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First Federal of Northern Michigan Bancorp, Inc.  
Form 10KSB  
March 31, 2008

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-KSB

Annual Report Under to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the Fiscal Year Ended December 31, 2007

OR

Transition Report Under Section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

COMMISSION FILE NUMBER: 000-31957

FIRST FEDERAL OF NORTHERN MICHIGAN BANCORP, INC.  
(Exact name of registrant as specified in its charter)

MARYLAND  
(State or other jurisdiction of  
incorporation or organization)

32-0135202  
(I.R.S. Employer  
Identification Number)

100 S. SECOND AVENUE, ALPENA, MICHIGAN  
(Address of Principal Executive Offices)

49707  
Zip Code

(989) 356-9041  
(Registrant's telephone number)

SECURITIES REGISTERED PURSUANT TO SECTION 12(B) OF THE ACT:

COMMON STOCK, PAR VALUE \$.01 PER SHARE  
(Title of Class)

THE NASDAQ GLOBAL MARKET  
(Name of Exchange of Which Registered)

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

Check whether the issuer is not required to file reports pursuant to Section 13 or 15(d) of the Exchange Act. .

Check whether the issuer (1) 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.

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YES X . NO .  
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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 amendment to this Form 10-KSB. [X].

Indicate by check mark whether the Registrant is a shell company (as defined by Rule 12b-2 of the Exchange Act). YES . NO X .  
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The Registrant's revenues for the year ended December 31, 2007 were \$16.2 million.

The aggregate market value of the voting stock held by non-affiliates of the Registrant, computed by reference to the last sale price on March 15, 2008 (\$7.29 per share) was \$18.7 million.

As of March 15, 2008, there were issued and outstanding 2,884,249 shares of the Registrant's common stock.

DOCUMENTS INCORPORATED BY REFERENCE

- 1. Proxy Statement for the 2008 Annual Meeting of Stockholders (Parts I and III).
- 2. Annual Report to Shareholders for the Year Ended December 31, 2007 (Part II).

Transitional Small Business Disclosure Format

YES . NO X .  
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PART I

ITEM 1. DESCRIPTION OF BUSINESS

FORWARD-LOOKING STATEMENTS

This Annual Report contains certain "forward-looking statements" which may be identified by the use of words such as "believe," "expect," "anticipate," "should," "planned," "estimated" and "potential." Examples of forward-looking statements include, but are not limited to, estimates with respect to our financial condition, results of operations and business that are subject to various factors which could cause actual results to differ materially from these estimates and most other statements that are not historical in nature. These factors include, but are not limited to, general and local economic conditions, changes in interest rates, deposit flows, demand for mortgage, commercial and other loans, real estate values, competition, changes in accounting principles, policies, or guidelines, changes in legislation or regulation, and other economic, competitive, governmental, regulatory, and technological factors affecting our operations, pricing products and services.

FIRST FEDERAL OF NORTHERN MICHIGAN BANCORP, INC.

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First Federal of Northern Michigan Bancorp, Inc. is a Maryland corporation that owns all of the outstanding shares of common stock of First Federal of Northern Michigan. At December 31, 2007, First Federal of Northern Michigan Bancorp, Inc. had consolidated assets of \$251.0 million, deposits of \$164.5 million and stockholders' equity of \$32.5 million. As of December 31, 2007, First Federal of Northern Michigan Bancorp, Inc. had 2,884,249 shares of common stock issued and outstanding.

### FIRST FEDERAL OF NORTHERN MICHIGAN

First Federal of Northern Michigan is a full-service, community-oriented savings bank that provides financial services to individuals, families and businesses from nine full-service facilities located in Alpena, Antrim, Cheboygan, Emmett, Iosco, Otsego, Montmorency and Oscoda Counties, Michigan. First Federal of Northern Michigan was chartered in 1957, and reorganized into the mutual holding company structure in 1994. In 2000, First Federal of Northern Michigan became the wholly owned subsidiary of Alpena Bancshares, Inc., our predecessor company, and in April 2005 we completed our "second step" mutual-to-stock conversion and formed our current ownership structure.

First Federal of Northern Michigan's business consists primarily of accepting deposits from the general public and investing those deposits, together with funds generated from operations and borrowings, in one- to four-family residential mortgage loans, commercial real estate loans, commercial business loans, consumer loans and in investment securities and mortgage-backed securities.

### MARKET AREA AND COMPETITION

First Federal of Northern Michigan conducts operations through its main office in Alpena, Michigan, which is located in the northeastern lower peninsula of Michigan, and through its eight other branch offices in Michigan. The population of Alpena (city and township), from which the majority of our deposits is drawn, has decreased since 2000, and currently is approximately 21,000. The population of our primary market area, which includes Alpena County and seven surrounding counties, is approximately 187,000, and increased by 2.2% from 2000 to 2006. The population of our primary market area is expected to increase by 2.1% by 2009. Per capita income in our market area was \$27,304 in 2005, which was 20.8% less than the national level, and 16.8% less than the state of Michigan as a whole, reflecting the largely rural nature of our market area and the absence of more densely populated urban and suburban areas. Growth in per capita income in our market area is projected to increase only modestly over the next five years. The unemployment rate in our primary market area was 9.0% at December 31, 2007, compared to 5.0% nationally and 7.2% for the state of Michigan.

Alpena is the largest city located in the northeastern lower peninsula of Michigan. This area has long been associated with agricultural, wood and concrete industries. Tourism has also been a major industry in our primary market area. All of these industries tend to be seasonal and are strongly affected by state and national economic conditions.

Major employers in our primary market area include various public schools and governmental agencies, Alpena Regional Medical Center, Besser Company (a manufacturer of concrete products equipment), Lafarge Corporation (a

limestone mining and cement producer), Panel Processing (a peg board

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manufacturer), Treetops Sylvan Resort (an operator of resort properties), Garland Resort (an operator of resort properties and golf courses), Otsego Memorial Hospital, Community Memorial Hospital, Decorative Panels International (a hardboard manufacturer), OMNI Metalcraft Corp. (a diversified manufacturer), and various other small companies.

As of December 31, 2007, First Federal of Northern Michigan was the only thrift institution headquartered in our market area. We encounter strong competition both in attracting deposits and in originating real estate and other loans. Our most direct competition for deposits has historically come from commercial banks, other savings institutions, and credit unions in our market area. Competition for loans comes from such financial institutions as well as mortgage banking companies. We expect continued strong competition in the foreseeable future, including the "super-regional" banks currently in our markets, from internet banks, and from credit unions in many of our markets. We compete for savings deposits by offering depositors a high level of personal service and a wide range of competitively priced financial products. In recent years, additional strong competition for deposits has come from securities brokers. We compete for real estate loans primarily on the basis of the interest rates and fees we charge and through advertising. Strong competition for deposits and loans may limit our ability to grow and may adversely affect our profitability in the future.

### LENDING ACTIVITIES

GENERAL. The largest part of our loan portfolio is mortgage loans secured by one- to four-family residential real estate. In recent years, we have sold into the secondary mortgage market most of the fixed-rate conventional one- to four-family mortgage loans that we originate that have terms of 15 years or more. We retain the servicing on a majority of the mortgage loans that we sell. To a lesser extent, we also originate commercial loans, commercial real estate loans and consumer loans. At December 31, 2007, we had total loans of \$205.6 million, of which \$97.3 million, or 47.3%, were one-to four-family residential real estate mortgage loans, \$44.6 million, or 21.7%, were commercial real estate loans, and \$26.8 million, or 13.0%, were commercial loans. Other loans consisted primarily of consumer loans, which totaled \$28.7 million, or 13.9% of total loans, and construction loans, which totaled \$8.3 million or 4.0% of total loans.

ONE- TO FOUR-FAMILY RESIDENTIAL REAL ESTATE LENDING. Our primary lending activity consists of originating one- to four-family owner-occupied residential mortgage loans, virtually all of which are collateralized by properties located in our market area. We also originate one- to four-family loans that pay interest only during the initial construction period (which generally does not exceed twelve months) and then pay interest and principal for the remainder of the loan term. We generally sell into the secondary mortgage market most of our one- to four-family fixed-rate mortgage loans with terms of 15 years or more and retain the loan servicing on a majority of these mortgage loans. One- to four-family residential mortgage loans are underwritten and originated according to policies and guidelines established by the secondary mortgage market agencies and approved by our Board of Directors. We utilize existing liquidity, deposits, loan repayments, and Federal Home Loan Bank advances to fund new loan originations.

We currently offer fixed rate one- to four-family residential mortgage loans with terms ranging from 15 to 30 years. One- to four-family residential mortgage 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 our one- to four-family residential mortgage loans remain outstanding varies significantly depending upon trends in market interest rates and other factors. In recent years, the average maturity of our mortgage loans has decreased significantly because of the declining trend

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in market interest rates and the unprecedented volume of refinancing activity resulting from such interest rate decreases. Accordingly, estimates of the average length of one- to four-family loans that remain outstanding cannot be made with any degree of certainty.

Originations of fixed rate mortgage loans are regularly monitored and are affected significantly by the level of market interest rates, our interest rate gap position, and loan products offered by our competitors. Our fixed rate mortgage loans amortize on a monthly basis with principal and interest due each month. To make our loan portfolio less interest rate sensitive, fixed-rate loans originated with terms of 15 years or greater are generally underwritten to secondary mortgage market standards and sold. Balloon mortgage loans with five-year terms and adjustable rate mortgage loans are generally underwritten to secondary mortgage market standards, but are retained in our loan portfolio.

We originate some fixed-rate loans that are generally amortized over 15 years but that have "balloon payments" that are due upon the maturity of the loan in five years. Upon maturity, the balloon mortgage loans are either underwritten as fixed-rate loans and sold in the secondary mortgage market or renewed at current market rates for an additional five-year term. While the majority of our balloon mortgage loans amortize over 15 years, some amortize over 10 or 30 years, and a limited number amortize over five years.

