```
                    UNITED STATES
                SECURITIES AND EXCHANGE COMMISSION
            WASHINGTON, D.C. 20549
                    FORM 10-Q
            QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE
            FOR THE QUARTERLY PERIOD ENDED MARCH 31, 1999
                COMMISSION FILE NO. 0-20293
            UNION BANKSHARES CORPORATION
            (Exact name of registrant as specified in its charter)
VIRGINIA
                                    54-1598552
(State of Incorporation)
(I.R.S. Employer Identification No.)
                    211 NORTH MAIN STREET
                        P.O. BOX 446
                BOWLING GREEN, VIRGINIA 22427
            (Address of principal executive offices)
                    (804) 633-5031
                    (Registrant's telephone number)
```

```
SECURITIES REGISTERED PURSUANT TO SECTION 12(B) OF THE ACT: NONE
```

SECURITIES REGISTERED PURSUANT TO SECTION 12(B) OF THE ACT: NONE
SECURITIES REGISTERED PURSUANT TO SECTION 12(G) OF THE ACT: COMMON
SECURITIES REGISTERED PURSUANT TO SECTION 12(G) OF THE ACT: COMMON
STOCK, \$2 PAR VALUE
STOCK, \$2 PAR VALUE
Union Bankshares Corporation (1) has filed all reports required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of 1934 during the preceding 12 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.
As of March 31, 1999, Union Bankshares Corporation had 7,530,356 shares of Common Stock outstanding.
UNION BANKSHARES CORPORATION
FORM 10-Q
MARCH 31, 1999

```

```

PART II - OTHER INFORMATION

```

```

SIGNATURES.
$\qquad$
</TABLE>
PART 1 - FINANCIAL INFORMATION
ITEM 1. FINANCIAL STATEMENTS
UNION BANKSHARES CORPORATION AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(Dollars in thousands)
<TABLE>
<CAPTION>
March 31,
ASSETS
1998
-------------

BANK PREMISES AND EQUPIMENT, NET
19,826
OTHER REAL ESTATE OWNED
1,344
OTHER ASSETS
19,187
---------------
TOTAL ASSETS
\$ 675,844

LIABILITIES AND STOCKHOLDERS' EQUITY
NON-INTEREST-BEARING DEMAND DEPOSITS
80,410

| Savings accounts | 59,029 | 61,281 |
| :---: | :---: | :---: |
| 59,370 |  |  |
| NOW accounts | 85,914 | 81,514 |
| 72,137 |  |  |
| Money market accounts | 63,439 | 64,331 |
| 63,736 |  |  |
| Time deposits of \$100,000 and over | 95,687 | 80,926 |
| 69,188 |  |  |
| Other time deposits | 234,120 | 238,248 |
| 220,958 |  |  |
| TOTAL INTEREST-BEARING DEPOSITS | 538,189 | 526,300 |
| 485,389 |  |  |
| TOTAL DEPOSITS | 618,599 | 607,629 |
| 560,630 |  |  |
| SHORT-TERM BORROWINGS | 17,269 | 19,476 |
| 9,943 |  |  |
| LONG-TERM BORROWINGS | 47,220 | 28,325 |
| 28,640 |  |  |
| OTHER LIABILITIES | 22,109 | 5,158 |
| 6,409 |  |  |
| TOTAL LIABILITIES | 705,197 | 660,588 |
| STOCKHOLDERS' EQUITY: |  |  |
| Common stock, \$2 par value. Authorized 24,000,000 shares; issued and outstanding, 7,530,356, 7,507,394 and 7,153,874 shares, respectively | 15,061 | 15,015 |
| 14,308 |  |  |
| Surplus | 599 | 311 |
| 389 |  |  |
| Retained | 57,537 | 55,690 |
| 53,811 |  |  |
| Accumulated other comprehensive income <br> Net unrealized gains on securities available for sale, net of taxes | 1,544 | 2,343 |
| TOTAL STOCKHOLDERS' |  |  |
| EQUITY | 74,741 | 73,359 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | 779,938 | \$ 733,947 |
| \$ 675,844 |  |  |

See accompanying notes to consolidated financial statements.
1
UNION BANKSHARES CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME (UNAUDITED)
(Dollars in thousands, except per share data)

<TABLE>
<CAPTION>
\begin{tabular}{ccc} 
& \begin{tabular}{c} 
Quarter Ended \\
\\
\\
\\
<S \\
INTEREST INCOME \(:\) \\
Interest and fees on loans \\
Interest on securities:
\end{tabular} & 1999
\end{tabular}
```
    U.S. government and agency securities
    Obligations of states and political subdivisions
    Other securities
    Interest on Federal funds sold
    Interest on interest-bearing deposits in other banks
```
    TOTAL INTEREST INCOME
INTEREST EXPENSE:
Interest on deposits
Interest on other borrowings

