

GREENE COUNTY BANCORP INC  
Form 10KSB  
September 28, 2004

**SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 10-KSB**

ANNUAL REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

**For the Fiscal Year Ended June 30, 2004**

OR

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

For the transaction period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 0-25165

**GREENE COUNTY BANCORP, INC.**

(Name of Small Business Issuer in its Charter)

United States      14-1809721

(State or Other Jurisdiction of Incorporation or Organization)      (I.R.S. Employer Identification No.)

**302 Main Street, Catskill, New York**

(Address of Principal Executive Office)

**12414**

(Zip Code)

**(518) 943-2600**

(Issuer's Telephone Number including area code)

Securities Registered Pursuant to Section 12(b) of the Act:

**None**

Securities Registered Pursuant to Section 12(g) of the Act:

**Common Stock, par value \$0.10 per share**

(Title of Class)

Check whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the past twelve months (or for such shorter period that the Registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days.

YES  NO

Check if there is no disclosure of delinquent filers in response to Item 405 of Regulation S-B contained in this form, and no disclosure will be contained, to the best of Registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-KSB or any amendments to this Form 10-KSB.

The Registrant's revenues for the fiscal year ended June 30, 2004 were \$16,068,163.

As of September 15, 2004, there were issued and outstanding 2,054,203 shares of the Registrant's common stock of which 724,555 were shares of voting stock held by non-affiliates of the Registrant. Computed by reference to the closing price of Common Stock of \$30.97 on such date, the aggregate value of stock held by non-affiliates was \$22,439,468.

**DOCUMENTS INCORPORATED BY REFERENCE**

1. Sections of Annual Report to Shareholders for the fiscal year ended June 30, 2004 (Part II).
2. Proxy Statement for the 2004 Annual Meeting of Shareholders (Part III)

Transitional Small Business Disclosure Formant    Yes\_\_\_    No X

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**GREENE COUNTY BANCORP, INC. AND SUBSIDIARY  
FORM 10-KSB**

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## **PART I**

### **ITEM 1. Description of Business**

#### **General**

Greene County Bancorp, Inc. operates as the federally chartered holding company of The Bank of Greene County, a New York-chartered savings bank. A majority of Greene County Bancorp, Inc.'s outstanding common stock (56.1%) is held by Greene County Bancorp, MHC, a federally chartered mutual holding company. The remaining shares of Greene County Bancorp, Inc. are owned by public stockholders and The Bank of Greene County's Employee Stock Ownership Plan. In June 2004, The Bank of Greene County opened a new limited-purpose subsidiary Greene County Commercial Bank. The purpose of Greene County Commercial Bank is to serve local municipalities' banking needs.

#### **Greene County Bancorp, Inc.**

Greene County Bancorp, Inc. was organized in December of 1998 at the direction of the Board of Trustees of The Bank of Greene County (formerly Greene County Savings Bank) for the purpose of acting as the holding company of The Bank of Greene County. In 2001, Greene County Bancorp, Inc. converted its charter from a Delaware corporation regulated by the New York Superintendent of Banks and the Board of Governors of the Federal Reserve System to a federal corporation regulated by the Office of Thrift Supervision. At June 30, 2004, Greene County Bancorp, Inc.'s assets consisted primarily of the outstanding capital stock of The Bank of Greene County and cash and investments of \$5.1 million. At June 30, 2004, 901,887 shares of Greene County Bancorp, Inc.'s common stock, par value \$0.10 per share, were held by the public including executive officers and directors, 98,632 shares were held as Treasury stock and 1,152,316 shares were held by Greene County Bancorp, MHC, Greene County Bancorp, Inc.'s mutual holding company. Greene County Bancorp, Inc.'s principal business is overseeing and directing the business of The Bank of Greene County and various Greene County Bancorp, Inc. investment securities.

At June 30, 2004, Greene County Bancorp, Inc. had consolidated total assets of \$284.6 million, consolidated total deposits of \$243.7 million, consolidated borrowings from the Federal Home Loan Bank of New York of \$10.0 million and consolidated total equity of \$29.8 million.

Greene County Bancorp, Inc.'s administrative office is located at 302 Main Street, Catskill, New York 12414-1317. Its telephone number is (518) 943-2600.

#### **The Bank of Greene County**

The Bank of Greene County was organized in 1889 as The Building and Loan Association of Catskill, a New York-chartered savings and loan association. In 1974, The Bank of Greene County converted to a New York mutual savings bank under the name Greene County Savings Bank. In conjunction with the reorganization and the offering completed in December 1998, which resulted in the organization of Greene County Bancorp, Inc., Greene County Savings Bank changed its name to The Bank of Greene County. The Bank of Greene County's deposits are insured by the Bank Insurance Fund, as administered by the Federal Deposit Insurance Corporation, up to the maximum amount permitted by law. The Bank of Greene County's principal business consists of attracting retail deposits from the general public in the areas surrounding its branches and investing those deposits, together with funds generated from operations and borrowings, primarily in one to four-family residential mortgage loans, commercial real estate loans, consumer loans, home equity loans and commercial business loans. In addition, The Bank of Greene County invests a significant portion of its assets in investment securities and mortgage-backed and asset-backed securities. The Bank of Greene County's revenues are derived principally from the interest on its residential mortgages, and to a lesser extent,

from interest on consumer and commercial loans and securities, as well as from servicing fees and service charges and other fees collected on its deposit accounts. Affiliations with Fenimore Asset Management and Essex Corporation to offer investment alternatives for customers also contribute to revenues. The Bank of Greene County's primary sources of funds are deposits, and principal and interest payments on loans and investment securities and mortgage- and asset-backed securities. At June 30, 2004, The Bank of Greene County had borrowed \$10.0 million from the Federal Home Loan Bank of New York.

The Bank of Greene County's administrative office is located at 302 Main Street, Catskill, New York 12414-1317. Its telephone number is (518) 943-2600.

### **Greene County Commercial Bank**

Greene County Commercial Bank was formed in January 2004 as a New York State-chartered limited purpose savings bank. Greene County Commercial Bank has the power to receive deposits only to the extent of accepting for deposit the funds of the United States and the State of New York and their respective agents, authorities and instrumentalities, and local governments as defined in Section 10(a)(1) of the General Municipal Law. At June 30, 2004, Greene County Commercial Bank had \$5.2 million in assets, \$3.2 million in total deposits, and \$2.0 million in equity.

### **Greene County Bancorp, MHC**

Greene County Bancorp, MHC was formed in December 1998 as part of The Bank of Greene County's mutual holding company reorganization. In 2001, Greene County Bancorp, MHC converted from a state to a federal charter. The Office of Thrift Supervision under the federal charter, regulates Greene County Bancorp, MHC. Greene County Bancorp, MHC owns 56.1% of the common stock outstanding of Greene County Bancorp, Inc. Greene County Bancorp, MHC does not engage in any business activity other than to hold Greene County Bancorp, Inc.'s common stock and to invest any liquid assets of Greene County Bancorp, MHC, which amounted to \$171,000 in cash and cash equivalents at June 30, 2004.

Greene County Bancorp, MHC's administrative office is located at 302 Main Street, Catskill, New York 12414-1317, and its telephone number at that address is (518) 943-2600.

### **Market Area**

The Bank of Greene County has been, and intends to continue to be, a community-oriented bank offering a variety of financial services to meet the needs of the communities it serves. The Bank of Greene County currently operates six full-service banking offices in Greene County and southern Albany County, New York. The Bank of Greene County's primary market area is currently concentrated around the areas within Greene County and southern Albany County where its full-service banking offices are located, namely the towns of Catskill, Cairo, Coxsackie, Greenville, Tannersville and Westerlo. Due to the growth experienced over the last several years and expected future growth, the Board of Directors of The Bank of Greene County decided to build larger offices in Cairo and Coxsackie. The Cairo facility are expected to be ready for occupancy in the spring of 2005 at which time the construction and build-out of the new Coxsackie branch should begin, subject to regulatory approval.

As of the 2000 census estimates, the Greene County population was 48,300 persons, indicating an overall increase in the population level of 8.0% since the last census conducted in 1990. Greene County is primarily rural and the major industry consists of tourism associated with the several ski facilities and festivals located in the Catskill Mountains. The County has no concentrations of manufacturing industry. Greene County is contiguous to the Albany-Schenectady-Troy metropolitan statistical area. The close proximity of Greene County to the city of Albany has made it a "bedroom" community for persons working in the Albany capital area. Greene County and the Coxsackie Correctional Facilities are the largest employers in the County. Other large employers include the Hunter Mountain and Ski Windham resort areas, the Catskill, Cairo-Durham, Greenville and Coxsackie-Athens Central

School Districts and Stiefel Labs, Inc.

### **Competition**

The Bank of Greene County faces significant competition both in making loans and in attracting deposits. The Bank of Greene County's market area has a high density of financial institutions, many of which are branches of significantly larger institutions that have greater financial resources than The Bank of Greene County, and all of which are competitors of The Bank of Greene County to varying degrees. The Bank of Greene County's competition for loans comes principally from commercial banks, savings banks, savings and loan associations, mortgage-banking companies, credit unions, insurance companies and other financial service companies. The Bank of Greene County faces additional competition for deposits from non-depository competitors such as the mutual fund industry, securities and brokerage firms and insurance companies. Competition may also increase as a result of the lifting of restrictions on the interstate operations of financial institutions.

Competition is likely to increase as a result of the enactment of the Gramm-Leach-Bliley Act of 1999, which eases restrictions on entry into the financial services market by insurance companies and securities firms. Moreover, to the extent that these changes permit banks, securities firms and insurance companies to affiliate, the financial services industry could experience further consolidation. This could result in a growing number of larger financial institutions competing in The Bank of Greene County's primary market area that offer a wider variety of financial services than The Bank of Greene County currently offers. Competition for deposits, for the origination of loans and the provision of other financial services may limit The Bank of Greene County's growth and adversely impact its profitability in the future.

### **Lending Activities**

**General.** The principal lending activity of The Bank of Greene County is the origination, for retention in its portfolio, of fixed-rate and adjustable-rate mortgage loans collateralized by one-to-four family residential real estate located within its primary market area. To a lesser extent, The Bank of Greene County also originates commercial real estate loans, home equity loans, consumer loans and commercial business loans. The Bank of Greene County also offers a variety of line of credit products.

In an effort to manage the interest rate risk associated with its predominantly fixed-rate loan portfolio, The Bank of Greene County maintains high levels of liquidity. Cash, cash equivalents and securities available for sale comprised 44.4% of total assets at June 30, 2004, all of which can be used for liquidity needs. The Bank of Greene County seeks to attract checking and other transaction accounts that generally have lower interest rate costs and tend to be less interest rate sensitive when interest rates rise to fund fixed-rate residential mortgages. Additionally, The Bank of Greene County originates shorter-term consumer loans and other adjustable rate loans in order to help mitigate interest rate risk.

**Loan Portfolio Composition.** Set forth below is selected information concerning the composition of The Bank of Greene County's loan portfolio in dollar amounts and in percentages (before deductions for deferred fees and costs, unearned discounts and allowances for losses) as of the dates indicated.

	At June 30,					
	2004		2003		2002	
	Amount	Percent	Amount	Percent	Amount	Percent
<i>(Dollars in thousands)</i>						
Real estate loans:						
One-to-four family	\$ 106,287	70.64%	\$ 98,511	73.67%	\$ 98,834	76.19%
Commercial real estate	14,815	9.85	11,481	8.59	8,764	6.76
Construction and land	4,682	3.11	2,519	1.88	3,003	2.31
Multi-family	1,980	1.31	1,696	1.27	1,657	1.28
Total real estate loans	127,764	84.91	114,207	85.41	112,258	86.54
Consumer loans						
Installment <sup>(1)</sup>	3,988	2.65	4,360	3.26	5,611	4.32
Home equity	10,333	6.87	7,821	5.85	6,957	5.36
Passbook	557	0.37	747	0.56	545	0.42
Total consumer loans	14,878	9.89	12,928	9.67	13,113	10.10
Commercial business loans						
	7,822	5.20	6,576	4.92	4,356	3.36
Total consumer loans and commercial business loans						
	22,700	15.09	19,504	14.59	17,469	13.46
Total gross loans	150,464	100.00%	133,711	100.00%	129,727	100.00%
Less:						
Deferred fees and discounts	(285)		(337)		(285)	
Allowance for loan losses	(1,241)		(1,164)		(1,069)	
Total loans receivable, net	\$ 148,938		\$ 132,210		\$ 128,373	

(1) Includes direct automobile loans (on both new and used automobiles) and personal loans.



	At June 30,					
	2004		2003		2002	
	Amount	Percent	Amount	Percent	Amount	Percent
<i>(Dollars in thousands)</i>						
Fixed-rate loans:						
Real estate loans:						
One-to-four family	\$ 100,859	67.03%	\$ 92,718	69.34%	\$ 91,586	70.60%
Commercial real estate	9,152	6.08	7,097	5.31	6,587	5.08
Construction and land	4,115	2.74	2,445	1.83	2,554	1.97
Multi-family	1,728	1.15	1,379	1.03	1,442	1.11
Total fixed-rate real estate loans	115,854	77.00	103,639	77.51	102,169	78.76
Consumer loans						
Installment <sup>(1)</sup>	3,988	2.65	4,360	3.26	5,611	4.32
Home equity	4,882	3.25	4,911	3.67	5,490	4.23
Passbook	557	0.37	747	0.56	545	0.42
Commercial business loans	5,703	3.79	4,754	3.56	3,038	2.34
Total fixed-rate loans	130,984	87.06	118,411	88.56	116,853	90.07
Adjustable-rate loans						
Real estate loans:						
One-to-four family	5,428	3.61	5,793	4.33	7,248	5.59
Commercial real estate	5,663	3.76	4,384	3.28	2,177	1.68
Construction and land	567	0.37	74	0.05	449	0.34
Multi-family	252	0.17	317	0.24	215	0.17
Consumer loans						
Home Equity	5,451	3.62	2,910	2.18	1,467	1.13
Commercial business loans	2,119	1.41	1,822	1.36	1,318	1.02
Total adjustable-rate loans	19,480	12.94	15,300	11.44	12,874	9.93
Total gross loans	150,464	100.00%	133,711	100.00%	129,727	100.00%
Less:						
Deferred fees and discounts	(285)		(337)		(285)	
Allowance for loan losses	(1,241)		(1,164)		(1,069)	
Total loans receivable, net	\$ 148,938		\$ 132,210		\$ 128,373	

(1) Includes direct automobile loans (on both new and used automobiles) and personal loans.

