



# GREAT AMERICAN BANCORP, INC.

## NEWS RELEASE

**FOR IMMEDIATE RELEASE**

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### **GREAT AMERICAN BANCORP, INC. UNAUDITED RESULTS FOR THE THIRD QUARTER 2011 YEAR-TO-DATE NET INCOME OF \$785,000**

Champaign, Illinois - Great American Bancorp, Inc. (Over-the-Counter Bulletin Board/GTPS), the holding company for First Federal Savings Bank of Champaign-Urbana, reported net income of \$785,000 for the nine months ended September 30, 2011, which is a decrease of \$235,000, or 23.0% from the \$1,020,000 reported for the nine months ended September 30, 2010. Basic and fully diluted earnings per share were \$1.61 for the nine months ended September 30, 2011 compared to \$2.02 for the nine months ended September 30, 2010.

Net income for the nine months ended September 30, 2011 was lower compared to the same period in 2010 primarily due to the Company providing \$90,000 to the provision for loan losses during 2011 with no allocation to the provision in 2010 and a \$294,000 decrease in total noninterest income, primarily insurance sales commissions, customer service fees and net gain on loan sales.

Net interest income was \$4,317,000 for the nine months ended September 30, 2011; decreasing only \$3,000 from the \$4,320,000 reported for same period in 2010. Interest income was \$4,917,000 for the first nine months of 2011 compared to \$5,196,000 for the first nine months of 2010, decreasing \$279,000 or 5.4%, while interest expense decreased \$276,000 or 31.5%, from \$876,000 for the nine months ended September 30, 2010 to \$600,000 for the nine months ended September 30, 2011.

Total loan income decreased \$297,000 or 5.8% from \$5,132,000 for the nine months ended September 30, 2010 to \$4,835,000 for the same period in 2011. This decrease was primarily in interest income earned on 1-4 family owner-occupied residential mortgage loans, construction loans and commercial loans, and was offset partially by increases in interest income on multi-family residential mortgage loans and commercial mortgage loans. Interest income on 1-4 family owner-occupied home loans was \$922,000 for the first nine months of 2011, decreasing \$294,000 or 24.2% from \$1,216,000 in interest income generated by this loan category in the first nine months of 2010.

This decline was mainly due to the Company selling the majority of 1-4 family owner-occupied home loans originated during 2010 and 2011 to the secondary market. Total 1-4 family owner-occupied residential mortgage loans averaged \$21.35 million during the nine months ended September 30, 2011 compared to an average of \$27.80 million during the same period in 2010. This was a decrease of \$6.45 million or 23.2%.

Interest income on construction loans and commercial loans decreased \$48,000 and \$37,000, respectively, for the nine months ended September 30, 2011 as compared to the same period in 2010. The average total loan balances for these loan types were also lower in the first nine months of 2011 due to declining loan demand.

The Company did experience growth in multi-family mortgage loans and commercial mortgage loans during 2011. Average total multi-family loans increased \$1.23 million during 2011, from \$15.71 million during the first nine months of 2010 to \$16.94 million during the same period in 2011, while average total commercial mortgage loans grew \$1.80 million during 2011, from \$16.89 million during the first nine months of 2010 to \$18.69 million during the first nine months of 2011. Interest income on multi-family loans and commercial mortgage loans was \$34,000 and \$53,000 higher in 2011, respectively.

Total net loans during the first nine months of 2011 averaged \$104.70 million compared to \$108.98 million for the first nine months of 2010, decreasing \$4.28 million or 3.9%. The yield on average total net loans outstanding decreased from 6.30% for the nine months ended September 30, 2010 to 6.17% for the nine months ended September 30, 2011.

Interest income on deposits and financial institutions and other increased \$19,000, from \$47,000 for the nine months ended September 30, 2010 to \$66,000 for the nine months ended September 30, 2011 due to higher balances maintained at the Federal Reserve Bank and the Federal Home Loan Bank in overnight accounts. During the nine months ended September 30, 2011, the Company maintained \$34.73 million on average at the Federal Reserve Bank and \$7.73 million on average at the Federal Home Loan Bank. During the nine months ended September 30, 2010 the total average balances maintained at these two institutions were \$24.51 million and \$6.00 million, respectively. The growth in overnight funds in 2011 was primarily funded by the decline in the average balance of total net loans and an increase in the average balance of total deposits during 2011.