TOTAL INTEREST EXPENSE
NET INTEREST INCOME
PROVISION FOR LOAN LOSSES (note 2)
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES

OTHER INCOME:
Service charges on deposit accounts
Other service charges and fees
Gains on securities transactions, net
Gains (losses) on sales of other real estate owned and bank premises, net
Other operating income

TOTAL OTHER INCOME

OTHER EXPENSES:
Salaries and benefits
Occupancy expenses
Furniture and equipment expenses
Other operating expenses

TOTAL OTHER EXPENSES
TOTAL OTHER EXPENSES
Income before income taxes and cumulative effect of accounting chan
Income tax expense
INCOME BEFORE EFFECT OF ACCOUNTING CHANGE
CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING METHOD, NET
NET INCOME

OTHER COMPREHENSIVE INCOME
Unrealized holding gains arising during the period net of taxes of \(\$ 297\) and \(\$ 5\) for 1999 and 1998

Less reclassification adjustments for (gains) losses included in net of taxes of \(\$ 6\) and \(\$ 0\) for 1999 and 1998 Total Other Comprehensive Income

COMPREHENSIVE INCOME

BASIC EARNINGS PER SHARE
Before cumulative effect of change in accounting
Cumulative effect of change in accounting method
Net income
Diluted Earnings per share
Before cumulative effect of change in accounting
Cumulative effect of change in accounting method
Net income
DIVIDENDS PER SHARE
\begin{tabular}{|c|c|c|c|}
\hline & \[
\begin{array}{r}
13 \\
799
\end{array}
\] & & \[
\begin{aligned}
& 2 \\
& 7
\end{aligned}
\] \\
\hline \$ & 2,614 & \$ & 2,053 \\
\hline \$ & 0.26 & \$ & 0.27 \\
\hline & (0.02) & & \\
\hline \$ & 0.24 & \$ & 0.27 \\
\hline \$ & 0.26 & \$ & 0.27 \\
\hline & (0.02) & & \\
\hline \$ & 0.24 & \$ & 0.27 \\
\hline \$ & - & \$ & \\
\hline
\end{tabular}
</TABLE>
See accompanying notes to consolidated financial statements.
2

UNION BANKSHARES CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

THREE MONTHS ENDED MARCH 31, 1999 AND 1998 (Dollars in thousands)

<TABLE>
<CAPTION>
<S>
OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income to net cash and cash equivalents used in operating activities: Depreciation of bank premises and equipment Amortization of intangibles
Provision for loan losses
Gains on sales of securities available for sale (Gains) Losses on sale of other real estate owned Increase in other assets
Increase (Decrease) in other liabilities

NET CASH AND CASH EQUIVALENTS USED IN OPERATING
ACTIVITIES

INVESTING ACTIVITIES:
Net increase in securities
Net increase in loans
Acquisition of bank premises and equipment
Proceeds from sales of other real estate owned

NET CASH AND CASH EQUIVALENTS USED IN INVESTING ACTIVITIES

FINANCING ACTIVITIES:
Net increase (decrease) in non-interest-bearing deposits
Net increase in interest-bearing deposits
Net decrease in short-term borrowings
Increase in long-term borrowings
Issuance of common stock
Repurchase of common stock
Repayment of long-term borrowings

NET CASH AND CASH EQUIVALENTS PROVIDED BY FINANCING ACTIVITIES

INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD

CASH AND CASH EQUIVALENTS AT END OF PERIOD

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION
Cash payments for:

> Interest
> Income taxes
</TABLE>
See accompanying notes to consolidated financial statements.

| 1999 |  | 1998 |
| :---: | :---: | :---: |
| <C> |  | <C> |
| \$ 1,815 | \$ | 2,046 |
| 401 |  | 299 |
| 365 |  | 43 |
| 762 |  | 435 |
| (19) |  | (2) |
| 2 |  | (16) |
| $(20,946)$ |  | $(7,251)$ |
| 17,272 |  | (665) |
| (348) |  | $(5,111)$ |
| $(30,411)$ |  | $(2,039)$ |
| (610) |  | $(42,625)$ |
| $(1,864)$ |  | $(3,149)$ |
| 190 |  | 418 |
| $(32,695)$ |  | $(47,395)$ |
| (919) |  | 9,535 |
| 11,889 |  | 61,840 |
| $(2,207)$ |  | $(17,302)$ |
| 18,925 |  | 4,925 |
| 1,005 |  | 5 |
| (671) |  | - |
| (30) |  | - |



## 1. ACCOUNTING POLICIES

The consolidated financial statements include the accounts of Union Bankshares Corporation and its subsidiaries (the "Company"). Significant intercompany accounts and transactions have been eliminated in consolidation.