**One-to-four family Residential Loans.** The Bank of Greene County's primary lending activity is the origination of one-to-four family residential mortgage loans collateralized by property located in The Bank of Greene County's primary market area. One-to-four family residential mortgage loans refer to loans collateralized by residences; by contrast, multi-family loans refer to loans collateralized by multi-family units, such as apartment buildings. Generally, one to four-family residential mortgage loans are made in amounts up to 89.9% of the appraised value of the property. However, The Bank of Greene County will originate one-to-four family residential mortgage loans with loan-to-value ratios of up to 95%, with private mortgage insurance. For the year ended June 30, 2004, less than one percent of the one-to-four family mortgage loans originated by The Bank of Greene County were originated with loan-to-value ratios over 89.9%. For the year ended June 30, 2004, The Bank of Greene County originated 70 to 75% in one-to-four family residential mortgage loans with loan-to-value ratios of 80% or more but without private mortgage insurance. Generally, residential mortgage loans are originated for terms of up to 30 years, though in recent years The Bank of Greene County has been successful in marketing and originating such loans with 15-year terms. One-to-four family fixed-rate loans are offered with monthly payment features. The Bank of Greene County generally requires fire and casualty insurance, the establishment of a mortgage escrow account for the payment of real estate taxes, hazard and flood insurance, as well as title insurance on all properties collateralizing real estate loans made by The Bank of Greene County.

At June 30, 2004, virtually all of The Bank of Greene County's one-to-four family residential mortgage loans were conforming loans and, accordingly, were eligible for sale in the secondary mortgage market. However, generally the one-to-four family residential mortgage loans originated by The Bank of Greene County are retained in its portfolio and are not sold into the secondary mortgage market. To the extent fixed rate one-to-four family residential mortgage loans are retained by The Bank of Greene County, it is exposed to increases in market interest rates, since the yields earned on such fixed-rate assets would remain fixed, while the rates paid by The Bank of Greene County for deposits and borrowings may increase, which could result in lower net interest income.

The Bank of Greene County currently offers one-to-four family residential mortgage loans with fixed and adjustable interest rates. Originations of fixed-rate loans versus adjustable-rate loans are monitored on an ongoing basis and are affected significantly by the level of market interest rates, customer preference, The Bank of Greene County's interest rate gap position, and loan products offered by The Bank of Greene County's competitors. Particularly, in a relatively low interest rate environment, borrowers may prefer fixed-rate loans to adjustable-rate loans. Single-family residential real estate loans often remain outstanding for significantly shorter periods than their contractual terms because borrowers may refinance or prepay loans at their option. The average length of time that The Bank of Greene County's single-family residential mortgage loans remain outstanding varies significantly depending upon trends in market interest rates and other factors.

The Bank of Greene County's adjustable-rate mortgage ( ARM ) loans currently provide for maximum rate adjustments of 150 basis points per year and 600 basis points over the term of the loan. The Bank of Greene County offers ARM loans with initial interest rates that are below market, referred to as teaser rates. However, in underwriting such loans, borrowers are qualified at the full index rate. Generally, The Bank of Greene County's ARM loans adjust annually. After origination, the interest rate on such ARM loans is reset based upon a contractual spread or margin above the average yield on one-year United States Treasury securities, adjusted to a constant maturity, as published weekly by the Federal Reserve Board.

ARM loans decrease the risk associated with changes in market interest rates by periodically re-pricing, but involve other risks because as interest rates increase, the underlying payments by the borrower increase, thus increasing the potential for default by the borrower. At the same time, the marketability of the underlying collateral may be adversely affected by higher interest rates. Upward adjustment of the contractual interest rate is also limited by the maximum periodic and lifetime interest rate adjustment permitted by the terms of the ARM loans, and, therefore, is potentially limited in effectiveness during periods of rapidly rising interest rates. At June 30, 2004, \$5.4 million, or

3.61% of The Bank of Greene County's loan portfolio consisted of one-to-four family residential loans with adjustable interest rates, compared to \$100.9 million, or 67.03% of the loan portfolio comprised of one-to-four family residential loans with fixed interest rates. The Bank of Greene County's willingness and capacity to originate and hold in portfolio fixed rate one-to-four family residential mortgage loans has enabled it to expand customer relationships in the current low interest rate environment where borrowers have generally preferred fixed rate mortgage loans. However, as noted above, to the extent The Bank of Greene County retains fixed rate one-to-four family residential mortgage loans in its portfolio, it is exposed to increases in market interest rates, since the yields earned on such fixed rate assets would remain fixed while the rates paid by The Bank of Greene County for deposits and borrowings may increase, which could result in lower net interest income.

The Bank of Greene County originates construction-to-permanent loans to homeowners for the purpose of construction of primary and secondary residences. The Bank of Greene County issues a commitment and has one closing which encompasses both the construction phase and permanent financing. The construction phase is a maximum term of six months and the interest charged is the rate as stated in the commitment, with loan-to-value ratios of up to 89.9% (or up to 95% with private mortgage insurance), of the completed project. The Bank of Greene County also offers loans collateralized by undeveloped land. The acreage associated with such loans is limited. These land loans generally are intended for future sites of primary or secondary residences. The terms of vacant land loans generally have a ten year amortization and a five year balloon payment.

Construction lending generally involves a greater degree of risk than other one-to-four family mortgage lending. The repayment of the construction loan is, to a great degree, dependent upon the successful and timely completion of the construction of the subject property. Construction delays may further impair the borrower's ability to repay the loan.

The Bank of Greene County's residential mortgage loan originations are generally obtained from The Bank of Greene County's loan representatives operating in its branch offices through their contacts with existing or past loan customers, depositors of The Bank of Greene County, attorneys and accountants who refer loan applications from the general public, and local realtors. The Bank of Greene County has a loan originator who calls upon customers during non-banking hours and at locations convenient to the customer.

All one-to-four family residential mortgage loans originated by The Bank of Greene County include "due-on-sale" clauses, which give The Bank of Greene County the right to declare a loan immediately due and payable in the event that, among other things, the borrower sells or otherwise disposes of the real property subject to the mortgage and the loan is not repaid.

At June 30, 2004, \$106.3 million, or 70.64% of The Bank of Greene County's loan portfolio, consisted of one-to-four family residential mortgage loans. Approximately \$268,000 of such loans (representing five loans) were included in nonperforming loans as of that date.

**Commercial Real Estate and Multifamily Loans.** At June 30, 2004, \$14.8 million, or 9.85%, of the total loan portfolio consisted of commercial real estate loans. Office buildings, mixed-use properties and other commercial properties collateralize commercial real estate loans. The Bank of Greene County originates fixed- and adjustable-rate commercial mortgage loans with maximum terms of up to 20 years. The maximum loan-to-value ratio of commercial real estate loans is generally 75%. At June 30, 2004, the largest commercial mortgage loan had a principal balance of \$700,000 and was a loan to a local resort. At June 30, 2004, there were no commercial real estate loans included in nonperforming loans.

In underwriting commercial real estate loans, The Bank of Greene County reviews the expected net operating income generated by the real estate to ensure that it is generally at least 110% of the amount of the monthly debt service; the age and condition of the collateral; the financial resources and income level of the borrower; and the borrower's business experience. The Bank of Greene County's policy is to require personal guarantees from all commercial real estate borrowers.

The Bank of Greene County may require an environmental site assessment to be performed by an independent professional for non-residential mortgage loans. It is also The Bank of Greene County's policy to require title and hazard insurance on all mortgage loans. In addition, The Bank of Greene County may require borrowers to make payments to a mortgage escrow account for the payment of property taxes. Any exceptions to The Bank of Greene County's loan policies must be made in accordance with the limitations set out in each policy. Typically, the exception authority ranges from the Chief Lending Officer to the Board of Directors, depending on the size and type of loan involved.

Loans collateralized by commercial real estate generally are larger than one-to-four family residential loans and involve a greater degree of risk. Commercial mortgage loans often involve large loan balances to single borrowers or groups of related borrowers. Payments on these loans depend to a large degree on the results of operations and management of the properties or underlying businesses, and may be affected to a greater extent by adverse conditions in the real estate market or the economy in general. Accordingly, the nature of commercial real estate loans makes them more difficult for management to monitor and evaluate.

The Bank of Greene County originates a limited number of multi-family loans, which totaled \$2.0 million, or 1.31% of The Bank of Greene County's total loans at June 30, 2004. Multi-family loans are generally collateralized by apartment buildings located in The Bank of Greene County's primary market area. There were no multi-family loans included in nonperforming loans at June 30, 2004. The Bank of Greene County's underwriting practices and the risks associated with multi-family loans do not differ substantially from that of commercial real estate loans.

**Consumer Loans.** The Bank of Greene County's consumer loans consist of direct loans on new and used automobiles, personal loans (either secured or unsecured), home equity loans, and other consumer installment loans (consisting of passbook loans, unsecured home improvement loans and recreational vehicle loans). Consumer loans (other than home equity loans) are originated at fixed rates with terms to maturity of one to five years. At June 30, 2004 consumer loans totaled \$14.9 million, or 9.89% of the total loan portfolio. One installment loan for \$4,782 was included in nonperforming loans as of that date.

Consumer loans generally have shorter terms and higher interest rates than one-to-four family mortgage loans. In addition, consumer loans expand the products and services offered by The Bank of Greene County to better meet the financial services needs of its customers. Consumer loans generally involve greater credit risk than residential mortgage loans because of the difference in the underlying collateral. Repossessed collateral for a defaulted consumer loan may not provide an adequate source of repayment of the outstanding loan balance because of the greater likelihood of damage, loss or depreciation in the underlying collateral. The remaining deficiency often does not warrant further substantial collection efforts against the borrower beyond obtaining a deficiency judgment. In addition, consumer loan collections depend on the borrower's personal financial stability. Furthermore, the application of various federal and state laws, including federal and state bankruptcy and insolvency laws, may limit the amount that can be recovered on such loans.

The Bank of Greene County's underwriting procedures for consumer loans includes an assessment of the applicant's credit history and an assessment of the applicant's ability to meet existing and proposed debt obligations. Although the applicant's creditworthiness is the primary consideration, the underwriting process also includes a comparison of the value of the collateral to the proposed loan amount. The Bank of Greene County underwrites its consumer loans internally, which The Bank of Greene County believes limits its exposure to credit risks associated with loans underwritten or purchased from brokers and other external sources. At this time, The Bank of Greene County does not purchase loans from any external sources.

The Bank of Greene County offers fixed and adjustable-rate home equity loans that are collateralized by the borrower's residence. Home equity loans are generally underwritten with terms not to exceed 15 years and under the same criteria that The Bank of Greene County uses to underwrite one-to-four family fixed rate loans. Home equity loans may be

underwritten with terms not to exceed 15 years and with a loan to value ratio of 80% when combined with the principal balance of the existing mortgage loan. The maximum amount of a home equity loan may not exceed \$50,000 unless approved by the Board of Directors. The Bank of Greene County appraises the property collateralizing the loan at the time of the loan application (but not thereafter) in order to determine the value of the property collateralizing the home equity loans. At June 30, 2004, the outstanding balance of home equity loans totaled \$10.3 million, or 6.87% of The Bank of Greene County's total loan portfolio. There were two home equity loans which amounted to \$67,795 included in nonperforming loans at June 30, 2004.

**Commercial Business Loans.** The Bank of Greene County also originates commercial business loans up to 10 years at fixed and adjustable-rates. The Bank of Greene County attributes growth in this portfolio to its ability to offer borrowers senior management attention as well as timely and local decision-making on commercial loan applications. The decision to grant a commercial business loan depends primarily on the creditworthiness and cash flow of the borrower (and any guarantors) and secondarily on the value of and ability to liquidate the collateral which may consist of receivables, inventory and equipment. The Bank of Greene County generally requires annual financial statements, tax returns and personal guarantees from the commercial business borrowers. The Bank of Greene County also generally requires an appraisal of any real estate that collateralizes the loan. At June 30, 2004, The Bank of Greene County had \$7.8 million of commercial business loans representing 5.20% of the total loan portfolio. On such date, the average balance of The Bank of Greene County's commercial business loans was approximately \$51,800. The largest commercial business loan had a balance of \$729,000 and represented a loan for a local fire district's new building. At June 30, 2004, The Bank of Greene County's commercial loan portfolio included 151 loans collateralized by real estate, fire trucks, or other equipment. There were no commercial business loans included in nonperforming loans at June 30, 2004.

Commercial business lending generally involves greater risk than residential mortgage lending and involves risks that are different from those associated with residential and commercial real estate lending. Real estate lending is generally considered to be collateral based, with loan amounts based on fixed-rate loan-to-collateral values, and liquidation of the underlying real estate collateral is viewed as the primary source of repayment in the event of borrower default. Although commercial business loans may be collateralized by equipment or other business assets, the liquidation of collateral in the event of a borrower default is often an insufficient source of repayment because equipment and other business assets may be obsolete or of limited use, among other things. Accordingly, the repayment of a commercial business loan depends primarily on the creditworthiness of the borrower (and any guarantors), while liquidation of collateral is a secondary and often insufficient source of repayment.

