



2016 Annual Highlights

Alignment: The Bridge to Advancement

Table of Contents

Letter from the CEO	4
Corporate Profile	6
Corporate Officers	6
Executive Team	6
Board of Directors	7
Advisory Boards	7
Financial Profile	8
Summary of Operations	9
Quarterly Financial Data	12
Trust and Financial Management Group	13
Employee Highlights	14
Service Awards	15
Retirements	16
Connect With Us	17
Giving Back, Giving Together	18

Inside this report

Throughout this year's Annual Highlights, we'll feature individuals throughout our network who have experienced first-hand the benefits of having a team of professionals working together in alignment to deliver consistent value. The company's renewed emphasis on alignment stems from the shared belief that the more united we all are in living our values and delivering on our promise every day, the more value we collectively create for our company, our customers, our communities and our shareholders.

A Message from Our President & CEO

J. Bradley Scovill



In 2016, C&N continued to advance our Mission of “Creating Value through Lifelong Relationships” with our customers, Team members, communities, and shareholders. During the past two years, we have been working to align all that we do with this Mission and to create a culture based on core Values in order to deliver on this promise in a consistent and sustainable manner. Our efforts on this foundational focus are taking hold across the Company and will significantly strengthen our competitive position moving forward.

Growth in loans, deposits, and trust assets under management are beginning to drive revenue growth and our focus on deepening customer relationships is reflected in improving customer engagement metrics. This is a direct result of the investment we continue to make in engaging, developing, and aligning our Team of professionals to deliver value to existing and new customers. Recent and ongoing investments in online and mobile banking technology and other internal systems are also contributing to this growth. Importantly, during the fourth quarter, the growth in expenses tapered, providing some operating leverage as we transition into 2017.

For 2016, Citizens & Northern Corporation’s earnings were \$15.8 million as compared to \$16.5 million in 2015. Earnings per share were \$1.30 and \$1.35 for the same periods. Return on average equity (ROAE) for 2016 was 8.37% and return on average assets (ROAA) was 1.28% as compared to 2015’s ROAE of 8.72% and ROAA of 1.32%.

Net interest income grew by 1.2% to \$40.4 million during 2016, the first annual increase since 2011, as a result of substantial loan growth and changing the mix of funding away from high-cost borrowing. Persistently low interest rates and a flat yield curve have created some headwinds to increasing net interest income even as the balance sheet position has improved. Credit quality has remained strong throughout and the increase of \$376,000 (44.5%) in the provision for loan losses was primarily to support loan growth.

Other income increased slightly during 2016 to \$15.5 million. Strong performance in the Trust and Wealth Management business and sales of residential mortgage loans into the secondary market were key drivers of this source of revenue.

Growth in both of these business lines reflects the focus of our market teams on expanding relationships across all regions. The ongoing trend of declining overdraft fees has been the primary offset to growth in non-interest revenue.

Non-interest expenses increased 5.2% to \$34.7 million during 2016 primarily driven by salaries and benefits associated with new positions in a variety of areas and professional fees to support sales and service training, information technology, and marketing activities. As stated earlier, the rate of expense growth declined during the latter part of 2016 and the efficiency ratio for the year was 59.2%, still very solid by industry standards.

Overall balance sheet growth has come slowly, even as the mix of assets and funding has improved. Total assets were \$1.242 billion at year-end 2016, an increase of 1.5% from a year earlier. Net loans increased \$46.4 million (6.7%) to \$743 million, with loan growth funded partially by a decrease in available-for-sale securities. Deposits grew 5.2% to \$984 million as of December 31, 2016, an increase of \$48 million, while borrowed funds declined by \$28 million (30.0%) to \$65 million.

C&N’s capital position remains one of the strongest in the industry. All ratios are well in excess of regulatory standards and provide an excellent base for growth, expansion, and targeted acquisitions. During the first four months of 2016, we completed the 2014 share repurchase program, as a total of 622,500 shares were repurchased over a period of slightly less than two years. In April 2016, the Board authorized a new program allowing the repurchase of 600,000 shares. No shares have been repurchased to date under that program.

CZNC shares closed 2016 at \$26.20, an increase of 24.8% for the year as your company participated in the post-election rally that lifted the shares of many financial stocks. Dividends per share remained at \$1.04 providing a yield of 3.97% based on the December 31, 2016 market price.

As noted earlier, our Team has been working to align all that we do to deliver value to our customers and drive growth. These efforts are most notable in the progress we have made in building teams in each region to execute Regional Market Plans. This model brings leadership for our brand of relationship banking into each market and enhances our engagement in each community. During the fourth quarter, we announced plans to establish a loan production office in Elmira, NY, and will be officially opening the new facility around the end of February. We have an excellent leader in the market and are already building relationships and generating new business as we take our model into this, and other, communities in our southern tier Regional Market.

2016 was also noteworthy for the addition of two new Directors, Terry Lehman and Frank Pellegrino, who have enhanced the Board’s ability to provide oversight and guidance to C&N. The Board also formed an Information Technology Committee to further engage and align their contribution to this important element of our business.

Looking forward, C&N is focused on elevating our performance in 2017. New public policy driven by the Trump administration may provide a better business and banking environment and support economic growth. While we are heartened by the pro-growth elements of the agenda and look forward to tax and regulatory relief, the timing and impact of any changes are impossible to estimate. In the meantime, we remain committed to building our culture and capacity to create value for our shareholders, customers, and communities. I extend my thanks to the entire C&N Team for your engagement and energy as we pursue this mission, and to our shareholders for your confidence and ongoing support.