The information contained in the financial statements is unaudited and does not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. However, in the opinion of management, all adjustments (consisting only of normal recurring accruals) necessary for a fair presentation of the results of the interim periods presented have been made. Operating results for the three month period ended March 31, 1999 are not necessarily indicative of the results that may be expected for the year ending December 31, 1999. UNION BANKSHARES CORPORATION AND SUBSIDIARIES

These financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in the Company's 1998 Annual Report to Shareholders. Certain previously reported amounts have been reclassified to conform to current period presentation.

As of January 1999, the Company adopted SOP 98-5 - Reporting on the Costs of Start-up Activities. This SOP requires that the costs of start-up activities be expensed as incurred. This is a change from past practices which allowed the amortization of these costs over a specified time. As a result, two additional lines are on the Consolidated Statements of Income and Comprehensive Income: Income before effect of accounting change and Cumulative effect of change in accounting method, net of taxes. This one time effect impacts the first quarter 1999 and the year 1999 as a result of costs accumulated in 1998 related to the Bank of Williamsburg. ( see Management Discussion)
2. ALLOWANCE FOR LOAN LOSSES

The following summarizes activity in the allowance for loan losses for the three months ended March 31, (in thousands):

|  | 1999 | 1998 |
| :---: | :---: | :---: |
| Balance, January 1 | \$6,407 | \$4,798 |
| Provisions charged to operations | 762 | 435 |
| Recoveries credited to allowance | 87 | 47 |
| Loans charged off | (548) | (432) |
| Balance, March 31 | \$ 6,708 | \$4,848 |

4

EARNINGS PER SHARE

Basic earnings per share (EPS) is computed by dividing net income by the weighted average number of shares outstanding during the period. Weighted average shares used for the computation of basic EPS were $7,528,729$ and 7,468,590 for the three months ended March 31, 1999 and 1998. Diluted EPS is computed using the weighted number of common shares outstanding during the period, including the effect of dilutive potential common shares outstanding attributable to stock options. Weighted average shares used for the computation of diluted EPS were 7,645,214 and 7,517,049 for the three months ended March 31, 1999 and 1998.
4. PURCHASE OF MORTGAGE CAPITAL INVESTORS, INC

On February 11, 1999, the Company completed the purchase of Mortgage Capital Investors, Inc. a mortgage origination business with 16 locations in the states of Virginia, Maryland, North Carolina, South Carolina and Florida. This business was purchased to enhance the Company's existing mortgage operations and increase non-interest income. It contributed approximately $\$ 400,000$ in net income in the first quarter of 1999 which is the first period it is presented as part of the company. This represented earnings for the period February 11 to March 31, 1999. This acquisition was accounted for under the purchase method of accounting. The purchase price was $\$ 5,000,000$. At closing the Company paid, $\$ 1,000,000$ in cash and
$\$ 1,000,000$ in common stock. In addition, $\$ 3,000,000$ is to be distributed over the next three years in cash and common stock, and discounted value of which is included in other liabilities at March 31, 1999. At closing 61,490 shares were issued with cash paid for fractional shares. As a result of the transaction, goodwill in the amount of $\$ 1,044,887$ was reccorded and is being amortized using the straight line method over 10 years at $\$ 104,488$ per year.

## 5. SEGMENT REPORTING DISCLOSURES

Union Bankshares Corporation has two reportable segments: traditional full service banks and mortgage loan origination business. The bank business is made up of five banks. These banks provide loan, deposit , investment, trust and custodial services to retail and commercial customers at all the state of Virginia locations. The mortgage company provides a variety of mortgage loan products in a multi state market. These loans are warehoused and sold over short term, normally less than 90 days.

Profit and loss is measured by net income after taxes including gains and losses on the Company's investment portfolio. The accounting policies of the reportable segments are the same as those described in the summary of significant accounting policies. Intersegment transactions are recorded at cost and eliminated as part of the consolidation process.

The Company's reportable segments are both service based but the mortgage company provides a very specific and definative service which contributes a significant amount to the total income of the combined entity. While the banks offer a distribution network for the mortgage service, the mortgage company does not offer a similar abiltiy for the banks at this time. Finally, a major distinction is the source of income. The mortgage business is purely a fee based business while the banks are profit driven by interest income.

5

The Company has adopted the Financial Accounting Standards Board's Statement of Financial Accounting Standards No. 131, Disclosures about Segments of an Enterprise and Related Information ( Statement 131). Statement 131 establishes standards for for the way that public business enterprises report information about operating segments in annual financial statements and requires that those enterprises report selected information about operating segments in interim financial reports.