**Loan Maturity Schedule.** The following table sets forth certain information as of June 30, 2004 regarding the amount of loans maturing or re-pricing in The Bank of Greene County's portfolio. Adjustable-rate loans are included in the period in which interest rates are next scheduled to adjust rather than the period in which they contractually mature, and fixed-rate loans are included in the period in which the final contractual repayment is due. Lines of credit with no specified maturity date are included in the category "within one year".

The following table illustrates the future maturities of such loans at June 30, 2004.

	Within 1 Year	1 Year Through 3 Years	3 Years Through 5 Years	5 Years Through 10 Years	Beyond 10 Years	Total
<i>(Dollars in thousands)</i>						
Real estate loans:						
One-to-four family	\$ 2,968	\$ 2,363	\$ 3,445	\$ 13,493	\$ 84,018	\$ 106,287
Commercial	3,555	2,213	144	1,228	7,675	14,815
Construction and land	---	---	---	---	4,682	4,682
Multi-family	252	---	---	144	1,584	1,980

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Total real estate loans	6,775	4,576	3,589	14,865	97,959	127,764
Consumer loans	1,066	1,948	2,565	2,536	6,763	14,878
Commercial business loans	2,240	717	1,472	1,159	2,234	7,822
Total loan portfolio	\$ 10,081	\$ 7,241	\$ 7,626	\$ 18,560	\$ 106,956	\$ 150,464

The total amount of the above loans due after June 30, 2005 which have fixed-rate interest rates is \$130.2 million while the total amount of loans due after such date which have adjustable interest rates is \$10.2 million. The interest rate risk implications of The Bank of Greene County's substantial preponderance of fixed-rate loans is discussed in detail on pages 9-13 of Greene County Bancorp, Inc.'s 2004 Annual Report to Shareholders, which discussion is incorporated herein by reference.

The following table sets forth the loan origination and repayment activities of The Bank of Greene County for the periods indicated. The Bank of Greene County did not purchase or sell any loans during the periods presented.

	For the Years Ended June 30,		
	2004	2003	2002
<i>(Dollars in thousands)</i>			
Originations by type:			
Adjustable rate loans			
			\$
One-to-four family	\$ 2,219	\$ 798	466
Commercial real estate	2,025	2,481	1,398
Construction and land	1,421	87	449
Multi-family	7	141	185
Home equity	4,756	2,431	1,791
Commercial business	2,275	1,652	2,206
Total adjustable rate loans	12,703	7,590	6,495
Fixed rate loans			
One-to-four family	31,810	25,073	27,589
Commercial real estate	4,003	1,781	5,496
Construction and land	12,256	4,547	3,871
Multi-family	707	222	701
Installment	5,024	3,105	4,354
Home equity	2,280	2,051	2,009
Passbook	363	604	415
Commercial business	3,212	1,821	1,893
Total fixed rate loans	59,655	39,204	46,328
Total loans originated	72,358	46,794	52,823
Repayments:			
One-to-four family	26,253	26,194	15,557
Commercial real estate	2,694	1,545	3,369
Construction and land	11,514	5,118	3,296
Multi-family	430	324	442
Installment	5,396	4,356	4,871
Home equity	4,524	3,618	2,981

Passbook	553	402	466
Commercial business	4,241	1,253	3,034
Total repayments	55,605	42,810	34,016
Net increase in loans	\$ 16,753	\$ 3,984	\$ 18,807

**Loan Approval Procedures and Authority.** The Board of Directors establishes the lending policies and loan approval limits of The Bank of Greene County. Loan officers generally have the authority to originate mortgage loans, consumer loans and commercial business loans up to amounts established for each lending officer. The Executive Committee or the full Board of Directors must approve all residential loans over \$250,000.

The Board annually approves independent appraisers used by The Bank of Greene County. For larger loans, The Bank of Greene County may require an environmental site assessment to be performed by an independent professional for all non-residential mortgage loans. It is The Bank of Greene County's policy to require hazard insurance on all mortgage loans.

**Loan Origination Fees and Other Income.** In addition to interest earned on loans, The Bank of Greene County receives loan origination fees. Such fees and costs vary with the volume and type of loans and commitments made and purchased, principal repayments, and competitive conditions in the mortgage markets, which in turn respond to the demand and availability of money.

In addition to loan origination fees, The Bank of Greene County also receives other income that consists primarily of deposit account service charges, ATM fees and loan payment late charges. The Bank of Greene County also installs, maintains and services merchant bankcard equipment for local retailers and is paid a percentage of the transactions processed using such equipment.

**Loans to One Borrower.** Savings banks are subject to the same loans to one borrower limits as those applicable to national banks, which under current regulations restrict loans to one borrower to an amount equal to 15% of unimpaired capital and unimpaired surplus on an unsecured basis, and an additional amount equal to 10% of unimpaired capital and unimpaired surplus if the loan is collateralized by readily marketable collateral (generally, financial instruments and bullion, but not real estate). The Bank of Greene County's policy provides that loans to one borrower (or related borrowers) should not exceed 10% of The Bank of Greene County's capital and reserves.

At June 30, 2004, the largest aggregate amount loaned by The Bank of Greene County to one borrower consisted of a number of mortgages to a local developer which amounted to \$770,000. The loans comprising this lending relationship were performing in accordance with their terms as of June 30, 2004.

### **Delinquencies and Classified Assets**

**Collection Procedures.** A computer generated late notice is sent and a 2% late charge is assessed when a payment is 15 days late. A second notice will be incorporated in the next month's billing notice, approximately 21 days after the due date of the first late payment. Accounts thirty days or more past due will be reviewed by the collection manager and receive individual attention as required, including collection letters and telephone calls. The collection manager, in order to avoid further deterioration, will closely monitor accounts that have a history of consistent late or delinquent payments. Accounts two or more payments past due are reported to the Board of Directors for consideration of foreclosure action. With respect to consumer loans, a late notice is sent and a late charge is assessed 10 days (or, in the case of home equity loans, 15 days) after payment is due. A second notice is sent 15 days (in the case of home equity loans, 25 days) thereafter. The collection manager reviews loans 30 days or more past due individually, following up

with collection letters and telephone calls. Accounts three or more payments past due are reported to the Board of Directors and are subject to legal action and repossession of collateral.

**Loans Past Due and Non-performing Assets.** Loans are reviewed on a regular basis. Management determines that a loan is impaired or non-performing when it is probable at least a portion of the loan will not be collected due to an irreversible deterioration in the financial condition of the borrower or the value of the underlying collateral. When a loan is determined to be impaired, the measurement of the loan is based on present value of estimated future cash flows, except that all collateral-dependent loans are measured for impairment based on the fair value of the collateral. Management places loans on nonaccrual status once the loans have become 90 days or more delinquent. Nonaccrual is defined as a loan in which collectibility is questionable and therefore interest on the loan will no longer be recognized on an accrual basis. A loan does not have to be 90 days delinquent in order to be classified as non-performing. Interest on nonaccrual loans is recognized on a cash basis until such time as the borrower has brought the loan to performing status. Other real estate owned is included in non-performing assets. At June 30, 2004, The Bank of Greene County had non-performing loans of \$341,000 and a ratio of non-performing loans to total loans of 0.23%.

Real estate acquired as a result of foreclosure or by deed in lieu of foreclosure is classified as other real estate owned ( OREO ) until such time as it is sold. When real estate is acquired through foreclosure or by deed in lieu of foreclosure, it is recorded at its fair value, less estimated costs of disposal. If the value of the property is less than the loan, less any related specific loan loss provisions, the difference is charged against the allowance for loan losses. Any subsequent write-down of OREO is charged against earnings. At June 30, 2004, The Bank of Greene County's OREO totaled \$97,689 and its ratio of non-performing assets to total assets was 0.15%. The following table sets forth delinquencies in The Bank of Greene County's loan portfolio at June 30, 2004. When a loan is delinquent 90 days or more, The Bank of Greene County fully reverses all accrued interest thereon and ceases to accrue interest or other deferred origination fees or costs thereafter. A loan is not removed from nonaccrual status until the loan is current and evidence supports the borrower's ability to maintain a current status. The Bank of Greene County had no nonaccrual loans in the 60 to 89 days delinquent category at June 30, 2004 and June 30, 2003. For all the dates indicated, The Bank of Greene County did not have any material restructured loans.

	Number	Dollar amount	Percentage of loan category
<b>60 to 89 days delinquent</b>			
Real estate:			
One-to-four family	15	\$ 688,112	79.5 %
Commercial	2	127,013	14.7
Construction and land	---	---	---
Multi-family	---	---	---
Installment	9	16,747	1.9
Home equity	1	13,517	1.6
Commercial business	1	19,935	2.3
Total loan delinquency 60 to 89 days	28	865,324	100.0
<b>90 days and over delinquent</b>			
Real estate:			
One-to-four family	5	268,138	78.7
Commercial	---	---	---
Construction and land	---	---	---
Multi-family	---	---	---
Installment	1	4,782	1.4
Home equity	2	67,795	19.9
Commercial business	---	---	---



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Total loan delinquency 90 days and over	8	340,715	100.0
Total loans delinquent over 60 days			
Real estate:			
One-to-four family	20	956,250	79.3
Commercial	2	127,013	10.5
Construction and land	---	---	---
Multi-family	---	---	---
Installment	10	21,529	1.8
Home equity	3	81,312	6.7
Commercial business	1	19,935	1.7
Total loans delinquent over 60 days	36	\$ 1,206,039	100.0 %

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**Nonaccrual Loans and Nonperforming Assets.** The following table sets forth information regarding nonaccrual loans and other non-performing assets at the dates indicated. The Bank of Greene County had no accruing loans delinquent more than 90 days at June 30, 2004, 2003, and 2002.

	At June 30,		
	2004	2003	2002
Nonaccruing loans:			
Real estate loans			
One-to-four family	\$ 268,138	\$ 211,074	\$ 313,981
Commercial real estate	---	---	---
Installment	4,782	7,183	18,886
Home equity	67,795	2,104	---
Commercial business	---	---	---
Total nonaccruing loans	340,715	220,361	332,867
Real estate owned:			
Real estate loans			
One-to-four family	97,689	55,125	---
Commercial real estate	---	---	30,229
Total real estate owned	97,689	55,125	30,229
Total non-performing assets	\$ 438,404	\$ 275,486	\$ 363,096
Total as a percentage of total assets	0.15%	0.11%	0.16%

During the year ended June 30, 2004, gross interest income of \$12,000 would have been recorded on nonaccrual loans under their original terms if the loans had been current throughout the period. No interest income was recorded on nonaccrual loans or on accruing loans more than 90 days delinquent during the year ended June 30, 2004.

**Classification of Assets.** Consistent with regulatory guidelines, The Bank of Greene County provides for the classification of loans and other assets considered being of lesser quality. Such ratings coincide with the "Substandard", "Doubtful" and "Loss" classifications used by federal regulators in their examination of financial institutions. Generally, an asset is considered Substandard if it is inadequately protected by the current net worth and paying capacity of the obligors and/or the collateral pledged. Substandard assets include those characterized by the distinct possibility that the insured financial institution will sustain some loss if the deficiencies are not corrected. Assets classified as Doubtful have all the weaknesses inherent in assets classified Substandard with the added characteristic that the weaknesses present make collection or liquidation in full, on the basis of currently existing facts, highly questionable and improbable. Assets classified as Loss are those considered uncollectible and of such little value that their continuance as assets without the establishment of a full loss reserve and/or charge-off is not warranted. Assets that do not currently expose the insured financial institutions to sufficient risk to warrant classification in one of the aforementioned categories but otherwise possess weaknesses are designated "Special Mention."

When The Bank of Greene County classifies problem assets as either Substandard or Doubtful, it establishes a valuation allowance or "loss reserve" in an amount deemed prudent by management. General allowances represent loss allowances that have been established to recognize the inherent risk associated with lending activities, but which, unlike specific allowances, have not been allocated to particular problem assets. When The Bank of Greene County classifies problem assets as "Loss," it is required either to establish a specific allowance for losses equal to 100% of

the amount of assets so classified, or to charge-off such amount. The Bank of Greene County's determination as to the classification of its assets and the amount of its valuation allowance is subject to review by its regulatory agencies, which can order the establishment of additional general or specific loss allowances. The Bank of Greene County reviews its portfolio monthly to determine whether any assets require classification in accordance with applicable regulations. At June 30, 2004, The Bank of Greene County had two loans which amounted to \$451,000 classified as substandard and no other classified assets.

**Allowance for Loan Losses.** The allowance for loan losses is established through a provision for loan losses based on management's evaluation of the losses inherent in the loan portfolio, the composition of the loan portfolio, specific impaired loans and current economic conditions. Such evaluation, which includes a review of all loans on which full collectibility may not be reasonably assured, considers among other matters, the estimated net realizable value or the fair value of the underlying collateral, economic conditions, historical loan loss experience and other factors that warrant recognition in providing for the loan loss allowance. In addition, various regulatory agencies, as an integral part of their examination process, periodically review The Bank of Greene County's allowance for loan losses and valuation of OREO. Such agencies may require The Bank of Greene County to recognize additions to the allowance based on their judgment about information available to them at the time of their examination. The allowance for loan losses is increased by a provision for loan losses (which results in a charge to noninterest expense) and is reduced by net charge-offs. At June 30, 2004, the total allowance was \$1,241,091, which amounted to 0.83% of total net loans receivable and 364.26% of nonperforming loans. Management will continue to monitor and modify the level of the allowance for loan losses. For the year ended June 30, 2004, The Bank of Greene County's charge-offs amounted to \$75,958. For the years ended June 30, 2003 and 2002, The Bank of Greene County's charge-offs amounted to \$150,583 and \$52,257, respectively.

**Analysis of the Allowance For Loan Losses.** The following table sets forth the analysis of the allowance for loan losses for the periods indicated.