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Our one- to four-family residential mortgage loans customarily include due-on-sale clauses, which are provisions giving us the right to declare a loan immediately due and payable in the event, among other things, that the borrower sells or otherwise disposes of the underlying real property serving as security for the loan. Due-on-sale clauses are an important means of adjusting the rates on our fixed-rate mortgage loan portfolio, and we have generally exercised our rights under these clauses.

Regulations limit the amount that a savings institution may lend relative to the appraised value of the real estate securing the loan, as determined by an appraisal at the time of loan origination. Such regulations permit a maximum loan-to-value ratio of 100% for residential property and 90% for all other real estate loans. Our lending policies limit the maximum loan-to-value ratio on fixed-rate loans without private mortgage insurance to 90% of the lesser of the appraised value or the purchase price of the property serving as collateral for the loan.

We make one- to four-family real estate loans with typical loan-to-value ratios of up to 90%. However, for one- to four-family real estate loans with loan-to-value ratios of between 80% and 90%, we may require the total loan amount to be covered by private mortgage insurance. In 2005 we began making 80/20 loans and interest-only loans subject to Board-approved dollar limits to limit risk exposure. In late 2007 these products were eliminated. We require fire and casualty insurance, flood insurance when applicable, as well as title insurance, on all properties securing real estate loans made by us.

Beginning in November 2004 we initiated a "skip pay" program for customers with seasoned loans and with an exemplary past payment history. Under this program, for a fee, the customer may choose to skip a residential mortgage payment or a home equity line of credit payment. Due to increasing delinquencies trends and the current overall status of the mortgage market, we eliminated this program in 2007.

COMMERCIAL REAL ESTATE LENDING. We also originate commercial real estate

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loans. At December 31, 2007, we had a total of 192 loans secured primarily by commercial real estate properties, unimproved vacant land and, to a limited extent, multifamily properties. Our commercial real estate loans are secured by income-producing properties such as office buildings, retail buildings, restaurants and motels. Substantially all of our commercial real estate loans are secured by properties located in our primary market area. We have originated commercial construction loans that are originated as permanent loans but are interest-only during the initial construction period, which generally does not exceed nine months. At December 31, 2007, our commercial real estate loans totaled \$44.6 million, or 21.7% of our total loans, and had an average principal balance of approximately \$233,000. The terms of each loan are negotiated on a case-by-case basis, although such loans typically amortize over 15 years and have a three- or five-year balloon feature. An origination fee of 0.5% to 1.0% is generally charged on commercial real estate loans. We generally make commercial real estate loans up to 75% of the appraised value of the property securing the loan. Our largest commercial real estate loan had a principal balance of \$3.5 million and was secured by a commercial building and all corporate assets of the borrower. At December 31, 2007, this loan was in non-accrual status due to insufficient cash flows to meet future payment obligations.

Commercial real estate loans generally carry higher interest rates and have shorter terms than those on one- to four-family residential mortgage loans. However, loans secured by commercial real estate generally involve a greater degree of credit risk than one- to four-family residential mortgage loans and carry larger loan balances. This increased credit risk is a result of several factors, including the concentration of principal in a limited number of loans and borrowers, the effects of general economic conditions on income producing properties, and the increased difficulty of evaluating and monitoring these types of loans. Furthermore, the repayment of loans secured by commercial real estate is typically dependent upon the successful operation of the business or the related real estate property. If the cash flow from the business operation is reduced, the borrower's ability to repay the loan may be impaired. This may be particularly true in the early years of the business operation when the risk of failure is greatest. Many of our commercial real estate loans have been made to borrowers whose business operations are untested, which increases our risk.

CONSUMER AND OTHER LOANS. We originate a variety of consumer and other loans, including loans secured by savings accounts, new and used automobiles, mobile homes, boats, recreational vehicles, and other personal property. As of December 31, 2007, consumer and other loans totaled \$28.7 million, or 13.9% of our total loan portfolio. At such date, \$779,000, or 2.7% of our consumer loans, were unsecured. As of December 31, 2007, home equity loans totaled \$7.3 million, or 3.6% of our total loan portfolio, and automobile loans totaled \$3.4 million, or 1.7% of our total loan portfolio. We originate automobile loans directly to our customers and have no outstanding agreements with automobile dealerships to generate indirect loans.

Our procedures for underwriting consumer loans include an assessment of an applicant's credit history and the ability to meet existing obligations and payments on the proposed loan. Although an applicant's creditworthiness is a

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primary consideration, the underwriting process also includes a comparison of the value of the collateral security, if any, to the proposed loan amount.

Consumer loans generally entail greater risk than residential mortgage loans, particularly in the case of consumer loans that are unsecured or secured

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by assets that tend to depreciate rapidly, such as automobiles, mobile homes, boats and recreational vehicles. In addition, the repayment of consumer loans depends on the borrower's continued financial stability, as repayment is more likely to be adversely affected by job loss, divorce, illness or personal bankruptcy than a single family mortgage loan.

COMMERCIAL LOANS. At December 31, 2007, we had \$26.8 million in commercial loans, which amounted to 13.0% of total loans. We make commercial business loans primarily in our market area to a variety of professionals, sole proprietorships and small businesses. Commercial lending products include term loans and revolving lines of credit. The maximum amount of a commercial business loan is our loans-to-one-borrower limit, which was \$4.6 million at December 31, 2007. Such loans are generally used for longer-term working capital purposes such as purchasing equipment or furniture. Commercial loans are made with either adjustable or fixed rates of interest. Variable rates are generally based on the prime rate, as published in The Wall Street Journal, plus a margin. Fixed rate commercial loans are set at a margin above the Federal Home Loan Bank comparable advance rate.

When making commercial loans, we consider the financial statements of the borrower, our lending history with the borrower, the debt service capabilities of the borrower, the projected cash flows of the business and the value of the collateral. Commercial loans are generally secured by a variety of collateral, primarily accounts receivable, inventory and equipment, and are supported by personal guarantees. Depending on the collateral used to secure the loans, commercial loans are typically made in amounts of up to 75% of the value of the collateral securing the loan.

Commercial loans generally have greater credit risk than residential mortgage loans. Unlike residential mortgage loans, which generally are made on the basis of the borrower's ability to make repayment from his or her employment or other income, and which are secured by real property whose value tends to be more easily ascertainable, commercial loans generally are made on the basis of the borrower's ability to repay the loan from the cash flow of the borrower's business. As a result, the availability of funds for the repayment of commercial loans may depend substantially on the success of the business itself. If the cash flow from the business operation is reduced, the borrower's ability to repay the loan may be impaired. This may be particularly true in the early years of the business operation when the risk of failure is greatest. Many of our commercial loans have been made to borrowers whose business operations are untested, which increases our risk. Moreover, any collateral securing the loans may depreciate over time, may be difficult to appraise and may fluctuate in value. We seek to minimize these risks through our underwriting standards. At December 31, 2007, our largest commercial loan was a \$2.0 million unsecured tax-exempt loan for the borrower's working capital purposes until their receipt of State Aid funds. This loan was performing according to its repayment terms at December 31, 2007.

CONSTRUCTION LOANS. We originate construction loans to local home builders in our market area, generally with whom we have an established relationship, and to individuals engaged in the construction of their residence. Our construction loans totaled \$8.3 million, or 4.0% of our total loan portfolio, at December 31, 2007. To a lesser extent, we also originate commercial construction loans.

Our construction loans to home builders are repaid on an interest-only basis for the term of the loan (which is generally six to 12 months), with interest calculated on the amount disbursed to the builders based upon a percentage of completion of construction. These loans typically have a maximum loan-to-value ratio of 80%, based on the projected appraised value of the completed project. Interest rates are fixed during the construction phase of the loan. Loans to builders are made on either a pre-sold or speculative (unsold) basis. Most of our construction loans to individuals who intend to occupy the

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completed dwelling are originated via a "one-step closing" process, whereby the construction phase and end-financing are handled with one loan closing. Prior to funding a construction loan, we require an appraisal of the property from a qualified appraiser approved by us, and all appraisals are reviewed by us.

Construction lending exposes us to greater credit risk than permanent mortgage financing because of the inherent difficulty in estimating both a property's value at completion of the project and the estimated cost of the project. If the estimate of construction costs is inaccurate, we may be required to advance funds beyond the amount originally committed to permit completion of the project. If the estimate of value upon completion is inaccurate, the value of the property may be insufficient to assure full repayment. Projects also may be jeopardized by disagreements between borrowers and builders and by the failure of builders to pay subcontractors. Loans to builders to construct homes for

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which no purchaser has been identified carry more risk because the repayment of the loan depends on the builder's ability to sell the property prior to the time that the construction loan is due. We have attempted to minimize these risks by, among other things, limiting our construction lending primarily to residential properties in our market area and generally requiring personal guarantees from the principals of corporate borrowers.