The following is a summary of segment profit (dollars in thousands):
QUARTER ENDED MARCH 31, 1999

## <TABLE>

<CAPTION>



In June 1998, the Financial Accounting Standards Board (FASB) issued

Statement of Financial Accounting Standards (SFAS) No. 133, "Accounting for Derivative Instruments and Hedging Activities", which establishes accounting and reporting standards for derivative instruments and for hedging activities. It requires that a company recognize all derivative instruments as either assets or liabilities in the consolidated balance sheet, and measure those instruments at fair value. The accounting for changes in the fair value of a derivative depends on the intended use of the derivative and the resulting designation. For companies with a fiscal year ending on December 31, SFAS 133 is effective as of January 1, 2000. Earlier adoption, as of the beginning of a fiscal quarter, is encouraged but is not mandatory. The impact of adopting SFAS 133 will be dependent on the specific derivative instruments in place at the date of adoption. At this time, Management believes the adoption of this new standard will not have a material impact on the financial condition or results of operations of the Company, and does not anticipate adopting SFAS 133 before January 1, 2000 .
7. FORWARD- LOOKING STATEMENTS
Certain statements in this report may constitute "forward-looking
statements" within the meaning of the Private securities Litigation Reform
Act of 1995 . Although the Company believes that its expectations with
respect to certain forward-looking statements are based upon reasonable
assumptions within the bounds of its knowledge of its business and
operations, there can be no assurance that actual results, performance or
achievements of the company will not differ materially from any future
results, performance or achievements expressed or implied by such
forward-looking statements.

7

ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS
Union Bankshares Corporation (the "Company") is a multi-bank holding company organized under Virginia law which provides financial services through its wholly-owned subsidiaries, Union Bank \& Trust Company, Northern Neck State Bank, King George State Bank, Rappahannock National Bank, the Bank of Williamsburg , Union Investment Services, Inc., and Mortgage Capital Investors. The five subsidiary banks, Union Bank \& Trust Company, Northern Neck State Bank , King George State Bank, Rappahannock National Bank and the Bank of Williamsburg are full service retail commercial banks offering a wide range of banking and related financial services, including demand and time deposits, as well as commercial, industrial, residential construction, residential mortgage and consumer loans. Union Investment Services, Inc., is a full service discount brokerage company which offers a full range of investment services, and sells mutual funds, bonds and stocks. Mortgage Capital Investors provides a wide array of mortgage products through its 16 offices in Virginia, Maryland, North Carolina, South Carolina and Florida.

The Company's primary trade area stretches from Rappahannock County to Fredericksburg, south to Hanover County, east to Williamsburg and throughout the Northern Neck area of Virginia. The Corporate Headquarters are located in Bowling Green, Virginia. Through its banking subsidiaries, the Company operates 29 branches in its primary trade area. In addition to the primary banking trade area, the addition of Mortgage Capital Investors expands the mortgage origination business to four additional states.

In February 1999, the Company opened the Bank of Williamsburg in temporary headquarters in the Williamsburg Crossing Shopping Center. This location is one of the faster growing areas of Virginia and it is expected that this bank will contribute to the profit of the Company within its first two years.

Management's discussion and analysis is presented to aid the reader in understanding and evaluating the financial condition and results of operations of the Company. The analysis focuses on the consolidated financial statements, the footnotes thereto, and the other financial data herein. Highlighted in the discussion are material changes from prior reporting periods and any identifiable trends affecting the company. Amounts are rounded for presentation purposes, while the percentages presented are computed based on unrounded amounts.

## RESULTS OF OPERATIONS

Net income for the first quarter of 1999 was $\$ 1.8$ million, down from $\$ 2.0$ million for the same period in 1998 . The decline in net income for the period is due principally to an increase of $\$ 327,000$ in the provision for loan loss over the first quarter of 1998; a $\$ 104,000$ cumulative change in accounting method and increases in other expenses. Diluted earnings per share amounted to $\$ .24$ in the first quarter of 1999 , as compared to $\$ .27$ in the first quarter of equity totaled 9.88\% and $11.99 \%$ for the three months ended March 31, 1999 and 1998, respectively.

$$
8
$$

Net income for the first quarter of 1999 before the cumulative effect of a change in accounting was $\$ 1.9$ million, down $6.2 \%$ from $\$ 2.0$ million a year ago. During the first quarter the Company adopted a new accounting standard (Statement of Position 98-5) which required it to expense certain previously capitalized start-up costs totaling $\$ 158,000$, or $\$ 104,000$ net of applicable taxes. Earnings per share before the cumulative adjustment for a change in accounting method on a diluted basis decreased to $\$ .26$ from $\$ .27$ for the same quarter in 1998.