	For the Years Ended June 30,		
	2004	2003	2002
Balance at the beginning of period	\$ 1,163,825	\$ 1,068,734	\$ 886,081
Charge-offs:			
One- to four family real estate	---	---	---
Commercial real estate	---	37,494	---
Home equity	---	---	2,380
Installment	75,958	113,089	49,877
Total charge-offs	75,958	150,583	52,257
Recoveries:			
One- to four family real estate	---	1,072	---
Commercial real estate	---	24,093	16,010
Home equity	2,791	---	---
Installment	45,433	40,509	---
Total recoveries	48,224	65,674	16,010
Net charge-offs	27,734	84,909	36,247
Additions charged to operations	105,000	180,000	218,900
Balance at end of period	\$ 1,241,091	\$ 1,163,825	\$ 1,068,734
Ratio of net charge-offs to average loans outstanding	0.02%	0.06%	0.03%
Ratio of net charge-offs to nonperforming assets	6.33%	30.82%	9.98%

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Allowance for loan loss to nonperforming loans	364.26%	528.14%	321.07%
Allowance for loan loss to net loans	0.83%	0.88%	0.83%

**Allocation of Allowance for Loan Losses.** The following table sets forth the allocation of the allowance for loan losses by loan category at the dates indicated. The allowance is allocated to each loan category based on historical loss experience and economic conditions. The unallocated portions of the allowance represent reserves for unused lines of credit and losses inherent in the loan portfolio.

	June 30, 2004			June 30, 2003			June 30, 2002		
	Amount of loan loss allowance	Percent of loans in each category	Percent of loans in each category	Amount of loan loss allowance	Percent of loans in each category	Percent of loans in each category	Amount of loan loss allowance	Percent of loans in each category	Percent of loans in each category
<i>(Dollars in thousands)</i>									
One-to-four family	\$ 510	70.6%	70.6%	\$ 482	73.7%	73.7%	\$ 488	76.2%	76.2%
Commercial real estate	278	9.9	9.9	247	8.6	8.6	182	6.8	6.8
Construction and land	15	3.1	3.1	9	1.9	1.9	7	2.3	2.3
Multi-family	14	1.3	1.3	17	1.3	1.3	18	1.3	1.3
Installment	86	2.6	2.6	96	3.2	3.2	116	4.3	4.3
Home equity	54	6.9	6.9	44	5.9	5.9	38	5.4	5.4
Passbook	1	0.4	0.4	1	0.5	0.5	1	0.4	0.4
Commercial business	283	5.2	5.2	259	4.9	4.9	191	3.3	3.3
Specific	---	---	---	---	---	---	---	---	---
Unallocated	---	---	---	9	---	---	28	---	---
Totals	\$ 1,241	100.0%	100.0%	\$ 1,164	100.0%	100.0%	\$ 1,069	100.0%	100.0%

### Securities Investment Activities

Given The Bank of Greene County's substantial portfolio of fixed-rate residential mortgage loans, The Bank of Greene County maintains high balances of liquid investments for the purpose of mitigating interest rate risk. The Board of Directors establishes the securities investment policy. This policy dictates that investment decisions will be made based on the safety of the investment, liquidity requirements, potential returns, cash flow targets, and desired risk parameters. In pursuing these objectives, management considers the ability of an investment to provide earnings consistent with factors of quality, maturity, marketability and risk diversification.

The Bank of Greene County's current policies generally limit securities investments to U.S. Government and agency securities, federal funds sold, municipal bonds, corporate debt obligations and certain mutual funds. In addition, The Bank of Greene County's policy permits investments in mortgage-backed securities, including securities issued and guaranteed by Fannie Mae, Freddie Mac, and GNMA, and collateralized mortgage obligations. The Bank of Greene County's current securities investment strategy utilizes a risk management approach of diversified investing among three categories: short-, intermediate- and long-term. The emphasis of this approach is to increase overall investment

securities yields while managing interest rate risk. The Bank of Greene County will only invest in securities rated A or higher by at least one nationally recognized rating agency (or securities attaining such rating as a result of guarantees by insurance companies), with the exception of occasional investments in smaller non-rated local bonds. The Bank of Greene County does not engage in any derivative or hedging transactions, such as interest rate swaps or caps.

At June 30, 2004, The Bank of Greene County had \$104.8 million in investment securities, or 36.8% of total assets. SFAS No. 115 requires The Bank of Greene County to designate its securities as held to maturity, available for sale, or trading, depending on The Bank of Greene County's ability and intent regarding its investments. As of June 30, 2004, the entire investment securities portfolio was classified as available for sale. At June 30, 2004, The Bank of Greene County's mortgage-backed securities portfolio totaled \$61.2 million, or 21.5% of total assets and The Bank of Greene County's asset-backed securities portfolio totaled \$0.2 million, or less than 0.1% of total assets.

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**Book Value of Investment Securities.** The following table sets forth certain information regarding the investment securities and other interest earning assets as of the dates indicated.

	At June 30,					
	2004		2003		2002	
	Book value	Percent of total	Book Value	Percent of total	Book value	Percent of total
<i>(Dollars in Thousands)</i>						
Investment securities, AFS						
U.S. Government agencies	\$ 9,108	8.7%	\$ 9,659	9.7%	\$ 14,862	22.5%
State and political subdivisions	22,584	21.5	14,655	14.6	8,811	13.3
Mortgage-backed securities	61,175	58.4	57,581	57.7	19,564	29.6
Asset-backed securities	195	0.2	288	0.3	818	1.3
Corporate debt securities	10,379	9.9	16,283	16.3	20,760	31.4
Equity securities and other	1,393	1.3	1,365	1.4	1,274	1.9
Total investment securities, AFS	\$ 104,834	100.0%	\$ 99,831	100.0%	\$ 66,089	100.0%

The estimated fair value of debt securities at June 30, 2004 by contractual maturity are shown below. Expected maturities may differ from contractual maturities, because issuers may have the right to call or prepay obligations with or without call or prepayment penalties.

	In One Year Or Less	After One Year	After Five Years	After Ten Years	Total	
		Through Five Years	Through Ten Years	After Ten Years		
U.S. Government agencies	\$ 3,028,130	\$ 5,032,310	\$ 1,047,810	\$ ---	\$ 9,108,250	
State and political subdivisions	1,259,486	8,755,488	9,176,164	3,393,019	22,584,157	
Mortgage-backed securities	---	22,575,285	23,484,868	15,114,151	61,174,304	
Asset-backed securities	---	---	---	195,166	195,166	
Corporate debt securities	5,101,035	5,278,080	---	---	10,379,115	
Total debt securities	9,388,651	41,641,163	33,708,842	18,702,336	103,440,992	
Other securities	207,847	1,185,023	---	---	1,392,870	
Total securities available-for-sale	\$ 9,596,498	\$ 42,826,186	\$ 33,708,842	\$ 18,702,336	\$ 104,833,862	
Weighted average yield		5.23%	3.96%	3.69%	3.78%	3.96%

A discussion of management's decisions with respect to shifting investments among the various investment portfolios described above and the increased level of mortgage-backed securities is set forth in Management's Discussion and Analysis on page 14 of Greene County Bancorp, Inc.'s Annual Report to Shareholders, which discussion is incorporated herein by reference.

**Mortgage-Backed and Asset-Backed Securities.** The Bank of Greene County purchases mortgage-backed securities in order to: (i) generate positive interest rate spreads with minimal administrative expense; (ii) lower The Bank of Greene County's credit risk as a result of the guarantees provided by Freddie Mac, Fannie Mae, and GNMA; and (iii) increase liquidity. At June 30, 2004, mortgage-backed securities (including CMOs) totaled \$61.2 million or 21.5% of

total assets, all of which were classified as available for sale. At June 30, 2004, \$9.9 million of the mortgage-backed securities were adjustable rate and \$51.3 million were fixed rate. The mortgage-backed securities portfolio had coupon rates ranging from 2.75% to 7.20%, a weighted average yield of 3.63% and a weighted average life (including pre-payment assumptions) of 4.1 years at June 30, 2004. The estimated market value of The Bank of Greene County's mortgage-backed securities at June 30, 2004 was \$61.2 million, which was \$0.7 million less than cost.

The pooling of mortgages and the issuance of a security with an interest rate that is based on the interest rate on the underlying mortgages create mortgage-backed securities. Mortgage-backed securities typically represent a participation interest in a pool of single-family or multi-family mortgages. The issuers of such securities (generally U.S. Government agencies and government sponsored enterprises, including Fannie Mae, Freddie Mac and GNMA) pool and resell the participation interests in the form of securities to investors, such as The Bank of Greene County, and guarantee the payment of principal and interest to these investors. Mortgage-backed securities generally yield less than the loans that underlie such securities because of the cost of payment guarantees and credit enhancements. In addition, mortgage-backed securities are usually more liquid than individual mortgage loans and may be used to collateralize certain liabilities and obligations of The Bank of Greene County.

Investments in mortgage-backed securities involve a risk that actual prepayments will be greater than estimated over the life of the security, which may require adjustments to the amortization of any premium or accretion of any discount relating to such instruments thereby altering the net yield on such securities. There is also reinvestment risk associated with the cash flows from such securities or in the event such securities are prepaid. In addition, the market value of such securities may be adversely affected by changes in interest rates.

Management reviews prepayment estimates periodically to ensure that prepayment assumptions are reasonable considering the underlying collateral for the securities at issue and current interest rates and to determine the yield and estimated maturity of The Bank of Greene County's mortgage-backed securities portfolio. The Bank of Greene County's \$61.2 million mortgage-backed securities portfolio at June 30, 2004 consisted of \$22.6 million with a weighted average yield of 3.46% and contractual maturities within five years, \$23.5 million with a weighted average yield of 3.76% and contractual maturities of five to ten years and the remaining \$15.1 million with a weighted average yield of 3.70% and contractual maturities more than 10 years. However, the actual maturity of a security may be less than its stated maturity due to prepayments of the underlying mortgages. Prepayments that are faster than anticipated may shorten the life of the security and thereby reduce the net yield on such securities. Although prepayments of underlying mortgages depend on many factors, the difference between the interest rates on the underlying mortgages and the prevailing mortgage interest rates generally is the most significant determinant of the rate of prepayments. During periods of declining mortgage interest rates, refinancing generally increases and accelerates the prepayment of the underlying mortgages and the related security. Under such circumstances, The Bank of Greene County may be subject to reinvestment risk because, to the extent that The Bank of Greene County's securities prepay faster than anticipated, The Bank of Greene County may not be able to reinvest the proceeds of such repayments and prepayments at a comparable rate of return. Conversely, in a rising interest rate environment prepayments may decline, thereby extending the estimated life of the security and depriving The Bank of Greene County of the ability to reinvest cash flows at the increased rates of interest.

At June 30, 2004, The Bank of Greene County's portfolio of asset-backed securities contained one investment which amounted to \$0.2 million, or less than 0.1% of total assets, which was classified as available for sale. The security had a fixed coupon at 6.68% and a yield to maturity of 1.97%. The average remaining life was 0.13 years with remaining contractual maturity over 10 years at June 30, 2004. The estimated market value of the asset-backed security at June 30, 2004 was \$0.2 million, which was approximately the same as cost at such date.

Asset-backed securities are a type of debt security collateralized by various loans and assets including: automobile loans, equipment leases, credit card receivables, home equity and improvement loans, manufactured housing, student loans and other consumer loans. In the case of The Bank of Greene County, its asset-backed security was collateralized by home equity loans.

Asset-backed securities provide The Bank of Greene County with a broad selection of fixed-income alternatives, most with higher credit ratings and less downgrade risk than corporate bonds and more stable cash flows than mortgage related securities. Prepayments and structure risk of asset-backed securities are less of a concern than CMO securities due to the shorter maturities of the underlying collateral promoting greater stability of payments.

**Mortgage Servicing Rights.** The Bank of Greene County had no mortgage servicing rights at June 30, 2004 or 2003 and does not expect to invest in mortgage servicing rights in future periods nor sell mortgages with servicing retained.

### Sources of Funds

**General.** Deposits, repayments and prepayments of loans and securities, proceeds from sales of securities, and proceeds from maturing securities and cash flows from operations are the primary sources of The Bank of Greene County's funds for use in lending, investing and for other general purposes.

**Deposits.** The Bank of Greene County and Greene County Commercial Bank offer a variety of deposit accounts with a range of interest rates and terms. The Bank of Greene County's deposit accounts consist of savings, NOW accounts, money market accounts, certificates of deposit and non-interest bearing checking accounts. The Bank of Greene County also offers IRAs. Greene County Commercial Bank offers money market accounts, certificates of deposit and non-interest bearing checking accounts.

At June 30, 2004, consolidated deposits totaled \$243.7 million. At June 30, 2004, The Bank of Greene County had a total of \$57.0 million in certificates of deposit, of which \$39.1 million had maturities of one year or less. Although The Bank of Greene County has a significant portion of its deposits in shorter-term certificates of deposit, management monitors activity on these accounts and, based on historical experience and The Bank of Greene County's current pricing strategy, believes it will retain a large portion of such accounts upon maturity.

The flow of deposits is influenced significantly by general economic conditions, changes in money market rates, prevailing interest rates and competition. Deposits are obtained predominantly from the areas in which The Bank of Greene County's branch offices are located. The Bank of Greene County relies primarily on competitive pricing of its deposit products and customer service and long-standing relationships with customers to attract and retain these deposits; however, market interest rates and rates offered by competing financial institutions significantly affect The Bank of Greene County's ability to attract and retain deposits. The Bank of Greene County uses traditional means of advertising its deposit products, including radio, television, and print media. It generally does not solicit deposits from outside its market area. While The Bank of Greene County accepts certificates of deposit in excess of \$100,000, they are not subject to preferential rates. The Bank of Greene County does not actively solicit such deposits, as they are more difficult to retain than core deposits. Historically, The Bank of Greene County has not used brokers to obtain deposits. Greene County Commercial Bank's purpose is to attract deposits from local municipalities. Greene County Commercial Bank had \$3.2 million in money market deposits at June 30, 2004.