LOAN PORTFOLIO COMPOSITION. The following table sets forth the composition of our loan portfolio by type of loan at the dates indicated.

|  | At December 31,        |         |           |         |           |         |           |         |
|--|------------------------|---------|-----------|---------|-----------|---------|-----------|---------|
|  | 2007                   |         | 2006      |         | 2005      |         | 2004      |         |
|  | Amount                 | Percent | Amount    | Percent | Amount    | Percent | Amount    | Percent |
|  | (Dollars in thousands) |         |           |         |           |         |           |         |
| Real estate loans:                       |                        |         |           |         |           |         |           |         |
| Residential mortgage ....                | \$ 97,266              | 47.3%   | \$ 99,490 | 46.9%   | \$100,042 | 49.3%   | \$102,600 | 49.3%   |
| Commercial mortgage .....                | 44,634                 | 21.7%   | 45,274    | 21.4%   | 40,270    | 19.8%   | 29,690    | 19.8%   |
| Construction .....                       | 8,292                  | 4.0%    | 9,406     | 4.4%    | 10,030    | 4.9%    | 8,906     | 4.9%    |
| Non real estate loans                    |                        |         |           |         |           |         |           |         |
| Commercial .....                         | 26,783                 | 13.0%   | 28,209    | 13.3%   | 26,658    | 13.1%   | 30,174    | 13.1%   |
| Consumer and other<br>loans .....        | 28,650                 | 14.0%   | 29,556    | 13.9%   | 25,907    | 12.8%   | 25,544    | 12.8%   |
| Total Loans .....                        | \$205,625              | 100.0%  | \$211,935 | 100.0%  | \$202,907 | 100.0%  | \$196,914 | 100.0%  |
|  |                        | =====   |           | =====   |           | =====   |           | =====   |
| Other items:                             |                        |         |           |         |           |         |           |         |
| Deferred loan origination<br>costs ..... | 13                     |         | 20        |         | 28        |         | 37        |         |
| Deferred loan origination<br>fees .....  | (292)                  |         | (358)     |         | (336)     |         | (349)     |         |
| Allowance for loan<br>losses .....       | (4,013)                |         | (2,079)   |         | (1,416)   |         | (1,214)   |         |
| Total loans, net.....                    | \$201,333              |         | \$209,518 |         | \$201,183 |         | \$195,388 |         |



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LOAN MATURITY AND YIELD SCHEDULE. The following table summarizes the scheduled repayments of our loan portfolio at December 31, 2007. Demand loans, loans having no stated repayment or maturity, and overdraft loans are reported as being due in one year or less.

|                        | Residential Mortgage |         | Commercial Mortgage |       | Construction     |       | Commercial       |       | Co and  |
|------------------------|----------------------|---------|---------------------|-------|------------------|-------|------------------|-------|---------|
|                        | Weighted Average     |         | Weighted Average    |       | Weighted Average |       | Weighted Average |       | Amount  |
|                        | Amount               | Rate    | Amount              | Rate  | Amount           | Rate  | Amount           | Rate  | Amount  |
| (Dollars in thousands) |                      |         |                     |       |                  |       |                  |       |         |
| Due During the Years   |                      |         |                     |       |                  |       |                  |       |         |
| Ending December 31,    |                      |         |                     |       |                  |       |                  |       |         |
| 2008 .....             | \$ 9,275             | 5.70%   | \$ 5,181            | 7.06% | \$8,292          | 7.29% | \$17,747         | 7.68% | \$ 2,28 |
| 2009 .....             | 3,800                | 6.69%   | 7,462               | 7.35% | --               | 0.00% | 1,761            | 7.71% | 2,28    |
| 2010 .....             | 1,235                | 7.11%   | 10,321              | 7.57% | --               | 0.00% | 3,240            | 7.79% | 2,00    |
| 2011 to 2012 .....     | 1,279                | 7.60%   | 16,825              | 7.85% | --               | 0.00% | 3,709            | 7.73% | 5,11    |
| 2013 to 2017 .....     | 5,585                | 6.42%   | 2,058               | 7.46% | --               | 0.00% | 326              | 7.33% | 7,64    |
| 2018 to 2022 .....     | 15,377               | 6.10%   | 467                 | 6.75% | --               | 0.00% | --               | 0.00% | 6,26    |
| 2022 and beyond ....   | 60,715               | 6.60%   | 2,320               | 8.69% | --               | 0.00% | --               | 0.00% | 3,05    |
| Total .....            | \$97,266             | \$6.45% | 44,634              | 7.54% | \$8,292          | 7.29% | \$26,783         | 7.70% | \$28,65 |

FIXED- AND ADJUSTABLE-RATE LOAN SCHEDULE. The following table sets forth the scheduled repayments of fixed- and adjustable-rate loans at December 31, 2007 that are contractually due after December 31, 2008.

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|                           | Due After December 31, 2008 |            |           |
|---------------------------|-----------------------------|------------|-----------|
|                           | Fixed                       | Adjustable | Total     |
| (In thousands)            |                             |            |           |
| Residential mortgage .... | \$ 40,686                   | \$47,305   | \$ 87,991 |
| Commercial mortgage ..... | 34,244                      | 5,209      | \$ 39,453 |
| Commercial .....          | 4,727                       | 4,309      | \$ 9,036  |
| Consumer and other .....  | 25,919                      | 447        | \$ 26,366 |
| Total loans .....         | \$105,576                   | \$57,270   | \$162,846 |

LOAN ORIGINATIONS, PURCHASES, SALES AND SERVICING. While we originate both fixed-rate and adjustable-rate loans, our ability to generate each type of loan depends upon borrower demand, market interest rates, borrower preference for

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fixed- versus adjustable-rate loans, and the interest rates offered on each type of loan by other lenders in our market area. These lenders include competing banks, savings banks, credit unions, internet lenders, mortgage banking companies and life insurance companies that may also actively compete for local commercial real estate loans. Loan originations are derived from a number of sources, including real estate agent referrals, existing customers, borrowers, builders, attorneys, our directors and walk-in customers. Upon receiving a loan application, we obtain a credit report and employment verification to verify specific information relating to the applicant's employment, income, and credit standing. In the case of a real estate loan, we obtain a determination of value of the real estate intended to collateralize the proposed loan. Our residential mortgage lending limits vary by officer experience but range from \$150,000 to \$400,000. The loan committee must approve any loan from \$400,000 up to \$500,000, and any loan request over \$500,000 must be approved by our Board of Directors. Consumer lending limits by officer range from \$25,000 to \$150,000. For secured commercial loans, the limit ranges from \$75,000 to \$400,000.

A commercial commitment letter specifies the terms and conditions of the proposed loan including the amount of the loan, interest rate, amortization term, a brief description of the required collateral, and required insurance coverage. Commitments are typically issued for 15-day periods. The borrower must provide proof of fire and casualty insurance on the property serving as collateral, which insurance must be maintained during the full term of the loan. A title insurance policy is required on all real estate loans. At December 31, 2007, we had outstanding loan commitments of \$33.3 million, including unfunded commitments under lines of credit and commercial and standby letters of credit.

Our loan origination and sales activity may be adversely affected by a rising interest rate environment that typically results in decreased loan demand, while declining interest rates may stimulate increased loan demand. Accordingly, the volume of loan originations, the mix of fixed- and adjustable-rate loans, and the profitability of this activity can vary from period to period. One- to four-family residential mortgage loans are generally underwritten to investor guidelines, and closed on standard investor documents. We currently sell to both Freddie Mac and Taylor, Bean & Whitaker (a national wholesale mortgage lender and purchaser). If such loans are sold, the sales are conducted using standard investor purchase contracts and master commitments as applicable. The majority of one- to four-family mortgage loans that we have sold to investors have been sold on a non-recourse basis, whereby foreclosure losses are generally the responsibility of the purchaser and not First Federal of Northern Michigan.

We are a qualified loan servicer for Freddie Mac. Our policy has historically been to retain the servicing rights for all conforming loans sold, and to continue to collect payments on the loans, maintain tax escrows and applicable fire and flood insurance coverage, and supervise foreclosure proceedings if necessary. We retain a portion of the interest paid by the borrower on the loans as consideration for our servicing activities. We have recently begun to sell loans to Taylor, Bean & Whitaker on a servicing-released basis to be able to offer additional product choices to our customers.

We require appraisals of real property securing loans. Appraisals are performed by independent appraisers, who are approved by our Board of Directors annually. We require fire and extended coverage insurance in amounts adequate to protect our principal balance. Where appropriate, flood insurance is also required. Private mortgage insurance is required for most residential mortgage loans with loan-to-value ratios greater than 80%.

**LOAN ORIGINATION FEES AND COSTS.** In addition to interest earned on loans, we generally receive fees in connection with loan originations. Such loan origination fees, net of costs to originate, are deferred and amortized using an interest method over the contractual life of the loan. Fees deferred are

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recognized into income immediately upon prepayment or subsequent sale of the related loan. At December 31, 2007, we had \$279,000 of net deferred loan

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origination fees. Such fees 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, we also generate other income through the sales and servicing of mortgage loans, late charges on loans, and fees and charges related to deposit accounts. We recognized fees and service charges of \$911,000, \$1,044,000 and \$1,030,000 for the years ended December 31, 2007, 2006 and 2005, respectively.

To the extent that originated loans are sold with servicing retained, we capitalize a mortgage servicing asset at the time of the sale in accordance with applicable accounting standards (Statement of Financial Accounting Standards No. 140, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities"). The capitalized amount is amortized thereafter (over the period of estimated net servicing income) as a reduction of servicing fee income. The unamortized amount is fully charged to income when loans are prepaid. Originated mortgage servicing rights with an amortized cost of \$492,000 were included in other assets at December 31, 2007.

ORIGINATION, PURCHASE AND SALE OF LOANS. The table below shows our loan originations, purchases, sales, and repayments of loans for the periods indicated. In 2007, we purchased \$11.1 million in commercial real estate loan participations.

|   | YEARS ENDED DECEMBER 31, |           |           |
|---|--------------------------|-----------|-----------|
|   | 2007                     | 2006      | 2005      |
|   | -----                    | -----     | -----     |
|   | (In Thousands)           |           |           |
| Loans receivable at beginning of period ..... | \$211,935                | \$202,907 | \$196,914 |
| Originations:                                 |                          |           |           |
| Real estate:                                  |                          |           |           |
| Residential 1-4 family .....                  | 31,496                   | 33,371    | 54,767    |
| Commercial and Multi-family .....             | 21,644                   | 23,760    | 35,454    |
| Consumer .....                                | 9,035                    | 15,992    | 12,569    |
|   | -----                    | -----     | -----     |
| Total originations .....                      | 62,175                   | 73,123    | 102,790   |
|   | -----                    | -----     | -----     |
| Loan purchases .....                          | 11,125                   | 4,625     | 8,149     |
|   | -----                    | -----     | -----     |
| Loan sales .....                              | (16,287)                 | (14,632)  | (20,070)  |
| Transfer of mortgage loans                    |                          |           |           |
| to foreclosed real estate .....               | (1,719)                  | (703)     | (695)     |
| Repayments .....                              | (61,604)                 | (53,385)  | (84,181)  |
|   | -----                    | -----     | -----     |
| Total loans receivable at end of period ...   | \$205,625                | \$211,935 | \$202,907 |
|   | =====                    | =====     | =====     |

### DELINQUENT LOANS, OTHER REAL ESTATE OWNED AND CLASSIFIED ASSETS

COLLECTION PROCEDURES. Our general collection procedures provide that when

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a mortgage, consumer or commercial loan becomes 10 days past due, a computer-generated late charge notice is sent to the borrower requesting payment. If delinquency continues, a second delinquent notice is mailed when the loan continues past due for 30 days. If a loan becomes 60 days past due, the loan becomes subject to possible legal action. We will generally send a "due and payable" letter upon a loan becoming 60 days delinquent. This letter grants the mortgagor 30 days to bring the account paid to date prior to the start of any legal action. If not paid, foreclosure proceedings are initiated after this 30-day period. To the extent required by regulations of the Department of Housing and Urban Development ("HUD"), generally within 30 days of delinquency, a Section 160 HUD notice is given to the borrower which provides access to consumer counseling services. General collection procedures may vary with particular circumstances on a loan by loan basis. Also, collection procedures for Freddie Mac serviced loans follow the Freddie Mac guidelines which are different from our general procedures.