Declining interest rates continue to negatively impact the net interest margin as loans and investments mature, are prepaid or are repriced at lower rates, while deposit competition remains tight. Recent expansion activities, including branch acquisitions and de novo openings, have generated a short term drag on earnings. Other infrastructure costs, principally continued investments in technology and people, contributed to a relatively flat earnings quarter, but have positioned the Company to provide more competitive products and services to its marketplace. While the benefits of technology investments tends to lag behind the costs, the long term benefit is significant in terms of the Company's ability to compete effectively in the changing financial services marketplace.

Of particular significance during the quarter were the opening of a new bank subsidiary, the Bank of Williamsburg, and the acquisition of Mortgage Capital Investors. Both of these transactions represent strong opportunities to leverage the Company's collective resources to generate new business and earnings growth in new and existing markets. As with any de novo operation, the Bank of Williamsburg is expected to incur operating losses for the first year, becoming profitable during the second year of operation. The contribution of Mortgage Capital Investors has been more immediate, as it contributed approximately $\$ 400,000$ to first quarter net income.

## NET INTEREST INCOME

Net interest income on a tax-equivalent basis for the first quarter of 1999 increased by 8.8\% to $\$ 7.4$ million from $\$ 6.8$ million for the same period a year ago. By managing its interest rate spread and increasing the volume of earning assets over interest-bearing liabilities, the Company has been able to maintain a strong net interest margin. The current interest rate environment and competition for deposits continue to put pressure on net interest margins. Average earning assets during the first quarter of 1999 increased by \$69.7 million to $\$ 673.5$ million from the first quarter of 1998 , while average interest-bearing liabilities grew by $\$ 68.2$ million to $\$ 576.7$ million over this same period. The Company's yield on average earning assets was 8.24\%, down 24 basis points from 8.48\% a year ago, while its cost of average interest-bearing liabilities also decreased 22 basis points from $4.64 \%$ to $4.42 \%$.

## <TABLE>

<CAPTION>

UNION BANKSHARES CORPORATION
AVERAGE BALANCES, INCOME AND EXPENSES, YIELDS AND RATES (TAXABLE
EQUIVALENT BASIS)


(1) Income and yields are reported on a taxable equivalent basis.

## PROVISION FOR POSSIBLE LOAN LOSSES

The provision for possible loan losses totaled $\$ 762,000$ for the first quarter of 1999 , up from $\$ 435,000$ for the first quarter of 1998 . These provisions reflect the performance of the loan portfolio and management's assessment of the credit risk in the portfolio. (See ASSET QUALITY)

Non-interest income for the three months ended 1999 totaled $\$ 3.5$ million, up from $\$ 1.1$ million a year ago. This increase is due principally to the increases in income from mortgage brokerage fees totaling $\$ 2.4$ million from the addition of Mortgage Capital Investors, Inc. The remaining increase in non-interest income is due to increases in service fees on deposit accounts, increases in other service fees and increased brokerage commissions. Management continues to seek additional sources of non-interest income, including increased emphasis on its credit card operations, mortgage banking activities and brokerage services.

NON-INTEREST EXPENSE
Non-interest expense increased by $59.4 \%$ for the first three months of 1999, totaling $\$ 7.2$ million as compared to $\$ 4.5$ million for 1998. Personnel costs comprised much of this change, with approximately $\$ 1.5$ million due to the acquisition of Mortgage Capital Investors. The remaining cost is attributable to other bank and branch infrastructure expenses associated with the consolidation of certain functions and the development and introduction of new products and delivery systems, which are expected to enhance future earnings through increased revenue and/or improved efficiencies. The Company continues to stress budgetary expense controls.

FINANCIAL CONDITION

Total assets as of March 31, 1999 were $\$ 780.2$ million, an increase of $15.4 \%$ from $\$ 675.8$ million at March 31, 1998. Asset growth was fueled by good loan growth , as loans totaled $\$ 473.3$ million at March 31, 1999, an increase of 8.4\% from $\$ 436.7$ million at March 31, 1998 . Stockholders' equity totaled $\$ 75$ million at March 31, 1999, which represents a book value of $\$ 9.96$ per share.

Deposit growth remained steady. Total deposits at March 31, 1999 were $\$ 618.6$ million, up $10.3 \%$ from $\$ 560.6$ million at March 31, 1998. Other borrowings totaled $\$ 64.5$ million at March 31, 1999, a $67.1 \%$ increase over $\$ 38.6$ million at March 31, 1998. This is reflective of the Company's effort to better leverage its strong capital position. The Company continues to utilize other borrowings to supplement deposit growth and, periodically, engages in wholesale leverage transactions. These wholesale leverage transactions have typically been executed at spreads of approximately 150 to 200 basis points and, although they have negatively impacted the Company's net interest margin (as a percentage), they have had a positive effect on earnings and return on equity.