The following table sets forth the consolidated deposit activities of The Bank of Greene County and Greene County Commercial Bank for the periods indicated.

	For the Years Ended June 30,		
	2004	2003	2002
<i>(Dollars in thousands)</i>			
Opening balance	\$ 218,045	\$ 183,714	\$ 154,192
Deposits	948,150	811,518	664,365
Withdrawals	925,329	781,122	639,396
Interest credited	2,852	3,935	4,553
Ending balance	243,718	218,045	183,714



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Net increase	\$	25,673	\$	34,331	\$	29,522
Percent increase		11.77%		18.69%		19.15%

The following tables set forth information, by various rate categories, regarding the balance of deposits by types of deposit as of the dates indicated.

	At June 30,					
	2004		2003		2002	
	Amount	Percent	Amount	Percent	Amount	Percent
<i>(Dollars in thousands)</i>						
Transaction and savings deposits						
Demand deposits	\$ 35,645	14.6%	\$ 25,443	11.7%	\$ 22,067	12.0%
Savings deposits	96,950	39.8	87,699	40.2	70,825	38.5
NOW deposits	20,234	8.3	16,465	7.5	14,294	7.8
Money market deposits	33,867	13.9	26,364	12.1	13,883	7.6
Total non-certificates of deposit	186,696	76.6%	155,971	71.5%	121,069	65.9%
Certificate of deposit						
0.00 - 1.99%	34,940	14.3	19,490	8.9	---	---
2.00 - 2.99%	10,340	4.3	21,109	9.7	26,024	14.2
3.00 - 3.99%	8,313	3.4	16,548	7.6	16,369	8.9
4.00 - 5.99%	3,429	1.4	4,927	2.3	20,252	11.0
6.00 - 7.99%	---	---	---	---	---	---
8.00 - and over	---	---	---	---	---	---
Total certificates of deposit	57,022	23.4	62,074	28.5	62,645	34.1
Total deposits	\$ 243,718	100.0%	\$ 218,045	100.0%	\$ 183,714	100.0%

The following indicates the amount of The Bank of Greene County's certificates of deposit by time remaining to maturity as of June 30, 2004 and June 30, 2003.

<i>(Dollars in thousands)</i>	3months	3 to 6	7 to 12	Over 12	Total
	Or less	Months	Months	Months	
As of June 30, 2004					
Certificates of deposit less than \$100,000	\$ 10,486	\$ 10,997	\$ 12,665	\$ 15,236	\$ 49,384
Certificates of deposit \$100,000 or more	1,967	1,336	1,632	2,703	7,638
Total certificates of deposit	\$ 12,453	\$ 12,333	\$ 14,297	\$ 17,939	\$ 57,022
As of June 30, 2003					
Certificates of deposit less than \$100,000	\$ 10,019	\$ 11,508	\$ 15,099	\$ 17,351	\$ 53,977
Certificates of deposit \$100,000 or more	1,368	1,753	1,832	3,144	8,097
Total certificates of deposit	\$ 11,387	\$ 13,261	\$ 16,931	\$ 20,495	\$ 62,074



The following table sets forth the amount and remaining maturities of The Bank of Greene County's certificates of deposit accounts at June 30, 2004.

	0.00- 1.99%	2.00- 2.99%	3.00- 3.99%	4.00- 5.99%	Total	Percent of Total
<i>(Dollars in thousands)</i>						
Certificates of deposit						
Maturity in quarter ended:						
September 30, 2004	\$ 9,954	\$ 1,134	\$ 1,084	\$ 280	\$ 12,452	21.8%
December 31, 2004	9,137	1,813	1,200	182	12,332	21.6
March 31, 2005	5,027	1,138	1,252	353	7,770	13.6
June 30, 2005	5,112	593	585	236	6,526	11.4
September 30, 2005	3,055	448	751	282	4,536	8.0
December 31, 2005	1,909	733	51	281	2,974	5.2
March 31, 2006	476	1,551	135	---	2,162	3.8
June 30, 2006	260	210	70	366	906	1.6
September 30, 2006	---	388	207	1,435	2,030	3.6
December 31, 2006	---	551	756	6	1,313	2.3
March 31, 2007	---	224	1,066	8	1,298	2.3
June 30, 2007	---	301	662	---	963	1.7
Thereafter	10	1,256	494	---	1,760	3.1
Total	\$ 34,940	\$ 10,340	\$ 8,313	\$ 3,429	\$ 57,022	100.0%
Percent of total	61.3%	18.1%	14.6%	6.0%	100.0%	

**Borrowed Funds.** In the event that The Bank of Greene County requires funds beyond its ability to generate them internally, additional sources of funds are available through the Federal Home Loan Bank ( FHLB ). At June 30, 2004 The Bank of Greene County had available an Overnight Line of Credit and a One-Month Overnight Repricing Line of Credit, each in the amount of \$11,944,950 with the FHLB. Residential mortgages are pledged by The Bank of Greene County as collateral to secure The Bank of Greene County's line of credit and term borrowing. Interest on the line is determined at the time of borrowing. In addition to the overnight line of credit program, The Bank of Greene County also has access to the FHLB's Term Advance Program under which it can borrow at various terms and interest rates. The advances are collateralized by all of The Bank of Greene County's stock and deposits in the FHLB and a general lien on one-to-four family mortgage loans, certain multi-family loans and U.S. Government Agency obligations in an aggregate amount equal up to 133% of outstanding advances. The maximum amount that the FHLB will advance to member institutions, including The Bank of Greene County, fluctuates from time to time in accordance with policies of the FHLB.

The following table set forth certain information regarding borrowed funds.

At June 30, 2004:		
Amount	Rate	Maturity date
\$5,000,000	3.64% - fixed two years, convertible thereafter	10/24/2013
2,500,000	6.82% - fixed	09/02/2004
2,500,000	6.80% - fixed	10/04/2005
\$10,000,000		

Average daily balance outstanding:	\$10,543,836
Maximum amount outstanding during the year	\$13,000,000
Weighted average interest rate during the year	4.71%
Weighted average interest at end of year	5.23%

## Personnel

As of June 30, 2004, The Bank of Greene County had 85 full-time employees and 10 part-time employees. Greene County Bancorp, Inc. has no employees who are not also Bank employees. A collective bargaining group does not represent the employees and The Bank of Greene County considers its relationship with its employees to be good.

## FEDERAL AND STATE TAXATION

### Federal Taxation

**General.** Greene County Bancorp, MHC, Greene County Bancorp, Inc., The Bank of Greene County and Greene County Commercial bank are subject to federal income taxation in the same general manner as other corporations, with some exceptions discussed below. The following discussion of federal taxation is intended only to summarize certain pertinent federal income tax matters and is not a comprehensive description of the tax rules applicable to these entities.

**Method of Accounting.** For federal income tax purposes, Greene County Bancorp, Inc., The Bank of Greene County and Greene County Commercial Bank currently report income and expenses on the accrual method of accounting and use a tax year ending June 30 for filing consolidated federal income tax returns. The Small Business Protection Act of 1996 (the 1996 Act ) eliminated the use of the reserve method of accounting for bad debt reserves by savings institutions, effective for taxable years beginning after 1995.

**Bad Debt Reserves.** Prior to the 1996 Act, The Bank of Greene County was permitted to establish a reserve for bad debts and to make annual additions to the reserve. These additions could, within specified formula limits, be deducted in arriving at The Bank of Greene County's taxable income. As a result of the 1996 Act, The Bank of Greene County must use the specific charge off method in computing its bad debt deduction beginning with its 1996 federal tax return. Greene County Commercial Bank may opt for the reserve method of accounting for bad debts since it is not a thrift and the assets of the consolidated group are less than \$500 million. Greene County Commercial Bank had no reserve established as of June 30, 2004 since it held no loans.

**Taxable Distributions and Recapture.** Prior to the 1996 Act, bad debt reserves created prior to January 1, 1988 were subject to recapture into taxable income should The Bank of Greene County fail to meet certain thrift asset and definitional tests. New federal legislation eliminated these thrift related recapture rules. However, under current law, pre-1988 reserves remain subject to recapture should The Bank of Greene County redeem its common stock, pay dividends or make distributions in excess of earnings and profits.

At June 30, 2004, The Bank of Greene County's total federal pre-1988 reserve was approximately \$1.8 million. This reserve reflects the cumulative effects of federal tax deductions by The Bank of Greene County for which no federal income tax provision has been made. A deferred tax liability has not been provided on this amount as management does not intend to redeem stock, make distributions or take other actions that would result in recapture of the reserve.

**Minimum Tax.** The Code imposes an alternative minimum tax ( AMT ) at a rate of 20% on a base of regular taxable income plus certain tax preferences ( alternative minimum taxable income or AMTI ). The AMT is payable to the extent such AMTI is in excess of an exemption amount. For all loss years except those originating in 2001 and 2002,

net operating losses can offset no more than 90% of AMTI. For loss years originating in 2001 and 2002, an offset 100% of AMTI is permissible. Certain payments of alternative minimum tax may be used as credits against regular tax liabilities in future years. Greene County Bancorp, Inc., The Bank of Greene County and Greene County Commercial Bank have not been subject to the alternative minimum tax and have no such amounts available as credits for carryover.

**Net Operating Loss Carryovers.** A financial institution may carry back net operating losses to the preceding two taxable years and forward to the succeeding 20 taxable years. At June 30, 2004, The Bank of Greene County and Greene County Commercial Bank had no net operating loss carry forward for federal income tax purposes.

**Corporate Dividends-Received Deduction.** Greene County Bancorp, Inc. may exclude from its income 100% of dividends received from The Bank of Greene County as a member of the same affiliated group of corporations. Greene County Bancorp, MHC owns less than 80% of the outstanding Common Stock of Greene County Bancorp, Inc. As such, Greene County Bancorp, MHC is not permitted to file a consolidated federal income tax return with Greene County Bancorp, Inc., The Bank of Greene County and Greene County Commercial Bank. The corporate dividends-received deduction is 80% in the case of dividends received from corporations with which a corporate recipient does not file a consolidated return, and corporations which own less than 20% of the stock of a corporation distributing a dividend may deduct only 70% of dividends received or accrued on their behalf.

## State Taxation

**New York State Taxation - General.** Greene County Bancorp, Inc., The Bank of Greene County and Greene County Commercial Bank report income on a combined fiscal year basis to New York State. The New York State franchise tax on banking corporations is imposed in an amount equal to the greater of (a) 7.5% "entire net income" allocable to New York State (b) 3.0% of "alternative entire net income" allocable to New York State (c) 0.01% of the average value of assets allocable to New York State or (d) \$250. Entire net income is based on federal taxable income, subject to certain modifications. Alternative entire net income is equal to entire net income without certain modifications. Greene County Bancorp, MHC files a separate New York State franchise tax return.

**Bad Debt Reserves.** The Bank of Greene County and Greene County Commercial Bank are allowed to utilize the reserve method of accounting for New York State franchise tax purposes and are required to maintain two reserve accounts: the Reserve for Losses on Nonqualifying Loans (the NY NQL Reserve ) and the Reserve for Losses on Qualifying Real Property Loans (the NY QRPL Reserve ). The addition to the NY NQL Reserve must be computed under the experience method . The addition to the NY QRPL Reserve may be computed under either the experience method or the percentage of taxable income method (the PTI method ). The deduction under the PTI method is equal to 32.0% of entire net income (before the deduction for the bad debt reserve addition), which must first be allocated to the NY NQL Reserve. The balance, if any, is the allowable addition to the NY QRPL reserve, subject to a limitation based upon 6.0% of Qualifying Real Property Loans ( QRPL ).

**Recapture of New York State Bad Debt Reserves.** If The Bank of Greene County ceases to qualify as a thrift institution (as defined in the New York State tax law), or fails to hold at least 60.0% of its assets in Qualifying Assets , it will no longer be entitled to use the reserve method and must recapture into entire net income a portion of its NY QRPL Reserve. The amount subject to recapture is generally equal to the excess of the NY QRPL Reserve over the federal QRPL Reserve as of December 31, 1995. The amount of The Bank of Greene County 's NY QRPL Reserve subject to recapture is approximately \$1.8 million at June 30, 2004. Since it is The Bank of Greene County 's intention to continue to qualify as a thrift institution and to meet the 60.0% Qualifying Asset test, a deferred tax liability has not been established for the \$89,100 New York State tax that would result from such failure.

**Net Operating Loss Deductions.** For New York State franchise tax purposes, The Bank of Greene County is not entitled to carry back or forward net operating losses ( NOLs ) incurred in taxable years ending before January 1, 2001. NOLs incurred in taxable years beginning on or after January 1, 2001 can be carried forward to the succeeding 20

taxable years and can not be carried back.

**Corporate Dividends-Received Deduction.** Similar to the federal rules, Greene County Bancorp, Inc., The Bank of Greene County and Greene County Commercial Bank file a combined New York State franchise tax report and inter-company dividends will be eliminated. However, Greene County Bancorp, MHC does not own the requisite percentage (generally 80.0% or more) of the common stock of Greene County Bancorp, Inc. necessary to file on a combined basis with Greene County Bancorp, Inc. As long as Greene County Bancorp, MHC owns more than 50.0% of the common stock of Greene County Bancorp, Inc., it is entitled to a full exclusion from taxation of dividend income related to subsidiary capital. Greene County Bancorp, MHC is entitled to a 50.0% dividends-received deduction if it owns 50.0% or less of the common stock of Greene County Bancorp, Inc.