LOANS PAST DUE AND NON-PERFORMING ASSETS. Loans are reviewed on a regular basis and are placed on non-accrual status when, in the opinion of management, the collection of additional interest is doubtful or when extraordinary efforts are required to collect the debt. Interest accrued and unpaid at the time a loan is placed on non-accrual status is charged against interest income.

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Real estate acquired by us as a result of foreclosure or by deed in lieu of foreclosure is deemed real estate owned ("REO") until such time as it is sold. In general, we consider collateral for a loan to be "in-substance" foreclosed if: (i) the borrower has little or no equity in the collateral; (ii) proceeds for repayment of the loan can be expected to come only from the operation or sale of the collateral; and (iii) the borrower has either formally or effectively abandoned control of the collateral, or retained control of the collateral but is unlikely to be able to rebuild equity in the collateral or otherwise repay the loan in the foreseeable future. Cash flow attributable to in-substance foreclosures is used to reduce the carrying value of the collateral.

When collateral, other than real estate, securing commercial and consumer loans is acquired as a result of delinquency or other reasons, it is classified as Other Repossessed Assets ("ORA") and recorded at the lower of cost or fair market value until it is disposed of.

When collateral is acquired or otherwise deemed REO/ORA, it is recorded at the lower of the unpaid principal balance of the related loan or its estimated net realizable value. This write down is recorded against the allowance for loan losses. Periodic future valuations are performed by management, and any subsequent decline in fair value is charged to operations. At December 31, 2007, we held \$1.3 million in properties that were classified REO and \$2,000 in assets classified as ORA.

DELINQUENT LOANS. The following table sets forth certain information with respect to our loan portfolio delinquencies at the dates indicated.

| Loan Delinquent For |        |                  |        |        |        |
|---------------------|--------|------------------|--------|--------|--------|
| 60-89 Days          |        | 90 Days and Over |        | Total  |        |
| Number              | Amount | Number           | Amount | Number | Amount |
|                     |        |                  |        |        |        |

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(Dollars In Thousands)

|                          |     |         |     |         |     |       |
|--------------------------|-----|---------|-----|---------|-----|-------|
| At December 31, 2007     |     |         |     |         |     |       |
| Residential Mortgages .. | 24  | 1,315   | 6   | 532     | 30  | 1,847 |
| Commercial Mortgages ... | 1   | 797     | --  | --      | 1   | 797   |
| Construction .....       | --  | --      | --  | --      | --  | --    |
| Commercial .....         | --  | --      | 1   | 100     | 1   | 100   |
| Consumer .....           | 19  | 181     | 10  | 45      | 29  | 226   |
|                          | --- | -----   | --- | -----   | --- | ----- |
| Total .....              | 44  | \$2,293 | 17  | \$ 677  | 61  | 2,969 |
| At December 31, 2006     |     |         |     |         |     |       |
| Residential Mortgages .. | 22  | 1,218   | 9   | 645     | 31  | 1,863 |
| Commercial Mortgages ... | 1   | 636     | 2   | 221     | 3   | 857   |
| Construction .....       | 1   | 74      | --  | --      | 1   | 74    |
| Commercial .....         | 6   | 317     | 10  | 540     | 16  | 857   |
| Consumer .....           | 17  | 105     | 9   | 84      | 26  | 189   |
|                          | --- | -----   | --- | -----   | --- | ----- |
| Total .....              | 47  | \$2,350 | 30  | \$1,490 | 77  | 3,839 |
| At December 31, 2005     |     |         |     |         |     |       |
| Residential Mortgages .. | 24  | 1,375   | 19  | 1,684   | 43  | 3,059 |
| Commercial Mortgages ... | --  | --      | 4   | 670     | 4   | 670   |
| Construction .....       | 1   | 341     | --  | --      | 1   | 341   |
| Commercial .....         | 8   | 506     | 2   | 115     | 10  | 621   |
| Consumer .....           | 23  | 197     | 13  | 185     | 36  | 382   |
|                          | --- | -----   | --- | -----   | --- | ----- |
| Total .....              | 56  | \$2,419 | 38  | \$2,654 | 94  | 5,073 |
|                          | === | =====   | === | =====   | === | ===== |

NONPERFORMING ASSETS. The following table sets forth the amounts and categories of our non-performing assets at the dates indicated. At each date presented, we had no troubled debt restructurings (loans for which a portion of interest or principal has been forgiven and loans modified at interest rates materially less than current market rates).

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|  | AT DECEMBER 31,        |         |         |
|--|------------------------|---------|---------|
|  | 2007                   | 2006    | 2005    |
|  | -----                  | -----   | -----   |
|  | (Dollars in thousands) |         |         |
| Non-Accrual Loans delinquent 90 days or more:          |                        |         |         |
| Residential Mortgage .....                             | 697                    | 670     | 308     |
| Commercial Mortgage .....                              | 3,825                  | 1,395   | 1,006   |
| Construction .....                                     | 3,475                  | --      | --      |
| Commercial .....                                       | 433                    | 364     | --      |
| Consumer and other .....                               | 29                     | 61      | 39      |
|  | -----                  | -----   | -----   |
| Total non-accrual loans delinquent 90 days or more ... | \$ 8,459               | \$2,490 | \$1,353 |
|  | -----                  | -----   | -----   |
| Accrual loans delinquent 90 days or more:              |                        |         |         |
| Residential Mortgage .....                             | 532                    | 645     | 1,684   |
| Commercial Mortgage .....                              | --                     | 221     | 670     |
| Construction .....                                     | --                     | --      | --      |
| Commercial .....                                       | 100                    | 540     | 115     |

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|  |          |         |         |
|--|----------|---------|---------|
| Consumer and other .....                               | 45       | 84      | 185     |
|  | -----    | -----   | -----   |
| Total accrual loans delinquent 90 days or more..       | \$ 677   | \$1,490 | \$2,654 |
|  | -----    | -----   | -----   |
| Total nonperforming loans (1) .....                    | \$ 9,136 | \$3,980 | \$4,007 |
|  | =====    | =====   | =====   |
| Real Estate Owned and Other Repossessed Assets:        |          |         |         |
| Residential Mortgage .....                             | 872      | 437     | 427     |
| Commercial Mortgage .....                              | 406      | --      | --      |
| Construction .....                                     | --       | --      | --      |
| Commercial .....                                       | --       | --      | --      |
| Consumer and other .....                               | 2        | 38      | 8       |
|  | -----    | -----   | -----   |
| Total real estate owned and other repossessed assets   |          |         |         |
| (2) .....  | \$ 1,280 | \$ 475  | \$ 435  |
|  | =====    | =====   | =====   |
| Total nonperforming assets .....                       | \$10,416 | \$4,455 | \$4,442 |
|  | =====    | =====   | =====   |
| Total nonperforming loans to net loans receivable .... | 4.54%    | 1.90%   | 1.97%   |
| Total nonperforming assets to total assets .....       | 4.15%    | 1.59%   | 1.57%   |

(1) All of our loans delinquent 90 days or more are classified as nonperforming.

(2) Represents the net book value of property acquired by us through foreclosure or deed in lieu of foreclosure.

Upon acquisition, this property is recorded at the lower of its fair market value or the principal balance of the related loan.

CLASSIFICATION OF ASSETS. Our policies, consistent with regulatory guidelines, provide for the classification of loans and other assets such as debt and equity securities and real estate held for sale considered by the Office of Thrift Supervision to be of lesser quality as "substandard," "doubtful," or "loss" assets. An asset is considered "substandard" if it is inadequately protected by the current net worth and paying capacity of the obligor or of the collateral pledged, if any. "Substandard" assets include those characterized by the "distinct possibility" that the savings institution will sustain "some loss" if the deficiencies are not corrected. Assets classified as "doubtful" have all of the weaknesses inherent in those classified "substandard," with the added characteristic that the weaknesses present make "collection or liquidation in full," on the basis of currently existing facts, conditions, and values, "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 specific loss reserve is not warranted. Assets that do not expose the savings institution to risk sufficient to warrant classification in one of the aforementioned categories, but which possess some weaknesses, are required to be designated "special mention" by management. Loans designated as special mention are generally loans that, while current in required payments, have exhibited some potential weaknesses that, if not corrected, could increase the level of risk in the future.

When we classify assets as either substandard or doubtful, we allocate a portion of the related general loss allowances to such assets as deemed prudent by management. The allowance for loan losses represents amounts that have been established to recognize losses inherent in the loan portfolio that are both probable and reasonably estimable at the date of the financial statements. When we classify problem assets as loss, we charge-off such amount. Our

determination as to the classification of our assets and the amount of our loss allowances are subject to review by our regulatory agencies, which can order the establishment of additional loss allowances. Management regularly reviews our asset portfolio to determine whether any assets require classification in accordance with applicable regulations. On the basis of management's review of our assets at December 31, 2007, classified assets consisted of substandard assets of \$14.4 million. There were no assets classified as doubtful or loss at December 31, 2007.