A handwritten signature in black ink that reads "Brad Scovill".

“Our Team has been working to align all that we do to deliver value to our customers and drive growth.”

-Brad Scovill,
President & CEO

Citizens & Northern's Corporate Profile



“C&N created a 401(K) plan for our business, creating a smoother and better environment for our staff.”

-Dr. Eric Ecker,
Ecker Family Dental

Citizens & Northern Corporation is a bank holding company with assets of approximately \$1.2 billion and is headquartered in Wellsboro, PA. Banking services are provided by its subsidiary, Citizens & Northern Bank, from 26 banking offices in Bradford, Cameron, Lycoming, McKean, Potter, Sullivan and Tioga Counties in Pennsylvania and Steuben County in New York. Investment products are offered through C&N Investment Services and insurance products are offered by C&N Financial Services Corp. Trust services are offered by Citizens & Northern Bank through the C&N Trust and Financial Management Group. Citizens & Northern stock trades on the NASDAQ Capital Market Securities under the symbol CZNC.

2016 Corporate Officers

J. Bradley Scovill	President & CEO
Mark A. Hughes	Treasurer
Kimberly N. Battin	Corporate Secretary

2016 Executive Team

Shelley L. D'Haene	EVP and Senior Operations Officer
Stan Dunsmore	EVP and Chief Credit Officer
Harold F. Hoose, III	EVP and Director of Lending
Mark A. Hughes	EVP and Director Financial Division
John M. Reber	EVP and Director of Risk Management
Thomas L. Rudy, Jr.	EVP and Director of Branch Delivery
Deborah E. Scott	EVP and Trust Division Director
J. Bradley Scovill	President & CEO

Some products are not FDIC insured or guaranteed, not a deposit or other obligation of the bank, not guaranteed by the bank and are subject to investment risk, including possible loss of the principal amount invested and are not insured by any other federal government agency.

2016 Board of Directors

Citizens & Northern Corporation and Citizens & Northern Bank

Leo F. Lambert, Chairman	President/GM, Fitzpatrick & Lambert, Inc.
Dennis F. Beardslee	Owner, Terrace Lanes Bowling Center
Jan E. Fisher	Executive Vice President/COO Susquehanna Health System
R. Bruce Haner	Retired auto buyer for new car dealers
Susan E. Hartley	Attorney at Law
Terry Lehman	Retired Certified Public Accountant
Edward H. Owlett, III	President & CEO, Putnam Company
Frank Pellegrino	Owner & Developer, Carlton Associates, LLC
J. Bradley Scovill	President & CEO, Citizens & Northern
Leonard Simpson	Attorney at Law and Sullivan County District Attorney
James E. Towner	Retired General Manager, The Scranton Times
Ann M. Tyler	CPA, Ann M. Tyler CPA

2016 Advisory Boards

We thank our Advisory Board members who give us valuable insight into the communities we serve.

Athens, East Smithfield & Sayre

Warren J. Croft, Max P. Gannon, Jr., L. Joseph Tomasso, Jr.

Coudersport, Emporium & Port Allegany

Peter Fragale, Patrice D. Levavasseur, Edwin M. Schott, Edwin W. Tompkins III

Dushore & Laporte

Ronald A. Gutosky, William B. Saxe

Elkland, Knoxville & Tioga

Brian Bicksler, Mark R. Howe, John C. Kenyon, Leisa L. LaVancher, Mary C. Owlett, William W. Roosa

Mansfield & Wellsboro

Donald R. Abplanalp, Craig Eccher, Scott Lewis

Ralston & Liberty

Lawrence J. Connolly, Stephen L. Davis, Ronald W. Roan, James H. Route, Jr., Ray E. Wheeland

Jersey Shore, Muncy, Old Lycoming, South Williamsport & Williamsport

Thomas F. Charles, John M. Confer, Roger D. Jarrett, Daniel K. Mathers, David Schall, Louis Terry Waldman

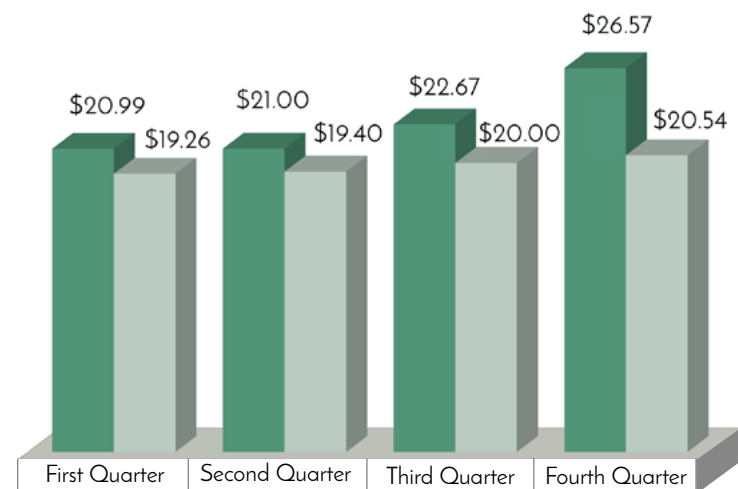
Monroeton, Towanda, Troy & Wysox

Gary Baker, James A. Bowen, Robert L. Fulmer, James E. Parks, Mark W. Smith

Citizens & Northern's Financial Profile

Quarterly Share Data

Trades of the Corporation's stock are executed through various brokers who maintain a market in the Corporation's stock. The Corporation's stock is listed on NASDAQ Capital Market Securities with the trading symbol CZNC. The following tables show the approximate high and low sales price of the common stock during 2015 and 2016.