## REGULATION

### General

The Bank of Greene County and Greene County Commercial Bank are New York-chartered banks and the Federal Deposit Insurance Corporation through the BIF ( Bank Insurance Fund ) insures their deposit accounts up to applicable limits. The Bank of Greene County and Greene County Commercial Bank are subject to extensive regulation by the New York State Banking Department (the Department ), as its chartering agency, and by the Federal Deposit Insurance Corporation, as its deposit insurer. The Bank of Greene County and Greene County Commercial Bank are required to file reports with, and are periodically examined by, the Federal Deposit Insurance Corporation and the Department concerning their activities and financial condition and must obtain regulatory approvals prior to entering into certain transactions, including, but not limited to, mergers with or acquisitions of other banking institutions. The Bank of Greene County is a member of the FHLB of New York and is subject to certain regulations by the Federal Home Loan Bank System. Both Greene County Bancorp, Inc. and Greene County Bancorp, MHC, as mutual savings and loan holding companies, are subject to regulation by the Office of Thrift Supervision and are required to file reports with the Office of Thrift Supervision. Any change in such regulations, whether by the Department, the Federal Deposit Insurance Corporation, or the Office of Thrift Supervision could have a material adverse impact on The Bank of Greene County, Greene County Commercial Bank , Greene County Bancorp, Inc., or Greene County Bancorp, MHC.

Certain of the regulatory requirements applicable to The Bank of Greene County, Greene County Commercial Bank, Greene County Bancorp, Inc. and Greene County Bancorp, MHC are referred to below or elsewhere herein.

### New York Bank Regulation

Federal Deposit Insurance Corporation regulations and other federal law and regulations limit the exercise by a Federal Deposit Insurance Corporation-insured savings bank of the lending and investment powers under the New York State Banking Law. In particular, the applicable provisions of New York State Banking Law and regulations governing the investment authority and activities of an Federal Deposit Insurance Corporation insured state-chartered savings bank have been substantially limited by the Federal Deposit Insurance Corporation Improvement Act of 1991 and Federal Deposit Insurance Corporation regulations issued pursuant thereto.

The Bank of Greene County derives its lending, investment and other authority primarily from the applicable provisions of New York State Banking Law and the regulations of the Department, as limited by Federal Deposit Insurance Corporation regulations. Under these laws and regulations, savings banks, including The Bank of Greene County, may invest in real estate mortgages, consumer and commercial loans, certain types of debt securities, including certain corporate debt securities and obligations of federal, state and local governments and agencies, certain types of corporate equity securities and certain other assets. Under the statutory authority for investing in equity securities, a savings bank may invest up to 7.5% of its assets in corporate stock, with an overall limit of 5% of its assets invested in common stock. Investment in the stock of a single corporation is limited to the lesser of 2% of the outstanding stock of such corporation or 1% of the savings bank's assets, except as set forth below. Such equity

securities must meet certain earnings ratios and other tests of financial performance. A savings bank's lending powers are not subject to percentage of assets limitations, although there are limits applicable to single borrowers. A savings bank may also, pursuant to the "leeway" power, make investments not otherwise permitted under the New York State Banking Law. This power permits investments in otherwise impermissible investments of up to 1% of assets in any single investment, subject to certain restrictions and to an aggregate limit for all such investments of up to 5% of assets. Additionally, in lieu of investing in such securities in accordance with and reliance upon the specific investment authority set forth in the New York State Banking Law, savings banks are authorized to elect to invest under a "prudent person" standard in a wider range of investment securities as compared to the types of investments permissible under such specific investment authority. However, in the event a savings bank elects to utilize the "prudent person" standard, it will be unable to avail itself of the other provisions of the New York State Banking Law and regulations, which set forth specific investment authority. The Bank of Greene County has not elected to conduct its investment activities under the "prudent person" standard. A savings bank may also exercise trust powers upon approval of the Department.

New York State chartered savings banks may also invest in subsidiaries under their service corporation investment authority. A savings bank may use this power to invest in corporations that engage in various activities authorized for savings banks, plus any additional activities which may be authorized by the Department. Investment by a savings bank in the stock, capital notes and debentures of its service corporations is limited to 3% of the bank's assets, and such investments, together with the bank's loans to its service corporations, may not exceed 10% of the savings bank's assets. Furthermore, New York banking regulations impose requirements on loans which a bank may make to its executive officers and directors and to certain corporations or partnerships in which such persons have equity interests. These requirements include, but are not limited to, requirements that (i) certain loans must be approved in advance by a majority of the entire board of directors and the interested party must abstain from participating directly or indirectly in the voting on such loan, (ii) the loan must be on terms that are not more favorable than those offered to unaffiliated third parties, and (iii) the loan must not involve more than a normal risk of repayment or present other unfavorable features.

### **Insurance of Accounts and Regulation by the Federal Deposit Insurance Corporation**

The Bank of Greene County is a member of the Bank Insurance Fund, which is administered by the Federal Deposit Insurance Corporation. The Federal Deposit Insurance Corporation insures deposits up to applicable limits and such insurance is backed by the full faith and credit of the U.S. Government. As insurer, the Federal Deposit Insurance Corporation imposes deposit insurance premiums and is authorized to conduct examinations of and to require reporting by Federal Deposit Insurance Corporation-insured institutions. It also may prohibit any Federal Deposit Insurance Corporation-insured institution from engaging in any activity the Federal Deposit Insurance Corporation determines by regulation or order to pose a serious risk to the Federal Deposit Insurance Corporation. The Federal Deposit Insurance Corporation also has the authority to initiate enforcement actions against savings banks, after giving the Superintendent an opportunity to take such action, and may terminate the deposit insurance if it determines that the institution has engaged or is engaging in unsafe or unsound practices, or is in an unsafe or unsound condition.

### **Regulatory Capital Requirements**

The Federal Deposit Insurance Corporation has adopted risk-based capital guidelines for banks under their supervision. The guidelines establish a systematic analytical framework that makes regulatory capital requirements more sensitive to differences in risk profiles among banking organizations. The Bank of Greene County is required to maintain certain levels of regulatory capital in relation to regulatory risk-weighted assets. The ratio of such regulatory capital to regulatory risk-weighted assets is referred to as The Bank of Greene County's risk-based capital ratio. Risk-based capital ratios are determined by allocating assets and specified off-balance sheet items to four risk-weighted categories ranging from 0% to 100%, with higher levels of capital being required for the categories perceived as representing greater risk.

These guidelines divide Bank's capital into two tiers. The first tier ( Tier I ) includes common equity, retained earnings, certain non-cumulative perpetual preferred stock (excluding auction rate issues) and minority interests in equity accounts of consolidated subsidiaries, less goodwill and other intangible assets (except mortgage servicing rights and purchased credit card relationships subject to certain limitations). Supplementary ( Tier II ) capital includes, among other items, cumulative perpetual and long-term limited-life preferred stock, mandatory convertible securities, certain hybrid capital instruments, term subordinated debt and the allowance for loan and lease losses, subject to certain limitations, less required deductions. Savings banks are required to maintain a total risk-based capital ratio of 8%, of which at least 4% must be Tier I capital.

In addition, the Federal Deposit Insurance Corporation has established regulations prescribing a minimum Tier I leverage ratio (Tier I capital to adjusted total assets as specified in the regulations). These regulations provide for a minimum Tier I leverage ratio of 3% for banks that meet certain specified criteria, including that they have the highest examination rating and are not experiencing or anticipating significant growth. All other banks are required to maintain a Tier I leverage ratio of 3% plus an additional cushion of at least 100 to 200 basis points. The Federal Deposit Insurance Corporation may, however, set higher leverage and risk-based capital requirements on individual institutions when particular circumstances warrant. Savings banks experiencing or anticipating significant growth are expected to maintain capital ratios, including tangible capital positions, well above the minimum levels.

At June 30, 2004, The Bank of Greene County exceeded all regulatory capital requirements.

### **Standards for Safety and Soundness**

The federal banking agencies have adopted a final regulation and Interagency Guidelines Prescribing Standards for Safety and Soundness ( Guidelines ) to implement the safety and soundness standards required under federal law. The Guidelines set forth the safety and soundness standards that the federal banking agencies use to identify and address problems at insured depository institutions before capital becomes impaired. The standards set forth in the Guidelines address internal controls and information systems; internal audit system; credit underwriting; loan documentation; interest rate risk exposure; asset growth; compensation; fees and benefits. The agencies also adopted additions to the Guidelines, which require institutions to examine asset quality and earnings standards. If the appropriate federal banking agency determines that an institution fails to meet any standard prescribed by the Guidelines, the agency may require the institution to submit to the agency an acceptable plan to achieve compliance with the standard, as required by federal law. The final regulations establish deadlines for the submission and review of such safety and soundness compliance plans.

### **Limitations on Dividends and Other Capital Distributions**

The Federal Deposit Insurance Corporation has the authority to use its enforcement powers to prohibit a savings bank from paying dividends if, in its opinion, the payment of dividends would constitute an unsafe or unsound practice. Federal law also prohibits the payment of dividends by a bank that will result in the bank failing to meet its applicable capital requirements on a pro forma basis. New York law restricts The Bank of Greene County from declaring a dividend, which would reduce its capital below (i) the amount required to be maintained by state and federal law and regulations, or (ii) the amount of The Bank of Greene County's liquidation account established in connection with the December 1998 Reorganization. New York law also prescribes that dividends declared by a stock savings bank in any calendar year shall not exceed the total of its net profits for that year combined with its retained net profits of the preceding two years, plus any required transfer to surplus or for the retirement of any preferred stock, unless approved by the Superintendent.

### **Prompt Corrective Action**

The federal banking agencies have promulgated regulations to implement the system of prompt corrective action required by federal law. Under the regulations, a bank shall be deemed to be (i) well capitalized if it has total



risk-based capital of 10.0% or more, has a Tier I risk-based capital ratio of 6.0% or more, has a Tier I leverage capital ratio of 5.0% or more and is not subject to any written capital order or directive; (ii) adequately capitalized if it has a total risk-based capital ratio of 8.0% or more, a Tier I risk-based capital ratio of 4.0% or more and a Tier I leverage capital ratio of 4.0% or more (3.0% under certain circumstances) and does not meet the definition of well capitalized; (iii) undercapitalized if it has a total risk-based capital ratio that is less than 8.0%, a Tier I risk-based capital ratio that is less than 4.0% or a Tier I leverage capital ratio that is less than 4.0% (3.0% under certain circumstances); (iv) significantly undercapitalized if it has a total risk-based capital ratio that is less than 6.0%, a Tier I risk-based capital ratio that is less than 3.0% or a Tier I leverage capital ratio that is less than 3.0%; and (v) critically undercapitalized if it has a ratio of tangible equity to total assets that is equal to or less than 2.0%. Federal law and regulations also specify circumstances under which a federal banking agency may reclassify a well capitalized institution as adequately capitalized and may require an adequately capitalized institution to comply with supervisory actions as if it were in the next lower category (except that the Federal Deposit Insurance Corporation may not reclassify a significantly undercapitalized institution as critically undercapitalized).

Based on the foregoing, The Bank of Greene County is currently classified as a well capitalized savings institution.

### **Activities and Investments of Insured State-Chartered Banks**

Federal law generally limits the activities and equity investments of Federal Deposit Insurance Corporation-insured, state-chartered banks to those that are permissible for national banks, notwithstanding state laws. Under regulations dealing with equity investments, an insured state bank generally may not, directly or indirectly, acquire or retain any equity investment of a type, or in an amount, that is not permissible for a national bank. An insured state bank is not prohibited from, among other things, (i) acquiring or retaining a majority interest in a subsidiary; (ii) investing as a limited partner in a partnership the sole purpose of which is the direct or indirect investment in the acquisition, rehabilitation, or new construction of a qualified housing project, provided that such limited partnership investments may not exceed 2% of the bank's total assets; (iii) acquiring up to 10% of the voting stock of a company that solely provides or reinsures directors', trustees', and officers' liability insurance coverage or bankers' blanket bond group insurance coverage for insured depository institutions; and (iv) acquiring or retaining the voting shares of a depository institution if certain requirements are met.

Federal law and Federal Deposit Insurance Corporation regulations permit certain exceptions to the foregoing limitation. For example, certain state-chartered banks, such as The Bank of Greene County, may continue to invest in common or preferred stock listed on a National Securities Exchange or the NASDAQ National Market, and in the shares of an investment company registered under the Investment Company Act of 1940, as amended. As of June 30, 2004, The Bank of Greene County had no securities pursuant to this exception.

### **Transactions with Affiliates**

Under current federal law, transactions between depository institutions and their affiliates are governed by Sections 23A and 23B of the Federal Reserve Act. An affiliate of a savings bank is any company or entity that controls, is controlled by, or is under common control with the savings bank, other than a subsidiary. In a holding company context, at a minimum, the parent holding companies of a savings bank and any companies that are controlled by such parent holding company are affiliates of the savings bank. Generally, Section 23A limits the extent to which the savings bank or its subsidiaries may engage in covered transactions with any one affiliate to an amount equal to 10% of such savings bank's capital stock and surplus, and contains an aggregate limit on all such transactions with all affiliates to an amount equal to 20% of such capital stock and surplus. The term covered transaction includes the making of loans or other extensions of credit to an affiliate; the purchase of assets from an affiliate, the purchase of, or an investment in, the securities of an affiliate; the acceptance of securities of an affiliate as collateral for a loan or extension of credit to any person; or issuance of a guarantee, acceptance, or letter of credit on behalf of an affiliate. Section 23A also establishes specific collateral requirements for loans or extensions of credit to, or guarantees, acceptances on letters of credit issued on behalf of an affiliate. Section 23B requires that covered transactions and a

broad list of other specified transactions be on terms substantially the same, or no less favorable, to the savings bank or its subsidiary as similar transactions with nonaffiliates.