We classify our assets pursuant to criteria similar to the classification structure provided in the OTS regulations. The following table sets forth the aggregate amount of our internally classified assets at the dates indicated.

|                            | AT DECEMBER 31, |          |         |
|----------------------------|-----------------|----------|---------|
|                            | 2007            | 2006     | 2005    |
|                            | (In Thousands)  |          |         |
| Substandard assets .....   | \$14,362        | \$14,027 | \$3,045 |
| Doubtful assets .....      | --              | 244      | 105     |
| Loss assets .....          | --              | --       | --      |
| Total classified assets .. | \$14,362        | \$14,271 | \$3,150 |

Our investment in land and real estate at December 31, 2007 was classified as substandard by the Office of Thrift Supervision due to slower than expected sales of building lots and condominium units. This project (Wyndham Garden Estates) is an upscale condominium community comprised of 25 single-family building lots and 18 planned condominium units located in Alpena, Michigan. At December 31, 2007, all but six of the residential lots had been developed and sold and all condominium units were sold. Management believes this is a viable project with sales ongoing. At December 31, 2007, our investment in these properties was approximately \$106,000, which is net of an allowance of \$130,000 to record the investment at the lower of cost or fair value, less costs to sell. For reporting purposes, this investment is considered "impaired" under the definition of SFAS 144, Accounting for Impairment or Disposal of Long-Lived Assets.

ALLOWANCE FOR LOAN LOSSES. We provide for loan losses based on the allowance method. Accordingly, all loan losses are charged to the related allowance and all recoveries are credited to it. Additions to the allowance for loan losses are provided by charges to income based on various factors which, in management's judgment, deserve current recognition in estimating probable losses. Management regularly reviews the loan portfolio and makes provisions for loan losses in order to maintain the allowance for loan losses in accordance with accounting principles generally accepted in the United States of America. The allowance for loan losses consists of amounts specifically allocated to non-performing loans and other criticized or classified loans (if any) as well as general allowances determined for each major loan category. Commercial loans and loans secured by commercial real estate are evaluated individually for impairment. Other smaller-balance, homogeneous loan types, including loans secured by one- to four-family residential real estate and consumer installment loans, are evaluated for impairment on a collective basis. After we establish a

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provision for loans that are known to be non-performing, criticized or classified, we calculate percentage loss factors to apply to the remaining categories within the loan portfolio to estimate probable losses inherent in these categories of the portfolio. When the loan portfolio increases, therefore, the percentage calculation results in a higher dollar amount of estimated probable losses than would be the case without the increase, and when the loan portfolio decreases, the percentage calculation results in a lower dollar amount of estimated probable losses than would be the case without the decrease. These percentage loss factors are determined by management based on our historical loss experience and credit concentrations for the applicable loan category, which may be adjusted to reflect our evaluation of levels of, and trends in, delinquent and non-accrual loans, trends in volume and terms of loans, and local economic trends and conditions.

We consider commercial and commercial real estate loans and construction loans to be riskier than one- to four-family residential mortgage loans. Commercial and commercial real estate loans have greater credit risks compared to one- to four-family residential mortgage loans, as they typically involve large loan balances concentrated with single borrowers or groups of related borrowers. In addition, the payment experience on loans secured by income-producing properties typically depends on the successful operation of the related real estate project and thus may be subject to a greater extent to adverse conditions in the real estate market and in the general economy. Construction loans have greater credit risk than permanent mortgage financing because of the inherent difficulty in estimating both a property's value at completion of the project and the estimated cost of the project. If the estimate of construction costs is inaccurate, we may be required to advance funds beyond the amount originally committed to permit completion of the project. If the estimate of value upon completion is inaccurate, the value of the property may be insufficient to assure full repayment. Projects also may be jeopardized by disagreements between borrowers and builders and by the failure of builders to pay subcontractors. Loans to builders to construct homes for which no purchaser has been identified carry more risk because the repayment of the loan depends on the builder's ability to sell the property prior to the time that the construction loan

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is due. The increased risk characteristics associated with commercial real estate and land loans and construction loans are considered by management in the evaluation of the allowance for loan losses and generally result in a larger loss factor applied to these segments of the loan portfolio in developing an estimate of the required allowance for loan losses.

We intend to increase our originations of commercial and commercial real estate loans, and we intend to retain these loans in our portfolio. Because these loans entail significant additional credit risks compared to one- to four-family residential mortgage loans, an increase in our origination (and retention in our portfolio) of these types of loans would, in the absence of other offsetting factors, require us to make additional provisions for loan losses.

The carrying value of loans is periodically evaluated and the allowance is adjusted accordingly. While management uses the best information available to make evaluations, future adjustments to the allowance may be necessary if conditions differ substantially from the information used in making the evaluations. In addition, as an integral part of their examination process, our regulatory agencies periodically review the allowance for loan losses. Such agencies may require us to recognize additions to the allowance based on their



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judgments of information available to them at the time of their examination.

ANALYSIS OF THE ALLOWANCE FOR LOAN LOSSES. The following table sets forth the activity on our allowance for loan losses for the periods indicated.

|   | FOR THE YEARS<br>ENDED DECEMBER 31, |         |         |
|---|-------------------------------------|---------|---------|
|   | 2007                                | 2006    | 2005    |
|   | (Dollars in thousands)              |         |         |
| Allowance at beginning of period .....    | \$2,079                             | \$1,416 | \$1,214 |
| Charge-offs:                              |                                     |         |         |
| Residential Mortgages .....               | 225                                 | 44      | 21      |
| Commercial Mortgages .....                | 59                                  | --      | --      |
| Commercial .....                          | 4                                   | 1       | 57      |
| Consumer and other .....                  | 190                                 | 163     | 171     |
| Total charge offs .....                   | 478                                 | 208     | 249     |
| Recoveries:                               |                                     |         |         |
| Residential Mortgages .....               | 1                                   | --      | --      |
| Consumer and other .....                  | 34                                  | 20      | 83      |
| Total recoveries .....                    | 35                                  | 20      | 83      |
| Net (charge offs) recoveries .....        | 443                                 | 188     | 166     |
| Provision for loan losses .....           | 2,377                               | 851     | 368     |
| Balance at end of year .....              | \$4,013                             | \$2,079 | \$1,416 |
| Ratios:                                   |                                     |         |         |
| Net Charge-offs to average loans          |                                     |         |         |
| outstanding (annualized) .....            | 0.21%                               | 0.08%   | 0.08%   |
| Allowance for loan loss to non-performing |                                     |         |         |
| loans at end of period .....              | 43.93%                              | 52.24%  | 35.34%  |
| Allowance for loan losses to total        |                                     |         |         |
| loans at end of period .....              | 1.95%                               | 0.98%   | 0.70%   |

### MORTGAGE BANKING ACTIVITIES

Our mortgage banking activities involve the origination and subsequent sale into the secondary mortgage market of one- to four-family residential mortgage loans. When loans are sold into the secondary market, we generally retain the rights to service those loans thereby maintaining our customer relationships. We intend to use these customer relationships to cross-sell additional products and services. Loans that we sell are originated using the same personnel and the same underwriting policies as loans that we maintain in our portfolio. The decision whether to sell a loan is dependent upon the type of loan product and the term of the loan. In recent years, we have sold most of our fixed-rate one- to four-family residential loans with maturities of 15 years or greater, and have retained servicing on all of these loans until late 2006 when we began selling some mortgage loans servicing-released to be able to offer additional products to our customers.

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Mortgage servicing involves the administration and collection of home loan payments. When we acquire mortgage servicing rights through the origination of mortgage loans and the subsequent sale of those loans with servicing rights retained, we allocate a portion of the total cost of the mortgage loans to the mortgage servicing rights based on their relative fair value. As of December 31, 2007, we were servicing loans sold to third parties totaling \$131.5 million, and the mortgage servicing rights associated with such loans had a book value, at such date, of \$492,000. Generally, the value of mortgage servicing rights increases as interest rates rise and decreases as interest rates fall, because the estimated life and estimated income from the underlying loans increase with rising interest rates and decrease with falling interest rates.

### INSURANCE BROKERAGE ACTIVITIES

In March 2003, we acquired InsuranCenter of Alpena ("ICA"), a licensed insurance agency, to increase and diversify our sources of non-interest income. ICA sells life, property, casualty and health insurance products and, to a lesser extent, non-insured investment products. All of these products are sold on an agency basis only. Unlike First Federal of Northern Michigan's net interest income and loan and deposit fee income, which are subject to and largely dependent on swings in market interest rates, the commissions earned on the sales of insurance and investment products generally are not affected by interest rate movements. As such, we expect the income contributed by ICA to add stability to our non-interest income specifically and net income generally.

ICA sells life, property, casualty and health insurance products to First Federal of Northern Michigan's borrower customers and others. For example, we routinely offer credit life insurance and property insurance sold through ICA to all borrower customers of First Federal of Northern Michigan, and we expect that borrower customers will be a significant source of business for ICA in the future. In addition, ICA offers workers' compensation insurance, key-man life insurance and property and casualty insurance to our commercial borrowers, which often are small businesses, and we expect this activity to increase as we increase our origination of commercial and commercial real estate loans. Additionally, we attempt to provide the community bank services of First Federal of Northern Michigan to the existing insurance clients of ICA. Finally, ICA and First Federal of Northern Michigan are now able to jointly offer complementary products, including Health Savings Accounts (HSAs) and High Deductible Health Insurance Plans (HDHPs) to customers of both entities and the public in general. An HSA is a tax-free savings account established by an eligible individual or by an employer for an eligible employee that works like an IRA, except that the money is intended to be used for qualified health care costs. An HSA plan combines an HDHP with a tax-deductible savings account. An HSA plan can result in lower health insurance premiums coupled with tax savings, enabling many people to substantially cut their health care cost. HSA-qualified health insurance typically costs 10-50% less than traditional full coverage health insurance because of the higher policy deductibles. HSA assets are required by Federal law to be held by a qualified trustee or custodian. First Federal of Northern Michigan has recently completed the requirements to become a qualified HSA custodian, and ICA is able to offer HDHPs through Blue Cross/Blue Shield.