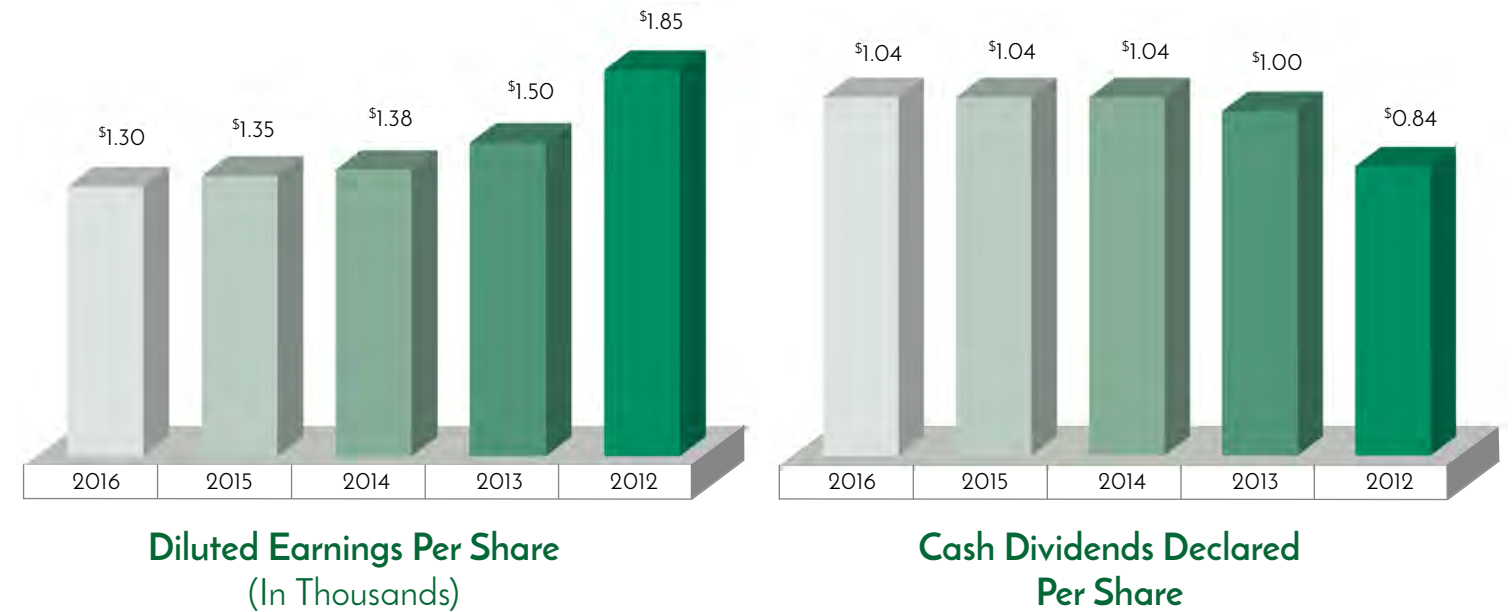
2016 Quarterly Share Data

■ High ■ Low

2016	High	Low	Cash Dividends Declared
First quarter	\$20.99	\$19.26	\$0.26
Second quarter	\$21.00	\$19.40	\$0.26
Third quarter	\$22.67	\$20.00	\$0.26
Fourth quarter	\$26.57	\$20.54	\$0.26

2015	High	Low	Cash Dividends Declared
First quarter	\$21.50	\$19.01	\$0.26
Second quarter	\$21.17	\$19.16	\$0.26
Third quarter	\$20.73	\$19.25	\$0.26
Fourth quarter	\$21.45	\$19.07	\$0.26

Summary of Operations Five-Year Comparison



PER COMMON SHARE DATA	2016	2015	2014	2013	2012
Basic earnings per share	\$1.30	\$1.35	\$1.38	\$1.51	\$1.86
Diluted earnings per share	\$1.30	\$1.35	\$1.38	\$1.50	\$1.85
Cash dividends declared per share	\$1.04	\$1.04	\$1.04	\$1.00	\$0.84
Book value per common share at period-end	\$15.36	\$15.39	\$15.34	\$14.49	\$14.89
Tangible book value at period-end	\$14.37	\$14.41	\$14.36	\$13.51	\$13.91
Weighted average common shares outstanding - basic	12,098,129	12,211,941	12,390,067	12,352,383	12,235,748
Weighted average common shares outstanding - diluted	12,128,364	12,233,773	12,412,050	12,382,790	12,260,208

AVERAGE BALANCES (In Thousands)	2016	2015	2014	2013	2012
Total assets	\$1,229,866	\$1,243,209	\$1,239,897	\$1,237,096	\$1,305,163
Earning assets	1,147,549	1,159,298	1,155,401	1,145,340	1,199,538
Gross loans	723,076	657,727	627,753	656,495	700,241
Deposits	970,447	968,201	965,418	964,031	1,008,469
Stockholders' equity	188,373	188,905	185,469	181,412	175,822