Continued competition for deposits, particularly as it impacts certificate of deposit rates, is reflected in the deposit mix. Management continues to focus on increasing lower cost deposit products, including non-interest bearing demand deposits and savings accounts. Increased competition for funds, particularly by non-banks, continues to contribute to a narrowing of the net interest margin, which has been largely offset by increases in the volume of earning assets.

## ASSET QUALITY

The allowance for loan losses is an estimate of an amount adequate to provide for potential losses in the loan portfolio. General economic trends as well as conditions affecting individual borrowers affect the level of credit losses. The allowance is also subject to regulatory examinations and determination as to adequacy, which may take in to account such factors as the methodology used to calculate the allowance and comparison to peer groups.

The allowance for loan losses totaled $\$ 6.7$ million at March 31, 1999 or $1.40 \%$ of total loans, as compared to $1.34 \%$ at December 31,1998 and $1.10 \%$ at March 31, 1998. At March 31, 1999, non-performing assets of $\$ 4,664$ million included foreclosed properties of $\$ 912,000$ and a $\$ 689,000$ investment in income-producing property.

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & & \[
\begin{gathered}
\text { MARCH } 31, \\
1999
\end{gathered}
\] & \[
\begin{gathered}
\text { DECEMBER 31, } \\
1998
\end{gathered}
\] & \[
\begin{gathered}
\text { MARCH 31, } \\
1998
\end{gathered}
\] \\
\hline <S> & & <C> & <C> & <C> \\
\hline & Non-accrual loans & \$3,063 & \$2,813 & \$3,672 \\
\hline & Foreclosed properties & 912 & 1,101 & 1,344 \\
\hline & Real estate investment & 689 & 730 & 942 \\
\hline & Non-performing assets & \$4, 664 & \$4,644 & \$5,958 \\
\hline & Allowance for loan losses & \$6,708 & \$6,407 & \$4,848 \\
\hline
\end{tabular}
</TABLE>

## CAPITAL RESOURCES

Capital resources represent funds, earned or obtained, over which financial institutions can exercise greater or longer control in comparison with deposits and borrowed funds. The adequacy of the Company's capital is reviewed by management on an ongoing basis with reference to the size, composition, and quality of the Company's resources and consistency with regulatory requirements and industry standards. Management seeks to maintain a capital
structure that will assure an adequate level of capital to support anticipated asset growth and absorb potential losses.

The Federal Reserve, along with the Comptroller of the Currency and the Federal Deposit Insurance Corporation, has adopted capital guidelines to supplement the existing definitions of capital for regulatory purposes and to establish minimum capital standards. Specifically, the guidelines categorize assets and off-balance sheet items into four risk-weighted categories. The minimum ratio of qualifying total assets is $8.0 \%$ of which $4.0 \%$ must be Tier 1 capital, consisting of common equity and retained earnings, less certain goodwill items.

At March 31, 1999, the Company's ratio of total capital to risk-weighted assets was $15.39 \%$ and its ratio of Tier 1 capital to risk-weighted assets was $14.02 \%$. Both ratios exceed the fully phased-in capital requirements. The following summarizes the Company's regulatory capital and related ratios at March 31, 1999:
Tier 1 capital
Tier 2 capital
Total risk-based capital
Total risk-weighted assets

$$
\begin{array}{r}
79,979 \\
7,779 \\
87,758 \\
570,349
\end{array}
$$

## CAPITAL RATIOS:

| Tier 1 risk-based capital ratio | $14.02 \%$ |
| :--- | ---: |
| Total risk-based capital ratio | $15.39 \%$ |
| Leverage ratio (Tier I capital to |  |
| $\quad$ average adjusted total assets) | $11.03 \%$ |
| Equity to assets ratio | $9.61 \%$ |

The Company's book value per share at March 31, 1999 was $\$ 9.96$. Dividends to stockholders are typically declared and paid semi-annually in June and December.

LIQUIDITY
Liquidity represents an institution's ability to meet present and future financial obligations through either the sale or maturity of existing assets or the acquisition of additional funds through liability management. Liquid assets include cash, interest bearing deposits with banks, federal funds sold, investments and loans maturing within one year. The Company's ability to obtain deposits and purchase funds at favorable rates determines its liability liquidity. Additional sources of liquidity available to the Company include its capacity to borrow additional funds when necessary through Federal funds lines with several regional banks and a line of credit with the Federal Home Loan Bank. Management considers the Company's overall liquidity to be sufficient to satisfy its depositors' requirements and to meet its customers' credit needs.