All of the revenue from our insurance segment is derived through sales commissions calculated as a percentage of the premium paid for the insurance product or the dollar value of the investment product. Generally, commission rates vary in amount depending on the type of insurance or investment product sold, as well as the volume and profitability to the underwriter of the business placed with it by ICA during specific periods. Sales commissions on insurance products generally are collected from the underwriter of the insurance and not from the insureds. Sales commissions on investment products generally are collected from the individual investor.

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In recent years, approximately 70%- 75% of ICA's revenues have been derived from the sale of Blue Cross/Blue Shield health insurance products. For the twelve months ended December 31, 2007, 35% of ICA's health insurance revenues were generated through an exclusive Blue Cross/Blue Shield contract under which business members of 11 chambers of commerce in our market area use ICA as their insurance agency. ICA earns a commission of approximately 2.0% on insurance products sold to business members of the chambers of commerce, and earns a 7% commission on insurance products sold to others. ICA had been operating under this exclusive contract since 1988. The contract provided for an indefinite term, though it was subject to termination by either party on 60 days notice. Blue Cross/Blue Shield had the ability to revise the schedule of commissions under the contract no more frequently than annually. Effective January 1, 2006, this exclusive contract was terminated. However, ICA will continue to receive commissions on insurance products sold through the chambers of commerce prior to the termination and can continue to sell health insurance products to non-chamber of commerce customers.

The insurance brokerage industry generally and ICA's activities specifically are affected by premium rate levels in the industry and available insurance capacity, since commissions generally are related to the premiums paid by

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insureds. Revenue is also affected by fluctuations in retained limits, insured values, the development of new products, markets and services, and the volume of business from new and existing clients.

ICA has operated in Alpena, Michigan since its inception in 1984 and currently employs six insurance agents. See "--Subsidiary Activity" for a further discussion of ICA.

### REAL ESTATE DEVELOPMENT ACTIVITIES

On a limited basis, we have purchased real estate for development through our subsidiary Financial Services & Mortgage Corporation. See "--Subsidiary Activity" for a discussion of our real estate development subsidiary, Financial Services & Mortgage Corporation. The last such purchase was a 37 acre lot which we purchased in 1994 for \$130,000. As of December 31, 2007, we had sold 36 of the 43 lots comprising this property and two of the smaller lots had been combined into one lot, so that at December 31, 2007 six lots remained unsold. Our investment in land and real estate is "held for sale" and separately stated in the statement of financial condition, net of any allowance for impairment. Management is actively marketing the property by using local real estate agents to facilitate the sale of these properties. For reporting purposes, this investment is considered "impaired" under the definition in SFAS 144, Accounting for Impairment or Disposal of Long-Lived Assets. Accordingly, the investment is recorded at the lower of its cost or fair value less cost to sell, which may include realtor commissions, legal and title transfer fees, and closing costs that must be incurred before legal title can be transferred.

Quarterly, management uses recent sales of comparable property to determine estimated future cash flows. The estimated future cash flows are used as the "fair value." The fair value, less cost to sell, is compared to the net carrying amount. If the fair value, less cost to sell, exceeds the recorded amount, a loss is recognized. Losses recognized for the initial and subsequent write-down to fair value, less cost to sell, are recognized in the "gain (loss) on the sale of real estate" line in the statement of income. A gain is recognized for any subsequent increase in fair value, less cost to sell, but not in excess of the

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cumulative loss previously recognized. A gain or loss not previously recognized that results from the sale of the property is recognized at the date of sale.

At December 31, 2007, our investment in these properties was approximately \$106,000, which was net of an allowance of \$130,000. At December 31, 2007, management prepared an analysis by obtaining an updated fair value, less cost to sell, on these properties. Based on the analysis, additional impairment of \$30,000 was identified and the allowance was increased to \$130,000.

### INVESTMENT ACTIVITIES

Our investment securities portfolio comprises U.S. Government and state agency obligations and municipal obligations, mortgage-backed securities, Federal Home Loan Bank stock, and other investments. At December 31, 2007, we had no investments in unrated securities. At December 31, 2007, \$20.2 million, or 86.5% of our investment portfolio was scheduled to mature in less than five years, and \$3.1 million, or 13.4%, was scheduled to mature in over five years. At December 31, 2007, \$5.6 million, or 23.8% of our investment portfolio was scheduled to mature in less than one year.

At December 31, 2007, we held U.S. Government and state agency obligations and municipal obligations classified as available-for-sale, with a fair market value of \$19.3 million. While these securities generally provide lower yields than other investments such as mortgage-backed securities, our current investment strategy is to maintain investments in such instruments to the extent appropriate for liquidity purposes, as collateral for borrowings, and for prepayment protection.

We invest in mortgage-backed securities in order to: generate positive interest rate spreads with minimal administrative expense; lower credit risk as a result of the guarantees provided by Freddie Mac, Fannie Mae and Ginnie Mae; supplement local loan originations; reduce interest rate risk exposure; and increase liquidity. Our mortgage-backed securities portfolio consists of pass-through certificates. At December 31, 2007, mortgage-backed securities totaled \$1.3 million, or 5.3% of total investments. At December 31, 2007, 78.7% of our mortgage-backed securities were secured by balloon loans. All of our pass-through certificates are insured or guaranteed by Freddie Mac, Ginnie Mae or Fannie Mae. Our policy is to hold mortgage-backed securities as available for sale.

We have interests in pools of single-family mortgages in which the principal and interest payments are passed from the mortgage originators, through intermediaries (generally government-sponsored agencies) that pool and repackage loans and sell the participation interest in the form of securities, to investors. These government-sponsored agencies include Freddie Mac, Ginnie Mae, or Fannie Mae. The underlying pool of mortgages can be comprised of

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either fixed-rate mortgage loans or adjustable-rate mortgage loans. The interest rate risk characteristics of the underlying pool of mortgages, i.e., fixed-rate or adjustable rate, are shared by the investors in that pool.

Our investment policy also permits investment in corporate debt obligations. Although corporate bonds may offer higher yields than U.S. Treasury or agency securities of comparable duration, corporate bonds also have a higher risk of default due to possible adverse changes in the creditworthiness of the issuer.

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We are required under federal regulations to maintain a minimum amount of liquid assets that may be invested in specified short term securities and certain other investments. We generally have maintained a portfolio of liquid assets that exceeds regulatory requirements. Liquidity levels may be increased or decreased depending upon the yields on investment alternatives and upon management's judgment as to the attractiveness of the yields then available in relation to other opportunities and its expectation of the level of yield that will be available in the future, as well as management's projections as to the short term demand for funds to be used in our loan origination and other activities.

SFAS No. 115 requires that, at the time of purchase, we designate a security as held to maturity, available for sale, or trading, depending on our ability and intent. Securities available for sale are reported at fair value. As of December 31, 2007, all of our investment securities were designated as available for sale except for \$2.8 million in municipal bond investments designated as held to maturity.

Investment Securities Portfolio. The following table sets forth the composition of our investment securities portfolio at the dates indicated.

|   | AT DECEMBER 31,   |               |                   |               |                   |               |
|---|-------------------|---------------|-------------------|---------------|-------------------|---------------|
|   | 2007              |               | 2006              |               | 2005              |               |
|   | Amortized<br>Cost | Fair<br>Value | Amortized<br>Cost | Fair<br>Value | Amortized<br>Cost | Fair<br>Value |
|   | (In Thousands)    |               |                   |               |                   |               |
| <b>Debt Securities:</b>                         |                   |               |                   |               |                   |               |
| U.S. Government and<br>agency obligations ..... | \$18,477          | \$18,515      | \$36,271          | \$35,902      | \$43,825          | \$43,261      |
| State agency and municipal<br>obligations ..... | 3,600             | 3,623         | 3,771             | 3,789         | 5,595             | 5,525         |
| <b>Mortgage-backed securities:</b>              |                   |               |                   |               |                   |               |
| <b>Pass-through securities:</b>                 |                   |               |                   |               |                   |               |
| Fannie Mae .....                                | --                | --            | 576               | 539           | 675               | 634           |
| Freddie Mac .....                               | 1,076             | 1,054         | 3,007             | 2,888         | 3,698             | 3,559         |
| Ginnie Mae .....                                | 197               | 197           | 1,622             | 1,594         | 2,086             | 2,057         |
| Total debt securities .....                     | 23,350            | 23,389        | 45,247            | 44,712        | 55,879            | 55,036        |
| <b>Marketable equity securities</b>             |                   |               |                   |               |                   |               |
| Common stock .....                              | 3                 | 87            | 3                 | 171           | 2                 | 163           |
| Total equity securities ....                    | 2                 | 87            | 3                 | 171           | 2                 | 163           |
| Total interest securities ..                    | \$23,352          | \$23,476      | \$45,250          | \$44,883      | \$55,881          | \$55,199      |

Portfolio Maturities and Yields. The composition and maturities of the investment securities portfolio at December 31, 2007 are summarized in the following table. Maturities are based on the final contractual payment dates, and do not reflect the impact of prepayments or early redemptions that may occur. State and municipal securities yields have not been adjusted to a tax-equivalent basis.