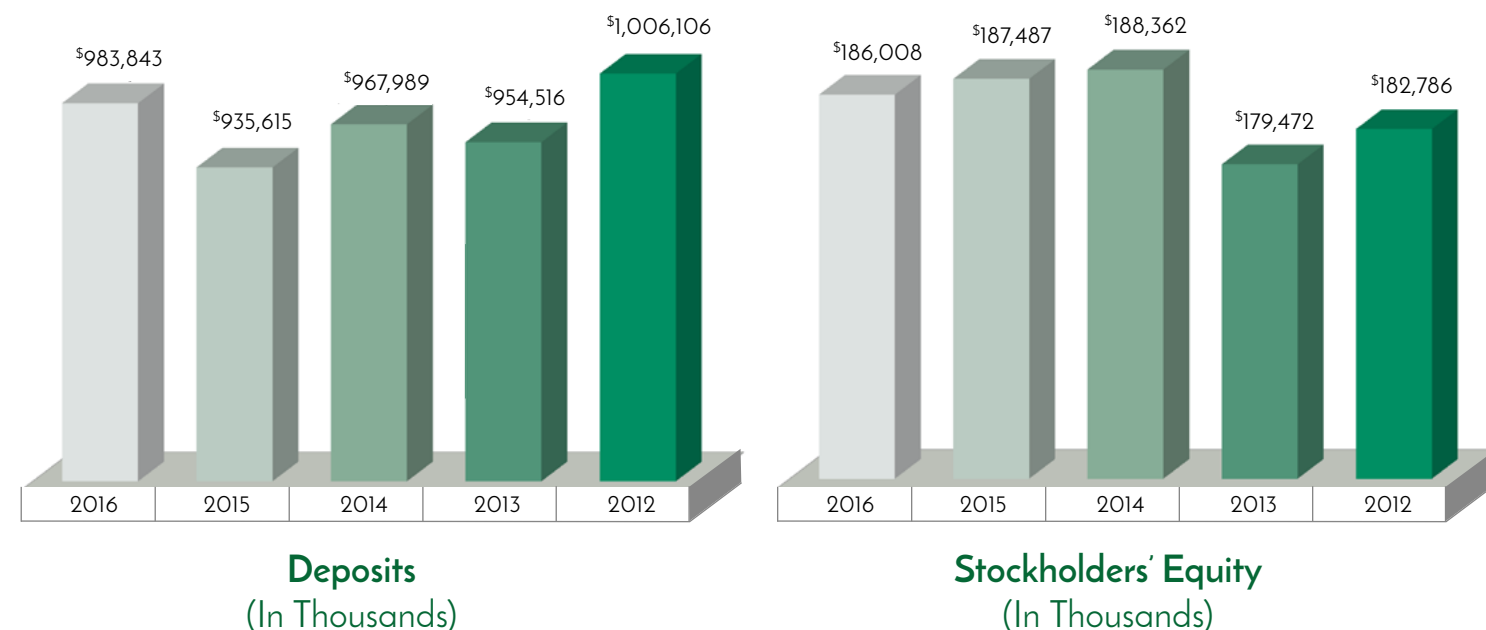
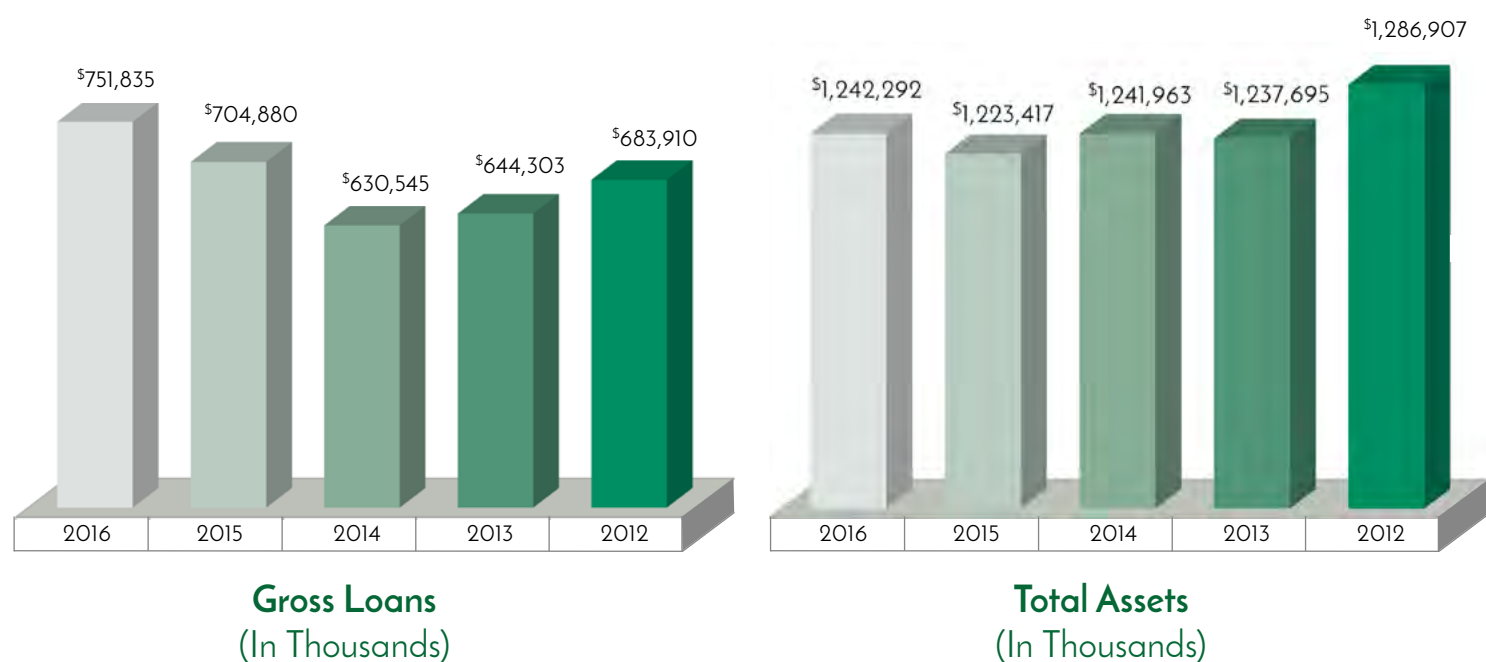