At March 31, 1999, cash, interest-bearing deposits in other banks, federal funds sold, securities available for sale and loans maturing or repricing in one year were $23.1 \%$ of total earning assets. At March 31, 1999 approximately $\$ 135.9$ million or $28.5 \%$ of total loans would mature or reprice within the next year. The Company utilizes federal funds purchased, FHLB advances, securities sold under agreements to repurchase and customer repurchase agreements, in addition to deposits, to fund the growth in its loan portfolio, and to fund securities purchases, periodically in wholesale leverage transactions.

YEAR 2000
The Company's Year 2000 effort is proceeding in accordance with a written plan, which has been adopted by the Company's Board of Directors. Progress reports are provided to the Board on a regular basis. The Company has completed its assessment of the critical computer systems. Testing is completed for all critical systems except for one interface test which will be completed by June 30, 1999. All material business partners have been contacted: issues discussed
and surveys of their contingency plans reviewed. The vendors/partners have provided Y2K compliance statements.

The Company's contingency planning phase is in its final review and the modification phase to be completed in early June. Contingency plan alternatives include using a backup processing site, preparing transactions manually, and making applicable system modifications. All contingency plans have been reviewed and are being modified for the second time. This phase should be completed by June 30, 1999. At this time, Management believes the most likely worst case scenario concerning Year 2000 will not have a material effect on the bank's results of operations, liqudity, and financial condition for the year ending December 31, 2000. However, the Bank is dependent on numerous outside vendors whom it can not control. Additionally, no entity can address the virtually unlimited possible circumstances related to Year 2000 issues, including risks outside the Banks market place. These plans will continue to be reviewed to meet new circumstances as they arise.

The Company is now working on customer awareness programs throughout the markets that it serves. These are designed to make the customers aware of our efforts to prepare for all potential situations and to give them our assurances that the Company is prepared. In addition, a cash contingency model is being developed to alert the Company to unusual changes in the cash demand patterns. All processes should be completed by June 30 th, while the cash analysis and education of the community will be an ongoing function.

The Company has incurred internal staff costs as well as consulting and other expenses related to the infrastructure and facilities enhancements necessary to prepare its systems for the Year 2000. These cost, unless for depreciable assets , were expensed as incurred. Approximately $\$ 72,000$ of expenses have been incurred as of March 31, 1999 and all costs have been expensed as incurred.

The following table presents the Company's interest sensitivity position at March 31, 1999. This one-day position, which is continually changing, is not necessarily indicative of the Company's position at any other time.

```
<TABLE>
<CAPTION>
```



(1) The repricing dates may differ from maturity dates for certain assets due to prepayment assumptions.
(2) The Company has found that interest-bearing checking deposits and regular savings deposits are not sensitive to changes in related market rates and therefore, it has placed them predominantly in the "1-5 Years" column.
(3) Excludes non-accrual loans

ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK
EARNINGS SIMULATION ANALYSIS

Management uses simulation analysis to measure the sensitivity of net interest income to changes in interest rates. The model calculates an earnings estimate based on current and projected balances and rates. This method is subject to the accuracy of the assumptions that underlie the process, but it provides a better analysis of the sensitivity of earnings to changes in interest rates than other analysis such as the static gap analysis.

Assumptions used in the model, including loan and deposit growth rates, are derived from seasonal trends and management's outlook, as are the assumptions used to project yields and rates for new loans and deposits. All maturities, calls and prepayments in the securities portfolio are assumed to be reinvested in like instruments. Mortgage loans and mortgage backed securities prepayment assumptions are based on industry estimates of prepayment speeds for portfolios with similar coupon ranges and seasoning. Different interest rate scenarios and yield curves are used to measure the sensitivity of earnings to changing interest rates. Interest rates on different asset and liability accounts move differently when the prime rate changes and are accounted for in the different rate scenarios.

The following table represents the interest rate sensitivity on net interest income for the Company using different rate scenarios as of March 31, 1999:
\% CHANGE IN
CHANGE IN PRIME RATE
NET INTEREST INCOME
+200 basis points
$+2.56 \%$
Flat
-200 basis points
$-1.41 \%$

## MARKET VALUE SIMULATION

Market value simulation is used to calculate the estimated fair value of assets and liabilities over different interest rate environments. Market values are calculated based on discounted cash flow analysis. The net market value is the market value of all assets minus the market value of all liabilities. The change in net market value over different rate environments is an indication of the longer term repricing risk in the balance sheet. The same assumptions are used in the market value simulation as in the earnings simulation.

The following chart reflects the change in net market value over different rate environments as of March 31, 1999:


CHANGE IN PRIME RATE
+200 basis points
+100 basis points
Flat
-100 basis points
-200 basis points

## PART II - OTHER INFORMATION

ITEM 6 - EXHIBITS AND REPORTS ON FORM 8-K
(a) No Form 8-K was required to be filed during the most recently completed quarter.