| AT DECEMBER 31, 2007                         |                  |                        |                                       |                        |  |                        |                     |
|--|------------------|------------------------|---------------------------------------|------------------------|--|------------------------|---------------------|
|  | One Year or Less |                        | More than One Year Through Five years |                        | More than Five Years Through Ten Years |                        | More than Ten Years |
|  | Amortized Cost   | Weighted Average Yield | Amortized Cost                        | Weighted Average Yield | Amortized Cost                         | Weighted Average Yield | Amortized Cost      |
| (Dollars in Thousands)                       |                  |                        |                                       |                        |  |                        |                     |
| <b>DEBT SECURITIES:</b>                      |                  |                        |                                       |                        |  |                        |                     |
| U.S. Government and agency securities..      | \$5,498          | 4.16%                  | \$12,979                              | 4.37%                  | --                                     | 0.00%                  | \$ --               |
| State agency and municipal obligations ..... | 80               | 3.56%                  | 594                                   | 3.57%                  | 877                                    | 4.01%                  | 2,048               |
| Mortgage-backed securities                   |                  |                        |                                       |                        |  |                        |                     |
| Fannie Mae .....                             | --               | 0.00%                  | --                                    | 0.00%                  | --                                     | 0.00%                  | --                  |
| Freddie Mac .....                            | --               | 0.00%                  | 1,056                                 | 3.66%                  | 20                                     | 6.53%                  | --                  |
| Ginnie Mae .....                             | --               | 0.00%                  | --                                    | 0.00%                  | 152                                    | 6.15%                  | 45                  |
| Total debt securities .....                  | 5,578            |                        | 14,629                                |                        | 1,049                                  |                        | 2,093               |
| <b>MARKETABLE EQUITY SECURITIES:</b>         |                  |                        |                                       |                        |  |                        |                     |
| Common Stock .....                           | --               | 0.00%                  | --                                    | 0.00%                  | --                                     | 0.00%                  | 2                   |
| Total investment securities.....             | \$5,578          |                        | \$14,629                              |                        | \$1,049                                |                        | \$2,095             |

**SOURCES OF FUNDS**

GENERAL. Deposits are the major source of our funds for lending and other investment purposes. We generate deposits from our nine full-service offices in Alpena, Mio, Cheboygan, Oscoda, Lewiston, Mancelona, Alanson and Gaylord. In addition to deposits, we derive funds from borrowings, proceeds from the settlement of loan sales, the amortization and prepayment of loans and mortgage-backed securities, the maturity of investment securities, and operations. Scheduled loan principal repayments are a relatively stable source of funds, while deposit inflows and outflows and loan prepayments are influenced significantly by general interest rates and market conditions. Borrowings are used on a short-term basis to compensate for reductions in the availability of funds from other sources or on a longer term basis for general business purposes. We currently are managing liquidity levels and loan funding primarily through secondary mortgage market sales.

DEPOSITS. We generate deposits primarily from our market area by offering a broad selection of deposit instruments including NOW accounts, regular savings, money market deposits, term certificate accounts and individual retirement

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accounts. Deposit account terms vary according to the minimum balance required, the period of time during which the funds must remain on deposit, and the interest rate, among other factors. The maximum rate of interest which we must pay is not established by regulatory authority. The asset/liability committee regularly evaluates our internal cost of funds, surveys rates offered by competing institutions, reviews the cash flow requirements for lending and liquidity, and executes rate changes when deemed appropriate. We have sought to decrease the risk associated with changes in interest rates by offering competitive rates on some deposit accounts and by pricing certificates of deposit to provide customers with incentives to choose certificates of deposit with longer maturities. We also attract non-interest bearing commercial deposit accounts from our commercial borrowers and offer a competitive sweep product that is not insured by the FDIC. In recent periods, we generally have not obtained funds through brokers or through a solicitation of funds outside our market area. At December 31, 2007 we had no brokered deposits. We offer a limited amount of certificates of deposit in excess of \$100,000 which may have negotiated rates. Future liquidity needs are expected to be satisfied through the use of Federal Home Loan Bank borrowings as necessary. Management does not generally plan on paying above-market rates on deposit products.

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The following table sets forth the distribution of total deposit accounts, by account type, at the dates indicated.

|                              | At December 31, |                     |   |           |                     |   |
|------------------------------|-----------------|---------------------|---|-----------|---------------------|---|
|                              | 2007            |                     |   | 2006      |                     |   |
|                              | Amount          | Percent<br>of Total | Weighted<br>Average<br>Interest<br>Rate | Amount    | Percent<br>of Total | Weighted<br>Average<br>Interest<br>Rate |
|                              | (Dollars in     |                     |   |           |                     |   |
| Non-interest-bearing .....   | \$ 10,186       | 6.19%               | NA                                      | \$ 10,029 | 5.66%               | NA                                      |
| NOW accounts .....           | 15,135          | 9.20%               | 0.32%                                   | 15,526    | 8.77%               | 0.31%                                   |
| Passbook .....               | 15,595          | 9.48%               | 0.30%                                   | 18,957    | 10.71%              | 0.30%                                   |
| Investment sweep account ... | 7,006           | 4.26%               | 2.65%                                   | 6,495     | 3.67%               | 3.86%                                   |
| Money market accounts .....  | 11,116          | 6.76%               | 2.61%                                   | 12,450    | 7.03%               | 2.64%                                   |
| Time deposits that mature:   |                 |                     |   |           |                     |   |
| Less than 12 months .....    | 77,275          | 46.98%              | 4.37%                                   | 86,106    | 48.63%              | 4.52%                                   |
| Within 12-36 months .....    | 24,944          | 15.17%              | 4.68%                                   | 19,670    | 11.11%              | 4.08%                                   |
| Beyond 36 months .....       | 3,213           | 1.95%               | 4.22%                                   | 7,125     | 4.02%               | 5.31%                                   |
| Jumbo .....                  | --              | 0.00%               | 0.00%                                   | 700       | 0.40%               | 4.04%                                   |
|                              | -----           | -----               | ----                                    | -----     | -----               | ----                                    |
| Total deposits .....         | \$164,470       | 100.00%             | 3.19%                                   | \$177,058 | 100.00%             | 3.27%                                   |
|                              | =====           | =====               | =====                                   | =====     | =====               | =====                                   |

TIME DEPOSIT RATES. The following table sets forth time deposits classified by rates as of the dates indicated (see Note 7 to our consolidated financial statements contained within Exhibit 13) for a more detailed breakdown by rate range):

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| Rate                         | At December 31, |           |           |
|------------------------------|-----------------|-----------|-----------|
|                              | 2007            | 2006      | 2005      |
|                              | (In Thousands)  |           |           |
| Less than 2%                 | \$ --           | \$ 757    | \$ 7,443  |
| 2.00 percent to 2.99 percent | 11,346          | 4,487     | 20,199    |
| 3.00 percent to 3.99 percent | 11,977          | 25,847    | 59,350    |
| 4.00 percent to 4.99 percent | 70,900          | 52,502    | 25,470    |
| 5.00 percent to 6.99 percent | 9,857           | 28,503    | 8,667     |
| 7.00 percent to 8.99 percent | 1,352           | 1,505     | 1,461     |
|                              | \$105,432       | \$113,601 | \$122,590 |
|                              | =====           | =====     | =====     |

TIME DEPOSIT MATURITIES. The following table sets forth the amount and maturities of time deposits at December 31, 2007.

| Rate                         | Less Than One Year | 1 - Less than 2 Years | 2 - Less than 3 Years | 3 - Less than 5 Years | 5 years and Greater | Total     |
|------------------------------|--------------------|-----------------------|-----------------------|-----------------------|---------------------|-----------|
| Less than 2%                 | \$ --              | \$ --                 | \$ --                 | \$ --                 | \$ --               | \$ --     |
| 2.00 percent to 2.99 percent | 10,750             | 218                   | 265                   | --                    | 113                 | 11,346    |
| 3.00 percent to 3.99 percent | 7,997              | 2,787                 | 864                   | 183                   | 146                 | 11,977    |
| 4.00 percent to 4.99 percent | 52,796             | 14,566                | 1,280                 | 2,075                 | 183                 | 70,900    |
| 5.00 percent to 6.99 percent | 5,732              | 1,599                 | 2,013                 | 513                   | --                  | 9,857     |
| 7.00 percent to 8.99 percent | --                 | --                    | 1,352                 | --                    | --                  | 1,352     |
|                              | \$77,275           | \$19,170              | \$5,774               | \$2,771               | \$442               | \$105,432 |
|                              | =====              | =====                 | =====                 | =====                 | =====               | =====     |

As of December 31, 2007, the aggregate amount of outstanding certificates of deposit in amounts greater than or equal to \$100,000 was \$30.1 million. The following table sets forth the maturity of those certificates as of December 31, 2007.

| Maturity Period              | Certificates of Deposit |
|------------------------------|-------------------------|
|                              | (In thousands)          |
| Three months or less .....   | \$ 8,927                |
| Three through six months ... | 3,691                   |
| Six through twelve months .. | 10,279                  |
| Over twelve months .....     | 7,223                   |
|                              | -----                   |
| Total .....                  | \$30,120                |
|                              | =====                   |

BORROWINGS. Our borrowings consist primarily of advances from the Federal



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Home Loan Bank of Indianapolis. At December 31, 2007, we had access to additional Federal Home Loan Bank advances of up to \$37.8 million. The following table sets forth information concerning balances and interest rates on our Federal Home Loan Bank advances and other borrowings at the dates and for the periods indicated.

|   | Years Ended December 31, |          |          |
|---|--------------------------|----------|----------|
|   | 2007                     | 2006     | 2005     |
|   | (Dollars in Thousands)   |          |          |
| Balance at end of period                        | \$52,684                 | \$66,042 | \$54,403 |
| Average balance during period                   | \$54,425                 | \$62,159 | \$51,627 |
| Maximum outstanding at any month end            | \$66,850                 | \$66,650 | \$61,440 |
| Weighted average interest rate at end of period | 4.68%                    | 5.09%    | 4.40%    |
| Average interest rate during period             | 4.78%                    | 4.99%    | 4.51%    |

### SUBSIDIARY ACTIVITY

First Federal of Northern Michigan Bancorp, Inc.'s only direct subsidiary is First Federal of Northern Michigan.

First Federal of Northern Michigan has two wholly owned subsidiaries. First Federal of Northern Michigan and these subsidiaries have been consolidated in the financial statements and all inter-company balances and transactions have been eliminated in consolidation.

One subsidiary, Financial Services & Mortgage Corporation, leases, sells, develops and maintains real estate properties. For reporting purposes, Financial Services & Mortgage Corporation is included in our banking segment. As of December 31, 2007, First Federal of Northern Michigan's investment in Financial Services & Mortgage Corporation was \$304,000. The primary asset of the subsidiary is an investment in land and real estate. See "Real Estate Development Activities." At December 31, 2007, Financial Services & Mortgage Corporation owned six developed building sites which were being offered for sale. Financial Services & Mortgage Corporation is not currently a party to any agreement that is material to First Federal of Northern Michigan Bancorp, Inc. on a consolidated basis.