“Working with C&N Bank has allowed our company to become more strategic in our planning and asset allocations. We are able to bid larger contracts that would not be practical without C&N.”

-John Young,
President & CEO
Young Industries

END OF PERIOD BALANCES (In Thousands)

	2016	2015	2014	2013	2012
Available-for-sale securities	\$395,077	\$420,290	\$516,807	\$482,658	\$472,577
Gross loans	751,835	704,880	630,545	644,303	683,910
Allowance for loan losses	8,473	7,889	7,336	8,663	6,857
Total assets	1,242,292	1,223,417	1,241,963	1,237,695	1,286,907
Deposits	983,843	935,615	967,989	954,516	1,006,106
Borrowings	64,629	92,263	78,597	96,723	89,379
Stockholders' equity	186,008	187,487	188,362	179,472	182,786
Common shares outstanding	12,113,228	12,180,623	12,279,980	12,390,063	12,274,035



KEY RATIOS

	2016	2015	2014	2013	2012
Return on average assets	1.28%	1.32%	1.38%	1.50%	1.74%
Return on average equity	8.37%	8.72%	9.21%	10.25%	12.91%
Average equity to average assets	15.32%	15.19%	14.96%	14.66%	13.47%
Net interest margin (1)	3.76%	3.69%	3.80%	4.05%	4.26%
Efficiency (2)	59.22%	56.66%	57.59%	53.27%	48.82%
Cash dividends as a % of diluted earnings per share	80.00%	77.04%	75.36%	66.67%	45.41%
Tier 1 leverage	14.27%	14.31%	13.89%	13.78%	12.53%
Tier 1 risk-based capital	22.48%	23.29%	26.26%	25.15%	22.86%
Total risk-based capital	23.60%	24.40%	27.60%	26.60%	24.01%
Tangible common equity/tangible assets	14.15%	14.49%	14.34%	13.66%	13.39%
Nonperforming assets/total assets	1.43%	1.31%	1.34%	1.53%	0.82%
Nonperforming loans/total loans	2.07%	2.09%	2.45%	2.80%	1.41%
Allowance for loan losses/total loans	1.13%	1.12%	1.16%	1.34%	1.00%
Net charge-offs/average loans	0.09%	0.04%	0.29%	0.04%	0.16%

(1) Rates of return on tax-exempt securities and loans are calculated on a fully-taxable equivalent basis.

(2) The efficiency ratio is calculated by dividing: (a) total non-interest expense excluding losses from prepayment of debt, by (b) the sum of net interest income (including income from tax-exempt securities and loans on a fully-taxable equivalent basis) and non-interest income excluding securities gains or losses.

INCOME STATEMENT (In Thousands)	2016	2015	2014	2013	2012
Interest and fee income	\$44,098	\$44,519	\$46,009	\$48,914	\$56,632
Interest expense	3,693	4,602	5,122	5,765	9,031
Net interest income	40,405	39,917	40,887	43,149	47,601
Provision for loan losses	1,221	845	476	2,047	288
Net interest income after provision for loan losses	39,184	39,072	40,411	41,102	47,313
Non-interest income excluding securities gains	15,511	15,478	15,420	16,451	16,383
Net impairment losses recognized in earnings from available-for-sale securities	0	0	0	(25)	(67)
Net realized gains on available-for-sale securities	1,158	2,861	1,104	1,743	2,749
Loss on prepayment of debt	0	2,573	0	1,023	2,333
Non-interest expense excluding loss on prepayment of debt	34,744	33,030	34,157	33,471	32,914
Income before income tax provision	21,109	21,808	22,778	24,777	31,131
Income tax provision	5,347	5,337	5,692	6,183	8,426
Net income	\$15,762	\$16,471	\$17,086	\$18,594	\$22,705

Quarterly Financial Data

The following table presents summarized financial data for 2015 & 2016.