## SIGNATURES

Pursuant to the requirements 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.
UNION BANKSHARES CORPORATION
(Registrant)

| May 17, 1999 | s/ G. William Beale |
| :---: | :---: |
| (Date) | ```G. WILLIAM BEALE, PRESIDENT, CHIEF EXECUTIVE OFFICER AND DIRECTOR``` |
| May 17, 1999 | s/ D. Anthony Peay |
| (Date) | D. ANTHONY PEAY, <br> VICE PRESIDENT AND CHIEF FINANCIAL OFFICER |

18

UNION BANKSHARES CORPORATION AND SUBSIDIARIES
INDEX TO EXHIBITS
FORM 10-Q /MARCH 31, 1999

## <TABLE>

<CAPTION>

EXHIBIT

No.
--------
<S>

2

4

DESCRIPTION
-----------
$<\mathrm{C}\rangle \quad<\mathrm{C}>$

Plan of acquisition, reorganization, arrangement,
liquidation or succession -
NOT APPLICABLE NOT APPLICABLE NOT APPLICABLE NOT APPLICABLE NOT APPLICABLE NOT APPLICABLE NOT APPLICABLE NOT APPLICABLE

| vote of security holders | NONE |
| :--- | :--- |
| Consents of experts and counsel | NOT APPLICABLE |
| Power of Attorney | NOT APPLICABLE |
| Additional Exhibits | NONE |

<TABLE> <S> <C>
<ARTICLE> 9
\begin{tabular}{|c|c|c|}
\hline <S> & <C> & \\
\hline <PERIOD-TYPE> & 3-MOS & \\
\hline <EISCAL-YEAR-END> & & DEC-31-1999 \\
\hline <PERIOD-END> & & MAR-31-1999 \\
\hline <CASH> & & 35,969 \\
\hline <INT-BEARING-DEPOSITS> & & 538,189 \\
\hline <FED-FUNDS-SOLD> & & 9,916 \\
\hline <TRADING-ASSETS> & & 0 \\
\hline <INVESTMENTS-HELD-FOR-SALE> & & 1,978 \\
\hline <INVESTMENTS-CARRYING> & & 204,890 \\
\hline <INVESTMENTS-MARKET> & & 0 \\
\hline <LOANS> & & 479,971 \\
\hline <ALLOWANCE> & & 6,708 \\
\hline <TOTAL-ASSETS> & & 780,172 \\
\hline <DEPOSITS> & & 618,599 \\
\hline <SHORT-TERM> & & 17,269 \\
\hline <LIABILITIES-OTHER> & & 22,109 \\
\hline <LONG-TERM> & & 47,220 \\
\hline <PREFERRED-MANDATORY> & & 0 \\
\hline <PREFERRED> & & 0 \\
\hline <COMMON> & & 15,061 \\
\hline <OTHER-SE> & & 599 \\
\hline <TOTAL-LIABILITIES-AND-EQUITY> & & 780,172 \\
\hline <INTEREST-LOAN> & & 10,443 \\
\hline <INTEREST-INVEST> & & 2,697 \\
\hline <INTEREST-OTHER> & & 0 \\
\hline <INTEREST-TOTAL> & & 13,140 \\
\hline <INTEREST-DEPOSIT> & & 5,678 \\
\hline <INTEREST-EXPENSE> & & 6,283 \\
\hline <INTEREST-INCOME-NET> & & 6,857 \\
\hline <LOAN-LOSSES> & & 762 \\
\hline <SECURITIES-GAINS> & & 19 \\
\hline <EXPENSE-OTHER> & & 7,203 \\
\hline <INCOME-PRETAX> & & 2,430 \\
\hline <INCOME-PRE-EXTRAORDINARY> & & 1,919 \\
\hline <EXTRAORDINARY> & & 0 \\
\hline <CHANGES> & & 104 \\
\hline <NET-INCOME> & & 1,815 \\
\hline <EPS-PRIMARY> & & 0.24 \\
\hline <EPS-DILUTED> & & 0.24 \\
\hline <YIELD-ACTUAL> & & 8.24 \\
\hline <LOANS-NON> & & 4,664 \\
\hline <LOANS-PAST> & & 0 \\
\hline <LOANS-TROUBLED> & & 0 \\
\hline <LOANS-PROBLEM> & & 2,140 \\
\hline <ALLOWANCE-OPEN> & & 6,407 \\
\hline <CHARGE-OFFS> & & 548 \\
\hline <RECOVERIES> & & 87 \\
\hline <ALLOWANCE-CLOSE> & & 6,708 \\
\hline <ALLOWANCE-DOMESTIC> & & 6,708 \\
\hline <ALLOWANCE-FOREIGN> & & 0 \\
\hline <ALLOWANCE-UNALLOCATED> & & 6,708 \\
\hline
\end{tabular}
</TABLE>