Interest expense on deposits decreased \$184,000 or 33.6%, from \$548,000 for the first nine months of 2010 to \$364,000 for the first nine months of 2011 due primarily to decreases in interest expense on Insured Money Market Accounts ("IMMA") and certificates of deposit. Interest expense on IMMA deposits decreased \$55,000 due to management lowering the offering rates on these deposits during the latter half of 2010 and during 2011 in response to declining market interest rates. The average rate paid on IMMA deposits decreased from 0.58% for the first nine months of 2010 to 0.30% for the first nine months of 2011. Interest expense on certificates of deposit decreased \$120,000, due mainly to a decrease in the offering rates on new and renewing certificates of deposit. The average balance of total certificates of deposit declined only \$700,000 or 2.1%, from \$33.89 million during the first nine months of 2010 to \$33.19 million during the first nine months of 2011. The average rate accrued on certificates of deposit was 1.08% for the first nine months of 2011 compared to 1.53% for the first nine months of 2010.

Interest expense on Federal Home Loan Bank advances decreased \$87,000 or 27.4% from \$317,000 for the nine months ended September 30, 2010 to \$230,000 for the same period in 2011 due to \$3.0 million in advances maturing in the latter half of 2010. The average rate accrued on Federal Home Loan Bank advances was 5.13% for the first nine months of 2011 and 4.75% for the same period in 2010.

The Company recorded \$90,000 to the provision for loan losses in the first nine months of 2011, with no provision recorded for the first nine months of 2010. The provision recorded for 2011 resulted from management's analyses of potential losses related to nonperforming and other problem loans identified during 2011.

Noninterest income totaled \$2,351,000 for the nine months ended September 30, 2011, \$294,000 or 11.1% lower than the \$2,645,000 recorded for the nine months ended September 30, 2010. This decrease occurred primarily in insurance sales commissions, customer service fees and net gain on sales of loans. Insurance sales commissions decreased \$99,000 or 9.2%, from \$1,078,000 for the nine months ended September 30, 2010 to \$979,000 for the nine months ended September 30, 2011, partly due to a decrease in regular commissions and also due to a decrease in contingent commissions. A contingent commission is a commission paid by an insurance company that is based on the overall profit and/or volume of business placed with the insurance company. These commissions are usually paid in the first quarter of each year for the prior year's results and were \$53,000 lower in 2011. Regular commissions were \$46,000 lower in 2011 due to several commercial customers that paid their 2010 premium in the first quarter of 2010 and switched to monthly installments in 2011. In addition, some of the Agency's commercial customers have experienced decreased business due to the slowing economy and their insurance needs, such as workmen's compensation insurance, has decreased resulting in smaller commission income to the Agency.

Customer service fees declined \$40,000, from \$612,000 in the first nine months of 2010 to \$572,000 in the first nine months of 2011, primarily overdraft fee income. Overdraft fee income was \$48,000 lower in 2011 due primarily to regulatory changes affecting the overdraft fees that the Bank can charge customers for covering an overdraft caused by the posting of a one-time debit card transaction to a customer's checking account. These regulations were effective in mid 2010 and require the Bank to have customers affirmatively consent or "opt-in" before the Bank could charge an overdraft fee to cover a one-time debit card transaction which caused a customer's account to be overdrawn. Some of the Bank's customers have chosen not to affirmatively consent to this banking service which is the main reason for the decrease in overdraft fee income. The majority of one-time debit card transactions that would cause a customer's account to be overdrawn where the customer has not opted-in to this service are being rejected by the Bank at the time of the transaction.

Net gains on sales of loans decreased \$169,000 or 37.9% from \$446,000 for the first nine months of 2010 to \$277,000 for the first nine months of 2011. The Company sold \$12.69 million in fixed rate 1-4 family owner-occupied residential mortgage loans in the nine month period ended September 30, 2011 compared to \$18.67 million during the same period in 2010.

Total noninterest expense was \$5,333,000 for the nine months ended September 30, 2011,

decreasing \$6,000 from the \$5,339,000 recorded for the first nine months of 2010. This decrease was primarily in occupancy expense, marketing expense, printing and office supplies and FDIC deposit insurance offset by increases in salaries and employee benefits expense, equipment expenses, professional fees and other expenses.

Income tax expense was \$460,000 for the nine months ended September 30, 2011 compared to \$606,000 for the same period in 2010. The effective tax rates for the nine months ended September 30, 2011 and 2010 were 36.9% and 37.3%, respectively.

Net income for the quarter ended September 30, 2011 was \$344,000, \$49,000 lower than net income for the quarter ended September 30, 2010 of \$393,000. Net interest income was \$1,503,000 for the quarter ended September 30, 2011, \$12,000 higher than the \$1,491,000 reported for the quarter ended September 30, 2010, mainly due to lower interest expense on deposits and FHLB advances, offset by a decrease in interest income on loans. The Company recorded \$30,000 to the provision for loan losses in the third quarter of 2011, with no provision recorded for the third quarter of 2010 due to management's assessment of potential problem loans and nonperforming loans during the third quarter of 2011. Noninterest income for the third quarter of 2011 was \$850,000 compared to \$933,000 for the third quarter of 2010. This decrease was primarily in net gain on sales of loans, which was \$125,000 lower in 2011. Noninterest expense was \$1,779,000 for the third quarter of 2011 compared to \$1,795,000 for the three months ended September 30, 2010, decreasing \$16,000 due to lower net occupancy expense, real estate owned expenses, and FDIC deposit insurance expense.