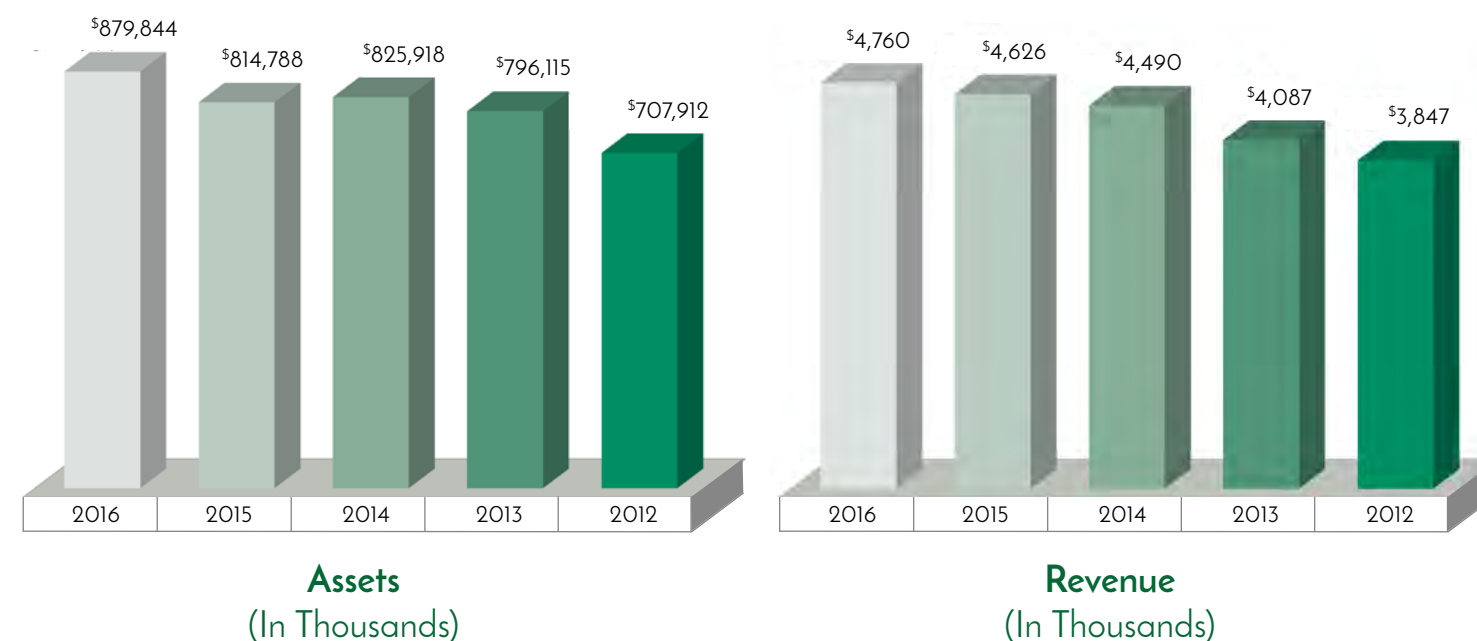
SUMMARY OF QUARTERLY CONSOLIDATED FINANCIAL DATA (In Thousands Except Per Share Data) (Unaudited)

	Mar. 31, 2016	June 30, 2016	Sept. 30, 2016	Dec. 31, 2016
Interest income	\$10,937	\$10,924	\$11,131	\$11,106
Interest expense	904	925	944	920
Net interest income	10,033	9,999	10,187	10,186
Provision (credit) for loan losses	368	318	538	(3)
Net interest income after provision (credit) for loan losses	9,665	9,681	9,649	10,189
Other income	3,690	3,906	3,884	4,031
Net gains on available-for-sale securities	383	122	584	69
Other expenses	9,072	8,535	8,579	8,558
Income before income tax provision	4,666	5,174	5,538	5,731
Income tax provision	1,093	1,303	1,451	1,500
Net income	\$3,573	\$3,871	\$4,087	\$4,231
Net income per share - basic	\$0.29	\$0.32	\$0.34	\$0.35
Net income per share - diluted	\$0.29	\$0.32	\$0.34	\$0.35

SUMMARY OF QUARTERLY CONSOLIDATED FINANCIAL DATA (In Thousands Except Per Share Data) (Unaudited)

	Mar. 31, 2015	June 30, 2015	Sept. 30, 2015	Dec. 31, 2015
Interest income	\$11,163	\$11,186	\$11,134	\$11,036
Interest expense	1,213	1,176	1,126	1,087
Net interest income	9,950	10,010	10,008	9,949
Provision for loan losses	3	221	302	319
Net interest income after provision for loan losses	9,947	9,789	9,706	9,630
Other income	3,556	3,962	3,961	3,999
Net gains on available-for-sale securities	74	932	79	1,776
Loss on prepayment of borrowings	0	910	0	1,663
Other expenses	8,533	7,964	8,117	8,416
Income before income tax provision	5,044	5,809	5,629	5,326
Income tax provision	1,229	1,452	1,395	1,261
Net income	\$3,815	\$4,357	\$4,234	\$4,065
Net income per share - basic	\$0.31	\$0.36	\$0.35	\$0.33
Net income per share - diluted	\$0.31	\$0.36	\$0.35	\$0.33

Trust and Financial Management Group Five-Year Comparison



Trust and Financial Management (In Thousands)

	2016	2015	2014	2013	2012
Assets	\$879,844	\$814,788	\$825,918	\$796,115	\$707,912
Revenue	\$4,760	\$4,626	\$4,490	\$4,087	\$3,847

INVESTMENTS (In Thousands)

	2016	2015	2014
Mutual Funds	\$507,473	\$458,942	\$456,375
Stocks	179,345	167,098	178,636
Bonds	100,249	88,471	95,674
Savings and money market funds	80,860	90,038	85,629
Miscellaneous	6,864	7,216	6,588
Real Estate	4,876	2,827	2,810
Mortgages	177	196	206
Total	\$879,844	\$814,788	\$825,918

ACCOUNTS (In Thousands)

	2016	2015	2014
Pension/profit sharing	\$369,916	\$339,953	\$345,772
Investment management	223,737	211,645	211,699
Trusts	177,860	166,433	171,934
Custody	98,844	92,451	92,236
Estates	7,367	1,874	2,344
Guardianships	2,120	2,432	1,933
Total	\$879,844	\$814,788	\$825,918

Celebrating our company and people

Employee Highlights

Employee MVP Awards

Throughout 2016, employees were selected to receive an MVP award for their consistent personification of C&N's company values. Listed below are the twenty-eight employees chosen to receive this award.