Further, Section 22(h) of the Federal Reserve Act restricts a savings bank with respect to loans to directors, executive officers, and principal stockholders. Under Section 22(h), loans to directors, executive officers and stockholders who control, directly or indirectly, 10% or more of voting securities of a savings bank, and certain related interests of any of the foregoing, may not exceed, together with all other outstanding loans to such persons and affiliated entities, the savings bank's total capital and surplus. Section 22(h) also prohibits loans above amounts prescribed by the appropriate federal banking agency to directors, executive officers, and stockholders who control 10% or more of voting securities of a stock savings bank, and their respective related interests, unless such loan is approved in advance by a majority of the board of directors of the savings bank. Any interested director may not participate in the voting. The loan amount (which includes all other outstanding loans to such person) as to which such prior board of director approval is required, is the greater of \$25,000 or 5% of capital and surplus or any loans over \$500,000. Further, pursuant to Section 22(h), loans to directors, executive officers and principal stockholders must generally be made on terms substantially the same as offered in comparable transactions to other persons. Section 22(g) of the Federal Reserve Act places additional limitations on loans to executive officers.

### **The USA PATRIOT Act**

The USA PATRIOT Act gives the federal government new powers to address terrorist threats through enhanced domestic security measures, expanded surveillance powers, increased information sharing and broadened anti-money laundering requirements. Certain provisions of the Act impose affirmative obligations on a broad range of financial institutions, including savings banks, like The Bank of Greene County. These obligations include enhanced anti-money laundering programs, customer identification programs and regulations relating to private banking accounts or correspondence accounts in the United States for non-United States persons or their representatives (including foreign individuals visiting the United States).

The federal banking agencies have begun to propose and implement regulations pursuant to the USA PATRIOT Act. These proposed and interim regulations would require financial institutions to adopt the policies and procedures contemplated by the USA PATRIOT Act.

### **Holding Company Regulation**

**Generally.** Federal law allows a state savings bank, such as The Bank of Greene County that qualifies as a Qualified Thrift Lender discussed below, to elect to be treated as a savings association for purposes of the savings and loan holding company provisions of the Home Owners' Loan Act (the HOLA). Such election results in its holding company being regulated as a savings and loan holding company by the Office of Thrift Supervision rather than as a bank holding company by the Federal Reserve Board. Greene County Bancorp, Inc. and Greene County Bancorp, MHC have made such election by converting from a Delaware corporation and a New York mutual holding company to a federal corporation and federal mutual holding company, respectively, effective May 15, 2001. Greene County Bancorp, Inc. and Greene County Bancorp, MHC savings and loan holding companies are within the meaning of HOLA. As such, Greene County Bancorp, Inc. and Greene County Bancorp, MHC are registered with the Office of Thrift Supervision and are subject to the Office of Thrift Supervision regulations, examinations, supervisions and reporting requirements. In addition, the Office of Thrift Supervision has enforcement authority over Greene County Bancorp, Inc. and Greene County Bancorp, MHC and any nonsavings institution subsidiaries. Among other things, this authority permits the Office of Thrift Supervision to restrict or prohibit activities that are determined to be a serious risk to the subsidiary savings institution. As federal corporations, Greene County Bancorp, Inc. and Greene County Bancorp, MHC are generally not subject to state business organization law.

**Permissible Activities.** Under the HOLA and Office of Thrift Supervision regulations and policies, a federal mid-tier holding company such as Greene County Bancorp, Inc. is permitted to, among other things: (i) own a savings

association or savings bank; (ii) acquire a mutual institution; (iii) merge with or acquire another mutual holding company, one of whose subsidiaries is a savings institution; (iv) acquire non-controlling amounts of the stock of savings institutions and savings institution holding companies, subject to certain restrictions; (v) invest in any corporation that a savings association may invest in under federal law or under the law of any state where the savings association has its home office; (vi) furnish or perform management services for a savings institution subsidiary; (vii) hold, manage or liquidate assets owned or acquired from a savings institution subsidiary of such company; (viii) hold or manage properties used or occupied by a savings institution subsidiary of such company; and (ix) act as trustee under deed or trust. In addition, a federal mutual holding company may engage in any other activity that is permissible for bank holding companies under the Bank Holding Company Act, or in which multiple savings and loan companies may engage. Finally, under recently enacted financial modernization legislation, federal mutual holding companies may engage in any activity in which a financial holding company may engage, including maintaining an insurance agency, escrow business and underwriting securities and insurance. Moreover, a federal mutual holding company may engage in the activities of a financial holding company without having to make financial holding company election that is applicable to bank holding companies. If a mutual holding company acquires or merges with another holding company, the holding company acquired or the holding company resulting from such merger or acquisition may only invest in assets and engage in activities listed above, and has a period of two years to cease any nonconforming activities and divest of any nonconforming investments.

***Holding Company Regulatory Capital Requirements.*** Greene County Bancorp, Inc., as a mutual savings and loan holding company, does not have any regulatory capital requirements.

***Mergers and Acquisitions.*** The HOLA prohibits a savings and loan holding company, including Greene County Bancorp, Inc. and Greene County Bancorp, MHC, directly or indirectly, or through one or more subsidiaries, from acquiring another savings institution or holding company thereof, without prior written approval of the Office of Thrift Supervision. The HOLA also prohibits a savings and loan holding company from, directly or indirectly, acquiring more than 5% of the voting stock of another savings association or savings and loan holding company, or from acquiring such an institution or company by merger, consolidation, or purchase or its assets, without the prior written approval of the Office of Thrift Supervision. In evaluating applications by holding companies to acquire other financial institutions, the Office of Thrift Supervision considers the financial and managerial resources and future prospects of the acquirer and the merging institution, the convenience and needs of the community and competitive factors.

The Office of Thrift Supervision is prohibited from approving any acquisitions that would result in multiple savings and loan holding companies controlling savings institutions in more than one state, subject to two exceptions: (i) the approval of interstate supervisory acquisitions by savings and loan holding companies, and (ii) the acquisition of a savings institution in another state if the laws of the state or target savings institution specifically permit such acquisitions. The states vary in the extent to which they permit interstate savings and loan holding company acquisitions.

***Payment of Cash Dividends.*** Office of Thrift Supervision regulations generally do not restrict the ability of a savings and loan holding company to pay dividends. However, federal and state law do impose certain limitations on the payment by The Bank of Greene County, Greene County Bancorp, Inc.'s principal operating subsidiary, of cash dividends to Greene County Bancorp, Inc..

***Waivers of Dividends by Greene County Bancorp, MHC.*** Office of Thrift Supervision regulations require Greene County Bancorp, MHC to notify the Office of Thrift Supervision of any proposed waiver of its right to receive dividends. The Office of Thrift Supervision reviews dividend waiver notices on a case-by-case basis, and, in general, does not object to any such waiver if: (i) the mutual holding company's board of directors determines that such waiver is consistent with such director's fiduciary duties to the mutual holding company's members; (ii) for as long as the savings association subsidiary is controlled by the mutual holding company, the dollar amount of dividends waived by the mutual holding company are considered as a restriction to the retained earnings of the savings association, which

restriction, if material is disclosed in the public financial statements of the savings association as a note to the financial statements; (iii) the amount of any dividend waived by the mutual holding company is available for declaration as a dividend solely to the mutual holding company, and, in accordance with SFAS 5, where the savings association determines that the payment of such dividend to the mutual holding company is probable, an appropriate dollar amount is recorded as a liability; and (iv) the amount of any waived dividend is considered as having been paid by the savings association in evaluating any proposed dividend under Office of Thrift Supervision capital distribution regulations.

***Conversion of Greene County Bancorp, MHC to Stock Form.*** Office of Thrift Supervision regulations permit Greene County Bancorp, MHC to convert from the mutual to the stock form of ownership (a Conversion Transaction). There can be no assurance when, if ever, a Conversion Transaction will occur, and the Board of Directors has no current intention to plan to undertake a Conversion Transaction. In a Conversion Transaction a new holding company would be formed as the successor to Greene County Bancorp, Inc. (the New Holding Company), the Greene County Bancorp, MHC's corporate existence would end, and certain depositors of The Bank of Greene County would receive the right to subscribe for additional shares of the New Holding Company. Based upon the current Office of Thrift Supervision policy, in a Conversion Transaction, each share of Common Stock held by Greene County Bancorp, Inc.'s public stockholders (Minority Shareholders) would be automatically converted into a number of shares of common stock of the New Holding Company determined pursuant an exchange ratio that ensures that after the Conversion Transaction, subject to any adjustment to reflect the receipt of cash in lieu of fractional shares, the percentage of the to-be outstanding shares of the New Holding Company issued to Minority Shareholders in exchange for their Common Stock would be equal to the percentage of the outstanding shares of Common Stock held by Minority Shareholders immediately prior to the Conversion Transaction. The total number of shares held by Minority Stockholders after the Conversion Transaction would also be affected by any purchases by such persons in the offering that would be conducted as part of the Conversion Transaction.

***Stock Repurchases.*** The Office of Thrift Supervision imposes no restrictions on stock repurchases by Greene County Bancorp, Inc.

***Qualified Thrift Lender Test.*** In order for Greene County Bancorp, Inc. to be regulated as a savings and loan holding company by the Office of Thrift Supervision (rather than as a bank holding company by the Federal Reserve Board), The Bank of Greene County must qualify as a qualified thrift lender under Office of Thrift Supervision regulations or satisfy the domestic building and loan association test under the Internal Revenue Code. Under the qualified thrift lender test, a savings institution is required to maintain at least 65% of its portfolio assets (total assets less: (i) specified liquid assets up to 20% of total assets; (ii) intangible, including goodwill; and (iii) the value of property used to conduct business) in certain qualified thrift investments (primarily residential mortgages and related investments, including certain mortgage-backed and related securities) in at least nine out of each 12 month period. The Bank of Greene County currently maintains the majority of its portfolio assets in qualified thrift investments and has met the qualified thrift lender test in each of the last 12 months.

## **Federal Securities Law**

The common stock of Greene County Bancorp, Inc. is registered with the SEC under the Securities Exchange Act of 1934. Greene County Bancorp, Inc. is subject to the information, proxy solicitation, insider trading restrictions and other requirements of the SEC under the Exchange Act.

Greene County Bancorp, Inc. common stock held by persons who are affiliates (generally officers, directors and principal shareholders) of Greene County Bancorp, Inc. may not be resold without registration or unless sold in accordance with certain resale restrictions. If Greene County Bancorp, Inc. meets specified current public information requirements, each affiliate of Greene County Bancorp, Inc. is able to sell in the public market, without registration, a limited number of shares in any three-month period.

### **Sarbanes-Oxley Act of 2002**

On July 30, 2002, President Bush signed into law the Sarbanes-Oxley Act of 2002. The Sarbanes-Oxley Act represents a comprehensive revision of laws affecting corporate governance, accounting obligations and corporate reporting. The Sarbanes-Oxley Act is applicable to all companies with equity or debt securities registered under the Securities Exchange Act of 1934. In particular, the Sarbanes-Oxley Act establishes: (i) new requirements for audit committees, including independence, expertise, and responsibilities; (ii) additional responsibilities regarding financial statements for the Chief Executive Officer and Chief Financial Officer of the reporting company; (iii) new standards for auditors and regulation of audits; (iv) increased disclosure and reporting obligations for the reporting company and their directors and executive officers; and (v) new and increased civil and criminal penalties for violation of the securities laws. Many of the provisions became effective immediately while other provisions became effective over a period of 30 to 270 days and are subject to rulemaking by the Securities and Exchange Commission. Although we anticipate that we will incur additional expense in complying with the provisions of the Sarbanes-Oxley Act and the resulting regulations, management does not expect that such compliance will have a material impact on our results of operations or financial condition.

### **Community Reinvestment Act**

Under the Community Reinvestment Act, as amended, as implemented by Federal Deposit Insurance Corporation regulations, a savings bank has a continuing and affirmative obligation, consistent with its safe and sound operation, to help meet the credit needs of its entire community, including low and moderate income neighborhoods. The CRA requires the Federal Deposit Insurance Corporation, in connection with its examination of a savings institution to assess the institution's record of meeting the credit needs of its community and to take such record into account in its evaluation of certain applications by such institution. The Bank of Greene County's latest CRA rating was outstanding.

The Bank of Greene County is also subject to provisions of the New York State Banking Law which impose continuing and affirmative obligations upon banking institutions organized in New York State to serve the credit needs of its local community which are substantially similar to those imposed by the CRA. The NYCRA also requires the Superintendent to consider a bank's NYCRA rating when reviewing a bank's application to engage in certain transactions, including mergers, asset purchases and the establishment of branch offices or automated teller machines, and provides that such assessment may serve as a basis for the denial of any such application.

The Bank of Greene County's NYCRA rating as of its latest examination was outstanding.

### **Federal Home Loan Bank System**

The Bank of Greene County is a member of the Federal Home Loan Bank of New York, which is one of 12 regional Federal Home Loan Banks ( FHLB ) that administers the home financing credit function of savings institutions. Each FHLB serves as a reserve or central bank for its members within its assigned region. It is funded primarily from proceeds derived from the sale of consolidated obligations of the FHLB System. It makes loans to members (*i.e.*, advances) in accordance with policies and procedures established by the board of directors of the FHLB. These policies and procedures are subject to the regulation and oversight of the Federal Housing Finance Board. All advances from the FHLB are required to be fully secured by sufficient collateral as determined by the FHLB. In addition, all long-term advances are required to provide funds for residential home financing.

As a member, The Bank of Greene County is required to purchase and maintain stock in the FHLB of New York. At June 30, 2004, The Bank of Greene County had \$1,729,300 of FHLB stock. The dividend rate from FHLB stock was 2.08% at June 30, 2004. No assurance can be given that such dividends will continue in the future at such levels.