Total assets at September 30, 2011 were \$157.32 million compared to \$158.06 million at December 31, 2010, decreasing \$740,000. Total loans were \$4.84 million higher at September 30, 2011 compared to December 31, 2010, mainly 1-4 family non-owner-occupied residential mortgage loans, multi-family mortgage loans and commercial mortgage loans, offset by a decline in total 1-4 family owner-occupied residential mortgage loans. Total deposits were \$1.32 million lower at September 30, 2011, compared to December 31, 2010, mainly checking, NOW accounts and certificates of deposit, offset by an increase in savings deposits.

First Federal Savings Bank of Champaign-Urbana is head quartered in Champaign, Illinois, and operates through its administrative/branch office in Champaign and through two other full service branches located in Champaign and Urbana. The Bank also provides full service brokerage activities through a third-party broker-dealer. The Bank's subsidiary, Park Avenue Service Corporation, sells insurance products through the GTPS Insurance Agency. The Bank's deposits are insured by the Federal Deposit Insurance Corporation.

This earnings report may contain certain forward-looking statements which are based on management's current expectations regarding economic, legislative, and regulatory issues that may impact the Company's earnings in future periods. Factors that could cause future results to vary materially from current management expectations include, but are not limited to, general economic conditions, changes in interest rates, deposit flows, real estate values, and competition, changes in accounting principles, policies, or guidelines, changes in legislation or regulation, and other economic, competitive, governmental, regulatory and technological factors affecting the Company's operations, pricing, products and services. Great American Bancorp, Inc. (OTCQB: GTPS) trades

on the OTCQB, the OTC market tier for companies that report to the SEC or a U.S. banking or insurance regulator. Investors can find Real-Time quotes and market information for the Company at <http://www.otcmarkets.com/stock/GTPS/quote>.

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**Great American Bancorp, Inc.**  
**Consolidated Balance Sheets**  
**September 30, 2011 and December 31, 2010**  
(in thousands, except share data)

	September 30, 2011 (Unaudited)	December 31, 2010
<b>Assets</b>		
Cash and due from banks	\$ 4,152	\$ 6,237
Interest-bearing demand deposits	35,103	37,391
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Cash and cash equivalents	39,255	43,628
Securities available for sale	610	647
Securities held to maturity	60	69
Federal Home Loan Bank stock, at cost	1,210	1,210
Loans held for sale	870	377
Loans, net of allowance for loan losses of \$1,042 and \$951	107,458	103,110
Premises and equipment, net	4,948	5,114
Goodwill	485	485
Real estate owned	--	892
Prepaid FDIC insurance premiums	274	363
Other assets	2,145	2,165
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Total assets	\$ 157,315	\$ 158,060
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<b>Liabilities and Stockholders' Equity</b>		
<b>Liabilities</b>		
Deposits		
Noninterest-bearing	\$ 17,546	\$ 18,172
Interest-bearing	115,202	115,899
Total deposits	132,748	134,071
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Federal Home Loan Bank advances	6,000	6,000
Advances from borrowers for taxes and insurance	55	249
Other liabilities	2,697	2,430
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Total liabilities	141,500	142,750
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<b>Commitments and contingencies</b>		
<b>Stockholders' Equity</b>		
Preferred stock, \$0.01 par value; 1,000,000 shares authorized; none issued	--	--
Common stock, \$0.01 par value; 1,000,000 shares authorized and issued	10	10
Additional paid-in-capital	3,310	3,310
Retained earnings	29,061	28,471
Accumulated other comprehensive income (loss)	(13)	(21)
Common stock in treasury, at cost, (2011 and 2010 – 513,055 shares)	(16,553)	(16,460)
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Total stockholders' equity	15,815	15,310
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Total liabilities and stockholders' equity	\$ 157,315	\$ 158,060
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**GREAT AMERICAN BANCORP, INC. AND SUBSIDIARY**  
**Consolidated Statements of Income**

**For the Nine Months Ended September 30, 2011 and 2010**

(unaudited, in thousands, except share data)