Billie Jo Haas	Linda Bowen
Brandi Nowakowski	Linda Gordner
Brittany Hopkins	Lorri Stocum
Casey Lane	Lynn Northup
Courtney Cole	Lynne Smith
Elaine Wagner	Marcy Hughes
Ginger Reap	Maria Garcia
Heather McNett	Matt Landis
Janice Wilcox	Phil Walker
Jess Sweet	Samuel Lush
Jill Pino	Sonya Route
John Abercrombie	Stacey Keener
Kathi Heimbach	Teri Snyder
Kelly Fasse	Phil Walker

Spotlight Award Winners

The Spotlight Award began in May 2016 to recognize Customer Transaction Specialists who go above and beyond to ensure that C&N is the only bank their customers need.

Darlene Sewell, Sayre Branch
Ellen Conboy, Troy Branch
Traci Spencer, East Smithfield Branch
Anna Phelps, Liberty Branch
Alexandria Young, Sayre Branch
Rebekah Lund-Immel, Dushore Branch
Deborah Martin, Coudersport Branch

2016 Service Awards

45 Years of Service

Joan Blackwell, Community Office Manager

30 Years of Service

Lori Blascak, Trust Officer
Chris Bolt, Technical Business Analyst

Glenda Marzo-Burton, VP / Internal Auditor
Nancy Tubbs, Compliance Coordinator

25 Years of Service

Kelly Fasse, AVP / Mortgage Loan Sales Officer

Lora Pier, Deposit Operations Specialist

20 Years of Service

Robert Miller, Maintenance

Jenelle Selleck, Community Office Manager

15 Years of Service

Elizabeth Chamberlain, Customer Transaction Specialist

Jill Logan, Loan Processor Document Preparation

Mike Charles, VP/Trust Tax Specialist, Asst. Trust Officer

Laura Losinger, Customer Service Specialist

Lisa Cook, Community Office Manager

Stacey Sickler, VP / Team Leader - Mortgage Lending

George Greeley, AVP / Senior Loan Underwriter

Teri Snyder, Loan Specialist Assistant

Nancy Harde, Customer Service Representative

Charlene Strykowski, Deposit Operations Specialist

Kim Kemp, Accounting Manager

Terry Turner, Customer Transaction Specialist

Harland Webster, Senior Programming & Systems Support Analyst

10 Years of Service

John Abercrombie, AC / Residential Appraiser

Michael Hatlee, VP / Manager of Retirement Services Delivery

Ellen Black, Customer Transaction Specialist

Marcy Hughes, AVP / Loan Operations Team Leader

Kerry Bliler, Community Office Manager

Peggy Majot, Customer Service Representative

Kathleen Evert, Deposit Operations Specialist

Lynn Northup, CNFS Associate

Nathan Gage, Retirement Services Support Manager

Linda Ordway, Community Office Manager

Billie Jo Haas, Community Office Manager

Jill Pino, Community Office Manager

Kathryn Harsch, Loan Center Manager

Elaine Wagner, Loan Support Specialist

5 Years of Service

Kimberly Battin, Corporate Secretary

Denise Manley, Treasury Management Sales Specialist

Cindy Carll, Loan Support Specialist

Sonya Route, Deposit Operations Specialist

Bambi Cramm, Deposit Operations Operator

Ryan Satalin, VP / Senior Commercial Loan Sales Officer

Maria Garcia, Retirement Plan Administrator

Jamie VanZile, Customer Service Representative

Hannah Kelley, Customer Transaction Specialist

Rhonda Washburn, Customer Service Representative

Amber Kuleck, Customer Service Representative

Holly Wise, Customer Transaction Specialist

Mark Long, Financial Analyst

Samuel Lush, Regional Manager Financial

Services Delivery

"I enjoy knowing our customers look at me as a person who can help with their needs and a person they can trust."

-**Stacey Keener**,
Customer Service Representative, Sayre



“I was so proud to be a part of C&N when I heard that we raised over \$60,000 for our local Emergency Services organizations. This is only the second year of this initiative & our goal was \$50,000.”