Under federal law, the FHLBs are required to provide funds for the resolution of troubled savings institutions and to contribute to low and moderately priced housing programs through direct loans or interest subsidies on advances

targeted for community investment and low- and moderate-income housing projects. These contributions have affected adversely the level of FHLB dividends paid and could continue to do so in the future. These contributions could also have an adverse effect on the value of FHLB stock in the future. A reduction in value of The Bank of Greene County's FHLB stock may result in a corresponding reduction in The Bank of Greene County's capital.

## Reports to Security Holders

Greene County Bancorp, Inc. files annual and quarterly reports with the SEC on Forms 10-KSB and 10-QSB, respectively. Greene County Bancorp, Inc. also files current reports on the Form 8-K with the SEC. Finally, Greene County Bancorp, Inc. files preliminary and definitive proxy materials with the SEC.

The public may read and copy any materials filed by Greene County Bancorp, Inc. with the SEC at the SEC's Public Reference Room at 450 Fifth Street, N.W., Washington, D.C. 20549. The public may obtain information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0330. Greene County Bancorp, Inc. is an electronic filer. The SEC maintains an Internet site that contains reports, proxy and information statements, and other information regarding issuers that file electronically with the SEC. The address of the site is <http://www.sec.gov>.

## **ITEM 2. Description of Properties**

The Bank of Greene County currently conducts its business through six full-service banking offices. Both Greene County Bancorp, Inc. and The Bank of Greene County maintain their executive offices at the Operations Center, 302 Main Street, Catskill, New York. The following table sets forth The Bank of Greene County's offices as of June 30, 2004. The Bank of Greene County's current facilities are considered by management to be adequate for the needs of The Bank of Greene County and Greene County Bancorp, Inc. in the foreseeable future.

Location	Leased or Owned	Original Year Leased or Acquired	Date of Lease Expiration	Net Book Value Of Property or Leasehold Improvements
<i>(Dollars in thousands)</i>				
<b>Main Office (1)</b>				
Main & Church Streets Catskill, NY 12414	Owned	1963	---	\$ 240
<b>Full Service Branches</b>				
<b>Coxsackie Branch</b>				
Route 385 West Coxsackie, NY 12051	Owned	1974	---	\$ 107
<b>Cairo Branch</b>				
Main Street Cairo, NY 12413	Owned	1988	---	\$ 346
<b>Greeneville Branch</b>				
Route 32 Greeneville, NY 12083	Owned	1997	---	\$ 946
<b>Tannersville Branch</b>				
Main Street				

Tannersville, NY 12485	Owned	2000	---	\$ 1,243
Westerlo Branch				
Routes 141 & 143				
Westerlo, NY 12193	Leased	2001	November 30, 2005	\$ 95
Operations Center (1)				
302 Main Street				
Catskill, NY 12414	Owned	1999	---	\$ 529

(1) Includes adjacent parking lot

### **ITEM 3. Legal Proceedings**

Greene County Bancorp, Inc. is not involved in any pending legal proceedings other than routine legal proceedings occurring in the ordinary course of business which, in the aggregate, involve amounts which are believed by management to be immaterial to the financial condition and results of operations of Greene County Bancorp, Inc.

### **ITEM 4. Submission of Matters to a Vote of Security Holders**

No matters were submitted to a vote of shareholders during the fourth quarter of the fiscal year under report.

## **PART II**

### **ITEM 5. Market for Common Equity and Related Security Holder Matters**

The Common Stock and Related Matters section on pages 22 of Greene County Bancorp, Inc.'s Annual Report to Shareholders is incorporated herein by reference.

There were no sales of unregulated securities during fiscal 2004. There were no repurchases of shares by Greene County Bancorp, Inc. during fiscal year 2004.

### **ITEM 6. Management's Discussion and Analysis of Financial Condition and Results of Operations**

The Management's Discussion and Analysis of Financial Condition and Results of Operations section on pages 8-23 of Greene County Bancorp, Inc.'s Annual Report to Shareholders is incorporated herein by reference.

### **ITEM 7. Financial Statements**

The selected financial information for the year ended June 30, 2004 is filed as part of Greene County Bancorp, Inc.'s Annual Report to Shareholders on pages 6-7, and is incorporated herein by reference.

### **ITEM 8. Changes in and Disagreements with Accountants on Accounting and Financial Disclosures**

None.

### **ITEM 8A. Controls and Procedures**

Under the supervision and with the participation of management, including our Chief Executive Officer and Chief Financial Officer, we evaluated the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rule 13a-15(e) and 15d - 15(e) under the Securities Exchange Act of 1934) at the end of the period covered by the 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, our 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 SEC's rules and forms. There has been no change in the Company's internal control over financial reporting during the Company's fourth quarter of fiscal year 2004 that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

**ITEM 8B. Other Information**

Not applicable.

**PART III**

**ITEM 9. Directors, Executive Officers, Promoters and Control Persons; Compliance With Section 16(a) of the Exchange Act**

The Proposal I - Election of Directors section on pages 2-4 of Greene County Bancorp, Inc.'s definitive Proxy Statement for Greene County Bancorp, Inc.'s 2004 Annual Meeting of Shareholders (the 2004 Proxy Statement) is incorporated herein by reference.

The Company has adopted a Code of Ethics that is applicable to the Company's officers, directors and employees, including its principal executive officer, principal financial officer, principal accounting officer or controller, or persons performing similar functions. The Code of Ethics is available on the Company's website at [www.thebankofgreenecounty.com](http://www.thebankofgreenecounty.com). Amendments to and waivers from the Code of Ethics will also be disclosed on the Company's website.

**ITEM 10. Executive Compensation**

The Proposal I - Election of Directors section on pages 9 of Greene County Bancorp, Inc.'s 2004 Proxy Statement is incorporated herein by reference.

**ITEM 11. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters**

The Proposal I - Election of Directors section on page 2-4 of Greene County Bancorp, Inc.'s 2004 Proxy Statement is incorporated herein by reference.

The Company has adopted three equity-based compensation plans: the 2000 Stock Option Plan, the 2000 Recognition and Retention Plan and the ESOP. The 2000 Stock Option Plan and the 2000 Recognition and Retention Plan have been approved by stockholders of the Company and, except for the ESOP, the Company has not implemented any equity-based compensation program that has not been approved by Company stockholders.

Set forth below is certain information as of June 30, 2004 regarding equity-based compensation plans for directors and executive officers of the Company that have been approved by stockholders.



<u>Plan</u>	<u>Number of securities to be issued upon exercise of outstanding options and rights</u>	<u>Weighted average exercise price</u>	<u>Number of securities remaining available for issuance under plan</u>
2000 Stock Option Plan	61,662	\$8.86	1,899
2000 Recognition and Retention Plan	6,800		2,594
Total	68,462		4,493

**ITEM 12. Certain Relationships and Related Transactions**

The Transactions with Certain Related Persons section on page 13 of Greene County Bancorp, Inc.'s 2004 Proxy Statement is incorporated herein by reference.

**ITEM 13. Exhibits, Financial Statement Schedules, and Reports on Form 8-K****(a)(1) Financial Statements**

The exhibits and financial statement schedules filed as a part of this Form 10-KSB are as follows, all of which are included in the Annual Report to Shareholders (Exhibit 13):

- (A) Report of Independent Registered Public Accounting Firm - page 24
- (B) Consolidated Statements of Financial Condition - page 25
- (C) Consolidated Statements of Income - page 26
- (D) Consolidated Statements of Comprehensive Income - page 27
- (E) Consolidated Statements of Changes in Equity - page 27
- (F) Consolidated Statements of Cash Flows - page 28
- (G) Notes to Consolidated Financial Statements - pages 29-40

**(a)(2) Financial Statement Schedules**

All financial statement schedules have been omitted as the required information is inapplicable or has been included in the Notes to Consolidated Financial Statements. The remaining information appearing in the Annual Report to Shareholders for the year ended June 30, 2004 is not deemed to be filed as part of this report except as expressly provided herein.

(b) Reports on Form 8-K

On May 4, 2004, Greene County Bancorp, Inc. filed Form 8-K pursuant to Item 9 Fair Disclosure and in satisfaction of Item 12, Disclosure of Results of Operations and Financial Condition which announced its earnings for the three and nine months ended March 31, 2004.

(c) Exhibits

3.1 Certification of Incorporation of Greene County Bancorp, Inc. (incorporated herein by reference to Greene County Bancorp, Inc. s Registration statement on SB-2, file No. 333-63681 (the SB-2 )).

3.2 Bylaws of Greene County Bancorp, Inc. (incorporated herein by reference to Greene County Bancorp, Inc. s SB-2)

4.0 Form of Stock Certificate of Greene County Bancorp, Inc. (incorporated herein by reference to the Form SB-2)

10.1 Employment Agreement with J. Bruce Whittaker (incorporated herein by reference to Greene County Bancorp, Inc. s SB-2)

10.2 Employee Stock Ownership Plan (incorporated herein by reference to Greene County Bancorp, Inc. s SB-2)

13.0 Annual Report to Shareholders

21.0 Subsidiaries of Greene County Bancorp, Inc.

23.0 Consent of Experts

31.0 Certification of Chief Executive Officer and Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

32.0 Certification of Executive Officer and Chief Financial Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

**ITEM 14. Principal Accountant Fees and Services**

The Proposal 2-Ratification of Appointment of Auditors section on page 14 Greene County Bancorp, Inc. s 2004 Proxy Statement is incorporated herein by reference.

**SIGNATURES**

In accordance with Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

**GREENE COUNTY BANCORP, INC.**

Date: September 27, 2004      By: /s/ J. Bruce Whittaker  
J. Bruce Whittaker  
President and Chief Executive Officer

In accordance with the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

By: /s/ Michelle Plummer      By: /s/ Walter H. Ingalls  
Michelle Plummer      Walter H. Ingalls  
Chief Financial Officer      Chairman of the Board of Directors

Date: September 27, 2004      Date: September 27, 2004

By: /s/ J. Bruce Whittaker      By: /s/ Charles Schaefer  
J. Bruce Whittaker, President      Charles Schaefer  
Chief Executive Office and Director      Director

Date: September 27, 2004      Date: September 27, 2004

By: /s/ Paul Slutzky      By: /s/ David H. Jenkins  
Paul Slutzky      David H. Jenkins, DVM  
Director      Director

Date: September 27, 2004      Date: September 27, 2004

By: /s/ Dennis R. O Grady      By: /s/ Martin C. Smith  
Dennis R. O Grady      Martin C. Smith  
Director      Director

Date: September 27, 2004      Date: September 27, 2004



**EXHIBIT 13**  
**ANNUAL REPORT TO SHAREHOLDERS**

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**EXHIBIT 21**

**SUBSIDIARIES OF GREENE COUNTY BANCORP, INC.**

Company

Percent Owned

The Bank of Greene County      100.0% owned by Greene County Bancorp, Inc.

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**EXHIBIT 23**  
**CONSENT OF EXPERTS**

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**EXHIBIT 23**

**CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

We hereby consent to the incorporation by reference in the Registration Statement on Form S-8 (No. 333-51538) of Greene County Bancorp, Inc. of our report dated September 10, 2004 relating to the financial statements of Greene County Bancorp, Inc., which appears in the Annual Report to Shareholders, which is included in this Form 10-KSB.

/s/ PricewaterhouseCoopers LLP

Albany, New York  
September 27, 2004

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**EXHIBIT 31**

**Certification of Chief Executive Officer and Chief Financial Officer  
Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002**

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**EXHIBIT 31.1**

**Certification of Chief Executive Officer Pursuant to  
Section 302 of the Sarbanes-Oxley Act of 2002**

I, J. Bruce Whittaker, President and Chief Executive Officer, certify that:

1. I have reviewed this annual report on Form 10-KSB of Greene County Bancorp, Inc.;
2. Based on my knowledge, this annual 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 annual report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual 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 annual report;
4. The small business issuer's other certifying officers 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 annual report is being prepared;
  - b) evaluated the effectiveness of the small business issuer's disclosure controls and procedures and presented in this annual report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this annual report based on such evaluation; and
  - c) disclosed in this annual 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 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 officers 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:
  - 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.

Date: September 27, 2004  
J. Bruce Whittaker, President and  
Chief Executive Officer

/s/ J. Bruce Whittaker

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**EXHIBIT 31.2**

**Certification of Chief Financial Officer Pursuant to  
Section 302 of the Sarbanes-Oxley Act of 2002**

I, Michelle M. Plummer, Chief Financial Officer, certify that:

1. I have reviewed this annual report on Form 10-KSB of Greene County Bancorp, Inc.;
2. Based on my knowledge, this annual 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 annual report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual 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 annual report;
4. The small business issuer's other certifying officers 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 annual report is being prepared;
  - b) evaluated the effectiveness of the small business issuer's disclosure controls and procedures and presented in this annual report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this annual report based on such evaluation; and
  - c) disclosed in this annual 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 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 officers 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:
  - 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.

Date: September 27, 2004

/s/ Michelle Plummer

Michelle M. Plummer,  
Chief Financial Officer

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**EXHIBIT 32.0**

**Certification of Chief Executive Officer and Chief Financial Officer  
Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002**

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**EXHIBIT 32.1**

**Certification of Chief Executive Officer and Chief Financial Officer  
Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002**

J. Bruce Whittaker, President and Chief Executive Officer, and Michelle M. Plummer, Chief Financial Officer, of Greene County Bancorp, Inc. (the Company ) each certify in his or her capacity as an officer of the Company that he or she has reviewed the Annual Report of the Company on Form 10-KSB for the year ended June 30, 2004 and that to the best of his or her knowledge:

1. the report fully complies with the requirements of Section 13(a) of the Securities Exchange Act of 1934; and
- 2.the information contained in the report fairly presents, in all 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.

Septembe 27, 2004                    /s/ J. Bruce Whittaker  
Date                                    J. Bruce Whittaker  
   President and Chief Executive Officer

September 27, 2004                    /s/ Michelle M. Plummer  
Date                                    Michelle M. Plummer  
   Chief Financial Officer