	Nine Months Ended Sept. 30, 2011	Nine Months Ended Sept. 30, 2010
Interest and Dividend Income		
Loans	\$ 4,835	\$ 5,132
Securities	15	17
Federal Home Loan Bank stock	1	--
Deposits with financial institutions and other	66	47
Total interest and dividend income	<u>4,917</u>	<u>5,196</u>
Interest Expense		
Deposits	364	548
Federal Home Loan Bank advances	230	317
Other	6	11
Total interest expense	<u>600</u>	<u>876</u>
Net Interest Income	4,317	4,320
Provision for Loan Losses	90	--
Net Interest Income After Provision for Loan Losses	<u>4,227</u>	<u>4,320</u>
Noninterest Income		
Insurance sales commissions	979	1,078
Customer service fees	572	612
Other service charges and fees	294	280
Net gain on sales of loans	277	446
Loan servicing fees	156	166
Other	73	63
Total noninterest income	<u>2,351</u>	<u>2,645</u>
Noninterest Expense		
Salaries and employee benefits	3,207	3,174
Occupancy expense	458	480
Equipment expense	397	358
Professional fees	172	151
Marketing expense	150	187
Printing and office supplies	139	168
Directors and committee fees	115	118
Amortization of mortgage servicing rights	106	96
Real estate owned expenses	29	42
FDIC deposit insurance expense	97	135
Other	463	430
Total noninterest expenses	<u>5,333</u>	<u>5,339</u>
Income Before Income Taxes	1,245	1,626
Income tax expenses	460	606
Net Income	<u>\$ 785</u>	<u>\$ 1,020</u>
Earnings per Share, Basic and Diluted	<u>\$ 1.61</u>	<u>\$ 2.02</u>
Dividends Declared per Share	<u>\$ 0.42</u>	<u>\$ 0.42</u>

**GREAT AMERICAN BANCORP, INC. AND SUBSIDIARY**  
**Consolidated Statements of Income**

**For the Three Months Ended September 30, 2011 and 2010**

(unaudited, in thousands, except share data)

	<b>Three Months Ended Sept. 30, 2011</b>	<b>Three Months Ended Sept. 30, 2010</b>
Interest and Dividend Income		
Loans	\$ 1,662	\$ 1,753
Securities	5	5
Federal Home Loan Bank stock	--	--
Deposits with financial institutions and other	20	18
Total interest and dividend income	<u>1,687</u>	<u>1,776</u>
Interest Expense		
Deposits	104	176
Federal Home Loan Bank advances	78	105
Other	2	4
Total interest expense	<u>184</u>	<u>285</u>
Net Interest Income	1,503	1,491
Provision for Loan Losses	30	--
Net Interest Income After Provision for Loan Losses	<u>1,473</u>	<u>1,491</u>
Noninterest Income		
Insurance sales commissions	292	276
Customer service fees	206	200
Other service charges and fees	97	93
Net gain on sales of loans	165	290
Loan servicing fees	53	56
Other	37	18
Total noninterest income	<u>850</u>	<u>933</u>
Noninterest Expense		
Salaries and employee benefits	1,043	1,049
Occupancy expense	153	167
Equipment expense	129	126
Professional fees	66	46
Marketing expense	55	50
Printing and office supplies	44	52
Directors and committee fees	37	40
Amortization of mortgage servicing rights	44	38
Real estate owned expenses	(1)	40
FDIC deposit insurance expense	24	43
Other	185	144
Total noninterest expenses	<u>1,779</u>	<u>1,795</u>
Income Before Income Taxes	544	629
Income tax expenses	200	236
Net Income	<u>\$ 344</u>	<u>\$ 393</u>
Earnings per Share, Basic and Diluted	<u>\$ 0.71</u>	<u>\$ 0.79</u>
Dividends Declared per Share	<u>\$ 0.14</u>	<u>\$ 0.14</u>



## GREAT AMERICAN BANCORP, INC. AND SUBSIDIARY

### Selected Financial Data

(unaudited, in thousands, except share data)

	As of Sept. 30, 2011	As of Dec. 31, 2010
Total assets	\$ 157,315	\$ 158,060
Total loans, net	108,328	103,487
Loan loss reserve	1,042	951
Non-performing assets	2,498	1,378
Non-performing assets to total assets	1.59%	0.87%
Allowance for loan losses to total assets	0.66%	0.60%
Investment securities	670	716
Total deposits	132,748	134,071
Checking deposits	46,281	47,635
Money market deposits	32,928	32,018
Passbook savings deposits	21,719	20,234
Certificates of deposit	31,820	34,184
Federal Home Loan Bank advances	6,000	6,000
Total stockholders' equity	15,815	15,310

	Three Months Ended Sept. 30, 2011	Three Months Ended Sept. 30, 2010	Nine Months Ended Sept. 30, 2011	Nine Months Ended Sept. 30, 2010
	(unaudited)			
Net interest margin (annualized)	4.06%	4.13%	3.87%	4.08%
ROA (annualized)	0.86%	1.00%	0.65%	0.88%
ROE (annualized)	8.75%	10.27%	6.78%	8.97%