-Cassie Brelo,
Regional Community
Office Manager

2016 Retirements

44 Years of Service

Eileen Ranck - BankCard Operations Manager in Wellsboro

42 Years of Service

James Shelmire - Director IT Systems & Analyst Programming in Wellsboro

34 Years of Service

Mary Wood - Trust Account Administrator in Wellsboro

29 Years of Service

Rhonda Litchfield - Trust Investment Officer in Wellsboro

26 Years of Service

Brenda Whiteley - Mortgage Loan Sales Officer in Dushore

21 Years of Service

Barbara Clinger - Customer Service Representative in Emporium

19 Years of Service

Leda Bowers - Deposit Operations Representative in Wellsboro

14 Years of Service

Yvonne Gill - Marketing Director in Elkland

11 Years of Service

Sandra Christ - Marketing Assistant in Wellsboro

11 Years of Service

Bonnie Hargarther - Staff Auditor in Wellsboro

4 Years of Service

James Seltzer - Resource Recovery Officer in Wellsboro

Connect With Us

Branch Locations

Athens ----- 428 S. Main Street
 Canistota ----- 3 Main Street
 Coudersport ----- 10 N. Main Street
 Dushore ----- 111 W. Main Street
 East Smithfield ----- 563 Main Street
 Elkland ----- 104 Main Street
 Emporium ----- 135 East Fourth Street
 Hornell ----- 6250 County Route 64
 Jersey Shore ----- 230 Railroad Street
 Knoxville ----- 102 East Main Street
 Laporte ----- 514 Main Street
 Liberty ----- 4534 Williamson Trail
 Mansfield ----- 1085 Main Street
 Monroeton ----- 612 James Monroe Avenue
 Muncy ----- 3461 Route 405 Highway
 Old Lycoming ----- 1510 Dewey Avenue
 Port Allegany ----- 100 Maple Street
 Ralston ----- 24 Thompson Street
 Sayre ----- 1827 Elmira Street
 South Williamsport ----- 2 East Mountain Avenue
 Tioga ----- 41 N. Main Street
 Towanda ----- 428 Main Street
 Troy ----- 64 Elmira Street
 Wellsboro ----- 90-92 Main Street
 Williamsport ----- 130 Court Street
 Wysox ----- 1467 Golden Mile Road

Investor Information

The annual meeting of shareholders will be held at the Deane Center, 104 Main Street in Wellsboro, PA at 2:00 p.m. Thursday, April 20, 2017. General shareholder inquiries should be sent to Citizens & Northern Corporation, 90-92 Main Street, P.O. Box 58, Wellsboro, PA 16901. Our Stock Transfer Agent is American Stock Transfer & Trust Company, 59 Maiden Lane, Plaza Level, New York, NY 10038. Telephone: 800-278-4353. Our independent auditors are Baker Tilly Virchow Krause, LLP, 400 Market Street, Williamsport, PA 17701.

Contact Information

Client Contact Center ----- 877-838-2517
 Internet Banking ----- 877-838-2517
 Telephone Banking ----- 877-622-5526

C&N Financial Services

Wellsboro ----- 866-ASK-CNFS
 Coudersport ----- 814-274-1929

Trust and Financial Management Group

Wellsboro ----- 800-487-8784
 Sayre ----- 888-760-8192
 Towanda ----- 888-987-8784
 Williamsport ----- 866-732-7213
 Canistota ----- 607-698-4295
 Coudersport ----- 814-274-1929

On the Web ----- www.cnbankpa.com
 Facebook ----- www.facebook.com/citizensandnorthernbank

Opening First Quarter 2017

Elmira Loan Production Office ----- 250 E. Water Street

Stockholder Inquiries

A copy of the Corporation's Annual Report on Form 10-K for the year ended December 31, 2016, as required to be filed with the Securities and Exchange Commission, will be furnished to any stockholder without charge upon written request to the Corporation's treasurer at our principal office at P.O. Box 58, Wellsboro, PA 16901. The information is also available through the Citizens & Northern Bank website at www.cnbankpa.com and the website of the Securities and Exchange Commission at www.sec.gov.

This statement has not been reviewed or confirmed for accuracy or relevance by the Federal Deposit Insurance Corporation.



Giving Back, Giving Together

We are committed to building stronger, more prosperous communities in the areas we serve. In 2016, we were able to give over \$240,000 in charitable contributions to support programs and services vital to the success of these communities. In 2015 we initiated our "Giving Back, Giving Together" program, with the purpose of focusing on a different cause each year that will have a positive and lasting impact on our local communities. Since the program's inception two years ago, our C&N teams have raised over \$110,000 and our team members have volunteered on 283 occasions.

Giving Back, Giving Together Surpasses Expectations... Again

At some point in our lives, we will all rely upon our local volunteer emergency services. Our mission for 2016 was to help make a difference for 52 of our local Fire Departments and Ambulance Associations. We set an aggressive goal of \$50,000 to help fund equipment and training for the men and women who regularly put their lives on the line in order to keep us safe.

By giving together as employees, customers, clients, friends and neighbors, we raised over \$60,000 across all eight of our counties of operation. In addition to our fundraising efforts, C&N employees volunteered their personal time on 172 separate occasions throughout the year at emergency volunteer organization events. Thank you to everyone who helped make such a substantial impact on our local communities and for our hometown heroes. They certainly deserve our support.

Let the Momentum Continue

As we turn the page to 2017, we're shifting our focus to help disadvantaged children in our area who have faced neglect or other types of hardship. While it's heartbreaking to hear their stories, it will be inspiring to see how we will all work together to give them faith that there is good in this world. And we can't wait to get started...again!

If you would like to get involved, stop by any C&N branch during the following weeks, when our locations will be coordinating on-site events to raise awareness and funds for this important cause:

- March 27 - April 1
- June 26 - July 1
- September 25 - 30
- December 11 - 16

To learn more about how you can help, visit our Facebook page or www.cnbankpa.com.



"We appreciate your efforts to help support us financially. This money helps us support our community through protection & preservation of life & property."

- Michael Dincher,
President,
Old Lycoming Fire
Department



Our Core Values

Teamwork - Together we are stronger.

Respect - Value one another.

Responsibility & Accountability - Work like you own it.

Excellence - Do your best. Every day. Every time.

Integrity - Do the right thing when no one is looking.

Client-Focus - Consider your customer in everything you do.

Have Fun - Work hard! Play hard! WIN!
