of "available-for-sale" investment securities, the sale of securitized loans, or the sale of whole loans. Such actions could result in higher interest expense costs and/or losses on the sale of securities or loans.

The Company has a number of existing credit facilities available to it. The combined aggregate amount of credit available in connection with its existing facilities is approximately \$49.3 million at September 30, 2007.

The Asset Liability Management Committees of the Company are responsible for implementing the policies and guidelines for the maintenance of prudent levels of liquidity. As of September 30, 2007, management reported to the Board of Directors that the Company is in compliance with its liquidity policy guidelines.

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ITEM 3 - CONTROLS AND PROCEDURES

Under the supervision and with the participation of the Company's management, including our Chief Executive Officer and Chief Financial Officer, the Company has evaluated the effectiveness of the design and operation of its disclosure controls and procedures (as defined in Rule 13a-15(e) and 15d-15(e) under the Exchange Act) as of the end of the period covered by this quarterly report. Based upon that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that, as of the end of the period covered by this report, the Company's disclosure controls and procedures are effective to ensure that information required to be disclosed in the reports that the Company files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported, within the time periods specified in the Securities and Exchange Commission's rules and forms. There has been no change in the Company's internal control over financial reporting during the most recent fiscal quarter that has materially affected, or is reasonable likely to materially affect, the Company's internal control over financial reporting.

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PART II - OTHER INFORMATION

ITEM 1 - LEGAL PROCEEDINGS

None

ITEM 2 - UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

None

ITEM 3 - DEFAULTS UPON SENIOR SECURITIES

None

ITEM 4 - SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

None

ITEM 5 - OTHER INFORMATION

None

ITEM 6 - EXHIBITS

| Exhibit No. | Description |
|-------------|---|
| ----- | ----- |
| 31.1 | Rule 13a-14(a) / 15d-14(a) Certification of the Chief Executive Officer |
| 31.2 | Rule 13a-14(a) / 15d-14(a) Certification of the Chief Financial Officer |
| 32.1 | Section 1350 Certification of the Chief Executive Officer and Chief Financial Officer |

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SIGNATURES

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Pursuant to the requirements of the Securities Exchange Act of 1934, the small business issuer has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

PATHFINDER BANCORP, INC.

(Small business issuer)

November 14, 2007 /s/ Thomas W. Schneider

Date: Thomas W. Schneider
 President, Chief Executive Officer

November 14, 2007 /s/ James A. Dowd

Date: James A. Dowd
 Senior Vice President, Chief Financial Officer

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EXHIBIT 31.1

Rule 13a-14(a) / 15d-14(a) Certification of the Chief Executive Officer
Certification of Chief Executive Officer
Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

I, Thomas W. Schneider, certify that:

1. I have reviewed the September 30, 2007 quarterly report on Form 10-QSB of Pathfinder Bancorp, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the small business issuer as of, and for, the periods presented in this report;
4. The small business issuer's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the small business issuer and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the small business issuer, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Evaluated the effectiveness of the small business issuer's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

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(c) Disclosed in this report any change in the small business issuer's internal control over financial reporting that occurred during the small business issuer's most recent fiscal quarter (the small business issuer's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the small business issuer's internal control over financial reporting; and

5. The small business issuer's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the small business issuer's auditors and the audit committee of the small business issuer's board of directors (or persons performing the equivalent functions):

(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the small business issuer's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the small business issuer's internal control over financial reporting.

November 14, 2007

/s/ Thomas W. Schneider

Date

Thomas W. Schneider
President and Chief Executive Officer

EXHIBIT 31.2

Rule 13a-14(a) / 15d-14(a) Certification of the Chief Financial Officer
Certification of Chief Financial Officer
Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

I, James A. Dowd, certify that:

1. I have reviewed the September 30, 2007 quarterly report on Form 10-QSB of Pathfinder Bancorp, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the small business issuer as of, and for, the periods presented in this report;

4. The small business issuer's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the small business issuer and have:

(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our

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supervision, to ensure that material information relating to the small business issuer, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

(b) Evaluated the effectiveness of the small business issuer's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

(c) Disclosed in this report any change in the small business issuer's internal control over financial reporting that occurred during the small business issuer's most recent fiscal quarter (the small business issuer's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the small business issuer's internal control over financial reporting; and

5. The small business issuer's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the small business issuer's auditors and the audit committee of the small business issuer's board of directors (or persons performing the equivalent functions):

(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the small business issuer's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the small business issuer's internal control over financial reporting.

November 14, 2007

/s/ James A. Dowd

Date

James A. Dowd
Senior Vice President and Chief Financial Officer

EXHIBIT 32.1

Section 1350 Certification of the Chief Executive and Chief Financial Officer

Certification pursuant to
18 U.S.C. Section 1350,
as adopted pursuant to
Section 906 of the Sarbanes-Oxley Act of 2002

Thomas W. Schneider, President and Chief Executive Officer, and James A. Dowd, Senior Vice President and Chief Financial Officer of Pathfinder Bancorp, Inc. (the "Company"), each certify in his capacity as an officer of the Company that he has reviewed the Quarterly Report of the Company on Form 10-QSB for the quarter ended September 30, 2007 and that to the best of his knowledge:

1. the report fully complies with the requirements of Sections 13(a) of the Securities Exchange Act of 1934; and

2. the information contained in the report fairly presents, in all

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material respects, the financial condition and results of operations of the Company.

The purpose of this statement is solely to comply with Title 18, Chapter 63, Section 1350 of the United States Code, as amended by Section 906 of the Sarbanes-Oxley Act of 2002.

November 14, 2007

Date

/s/ Thomas W. Schneider

Thomas W. Schneider
President and Chief Executive Officer

November 14, 2007

Date

/s/ James A. Dowd

James A. Dowd
Senior Vice President and Chief Financial
Officer