First Federal of Northern Michigan's second subsidiary, ICA, is a licensed insurance agency engaged in the business of property, casualty and health insurance sales. First Federal of Northern Michigan acquired ICA in June 2003 for \$2.87 million. ICA's revenues are derived from the sale of life insurance, property and casualty insurance and health insurance. At December 31, 2007, life insurance revenues represented 6% of sales, property and casualty insurance revenues represented 24% of sales and health insurance sales represented 70% of sales. At December 31, 2007, 35% of the health insurance sales resulted from a contract under which 11 chambers of commerce in 10 surrounding counties offer their constituents the opportunity to purchase group health plans through ICA. This contract was terminated effective January 1, 2006; however, ICA will continue to receive commissions on policies sold under this contract prior to December 31, 2005 and can continue to sell health products to non-chamber of commerce customers, however see "Subsequent Events" in the "Management's Discussion and Analysis of Financial Condition and Results of operations" Section of our Annual Report for the year ended December 31, 2007.

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As part of the acquisition of ICA, First Federal of Northern Michigan entered into an employment agreement with one of ICA's former owners, which was set to expire in February 2006. However the former employee retired, thereby terminating the contract effective May 1, 2005. In addition, First Federal of Northern Michigan entered into an "earn out" agreement with one of the former ICA owners that pays up to \$300,000 per year if certain net sales goals are achieved. One \$300,000 payment was made in February 2004, the second in February 2005, and the final payment was made in January 2006.

### PERSONNEL

As of December 31, 2007, First Federal of Northern Michigan had 79 full-time and 23 part-time employees. None of the Bank's employees is represented by a collective bargaining group. The Bank believes its relationship with its employees to be good. ICA had 17 full-time and 3 part-time employees as of the same date. First Federal of Northern Michigan Bancorp, Inc. and FSMC have no separate employees.

### SUPERVISION AND REGULATION

#### GENERAL

As a federally chartered savings bank, First Federal of Northern Michigan is regulated and supervised by the Office of Thrift Supervision and the Federal Deposit Insurance Corporation. This regulation and supervision establishes a comprehensive framework of activities in which we may engage, and is intended primarily for the protection of the Federal Deposit Insurance Corporation's deposit insurance funds and depositors. Under this system of federal regulation, financial institutions are periodically examined to ensure that they satisfy applicable standards with respect to their capital adequacy, assets, management, earnings, liquidity and sensitivity to market interest rates. After completing an examination, the federal agency critiques the financial institution's operations and assigns its rating (known as an institution's CAMELS). Under federal law, an institution may not disclose its CAMELS rating to the public. First Federal of Northern Michigan also is a member of, and owns stock in, the Federal Home Loan Bank of Indianapolis, which is one of the twelve regional banks in the Federal Home Loan Bank System. First Federal of Northern Michigan also is regulated, to a lesser extent, by the Board of Governors of the Federal Reserve System, governing reserves to be maintained against deposits and other matters. The Office of Thrift Supervision examines First Federal of Northern Michigan and prepares reports for consideration by our board of directors on any operating deficiencies. First Federal of Northern Michigan's relationship with our depositors and borrowers also is regulated to a great extent by both federal and state laws, especially in matters concerning the ownership of deposit accounts and the form and content of our loan documents.

There can be no assurance that changes to existing laws, rules and regulations, or any other new laws, rules or regulations, will not be adopted in the future, which could make compliance more difficult or expensive or otherwise adversely affect our business, financial condition or prospects. Any change in these laws or regulations, or in regulatory policy, whether by the Federal Deposit Insurance Corporation, the Office of Thrift Supervision or Congress, could have a material adverse impact on our business, financial condition or operations.

#### FEDERAL BANKING REGULATION

**BUSINESS ACTIVITIES.** A federal savings bank derives its lending and investment powers from the Home Owners' Loan Act, and the regulations of the Office of Thrift Supervision. Under these laws and regulations, First Federal of

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Northern Michigan may invest in mortgage loans secured by residential and commercial real estate, commercial business and consumer loans, certain types of debt securities and certain other loans and assets. First Federal of Northern Michigan also may establish subsidiaries that may engage in activities not otherwise permissible for First Federal of Northern Michigan directly, including real estate investment, securities brokerage and insurance agency services.

**CAPITAL REQUIREMENTS.** Office of Thrift Supervision regulations require savings banks to meet three minimum capital standards: a 1.5% tangible capital ratio, a 4% leverage ratio (3% for institutions receiving the highest CAMELS rating) and an 8% risk-based capital ratio. The prompt corrective action standards discussed below, in effect, establish a minimum 2% tangible capital standard.

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The risk-based capital standard for savings banks requires the maintenance of Tier 1 (core) and total capital (which is defined as core capital and supplementary capital) to risk-weighted assets of at least 4% and 8%, respectively. In determining the amount of risk-weighted assets, all assets, including certain off-balance sheet assets, are multiplied by a risk-weight factor of 0% to 100%, assigned by the Office of Thrift Supervision capital regulation based on the risks inherent in the type of asset. Core capital is defined as common stockholders' equity (including retained earnings), certain noncumulative perpetual preferred stock and related surplus and minority interests in equity accounts of consolidated subsidiaries, less intangibles other than certain mortgage servicing rights and credit card relationships. The components of supplementary capital currently include cumulative preferred stock, long-term perpetual preferred stock, mandatory convertible securities, subordinated debt and intermediate preferred stock, allowance for loan and lease losses up to a maximum of 1.25% of risk-weighted assets, and up to 45% of net unrealized gains on available-for-sale equity securities with readily determinable fair market values. Overall, the amount of supplementary capital included as part of total capital cannot exceed 100% of core capital.

At December 31, 2007, First Federal of Northern Michigan's capital exceeded all applicable requirements. The following table sets forth the Bank's capital position at December 31, 2007 and 2006, as compared to the minimum capital requirements.

|                               | AT DECEMBER 31,        |                      |          |                      |
|-------------------------------|------------------------|----------------------|----------|----------------------|
|                               | 2007                   |                      | 2006     |                      |
|                               | Amount                 | Percent<br>of Assets | Amount   | Percent<br>of Assets |
|                               | -----                  | -----                | -----    | -----                |
|                               | (Dollars in Thousands) |                      |          |                      |
| Equity capital .....          | \$31,154               | 12.42%               | \$34,615 | 12.32%               |
| Tangible Capital Requirement: |                        |                      |          |                      |
| Tangible capital level .....  | 27,295                 | 11.05%               | 30,550   | 11.03%               |
| Requirement .....             | 3,705                  | 1.50%                | 4,157    | 1.50%                |
|                               | -----                  | -----                | -----    | -----                |
| Excess .....                  | 23,590                 | 9.55%                | 26,393   | 9.53%                |

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### Core Capital Requirement:

|                          |        |        |        |        |
|--------------------------|--------|--------|--------|--------|
| Core capital level ..... | 27,295 | 11.05% | 30,550 | 11.03% |
| Requirement .....        | 9,880  | 4.00%  | 11,083 | 4.00%  |
|                          | -----  | -----  | -----  | -----  |
| Excess .....             | 17,415 | 7.05%  | 19,467 | 7.03%  |

### Risk-based Capital Requirement:

|                                |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|
| Risk-based capital level ..... | 29,607 | 16.27% | 32,705 | 17.10% |
| Requirement .....              | 14,558 | 8.00%  | 15,302 | 8.00%  |
|                                | -----  | -----  | -----  | -----  |
| Excess .....                   | 15,049 | 8.27%  | 17,403 | 9.10%  |

LOANS TO ONE BORROWER. A federal savings bank generally may not make a loan or extend credit to a single or related group of borrowers in excess of 15% of unimpaired capital and surplus on an unsecured basis. An additional amount may be loaned, equal to 10% of unimpaired capital and surplus, if the loan is secured by readily marketable collateral, which generally does not include real estate. As of December 31, 2007, First Federal of Northern Michigan was in compliance with the loans-to-one-borrower limitations.

QUALIFIED THRIFT LENDER TEST. As a federal savings bank, First Federal of Northern Michigan is subject to a qualified thrift lender, or "QTL," test. Under the QTL test, First Federal of Northern Michigan must maintain at least 65% of its "portfolio assets" in "qualified thrift investments" in at least nine months of the most recent 12-month period. "Portfolio assets" generally means total assets of a savings institution, less the sum of specified liquid assets up to 20% of total assets, goodwill and other intangible assets, and the value of property used in the conduct of the institution's business.

"Qualified thrift investments" include various types of loans made for residential and housing purposes, investments related to such purposes, including certain mortgage-backed and related securities, and loans for personal, family, household and certain other purposes up to a limit of 20% of portfolio assets. "Qualified thrift investments" also include 100% of an institution's credit card loans, education loans and small business loans. First Federal of Northern Michigan also may satisfy the QTL test by qualifying as a "domestic building and loan association" as defined in the Internal Revenue Code of 1986.

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A savings bank that fails the QTL test must either convert to a bank charter or operate under specified restrictions. At December 31, 2007, First Federal of Northern Michigan maintained approximately 91.8% of its portfolio assets in qualified thrift investments, and therefore satisfied the QTL test.

CAPITAL DISTRIBUTIONS. Office of Thrift Supervision regulations govern capital distributions by a federal savings bank, which include cash dividends, stock repurchases and other transactions charged to the institution's capital account. A savings bank must file an application for approval of a capital distribution if:

- the total capital distributions for the applicable calendar year exceed the sum of the savings bank's net income for that year to date plus the savings bank's retained net income for the preceding two years;
- the savings bank would not be at least adequately capitalized

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following the distribution;

- the distribution would violate any applicable statute, regulation, agreement or Office of Thrift Supervision-imposed condition; or
- the savings bank is not eligible for expedited treatment of its filings.

Even if an application is not otherwise required, every savings bank that is a subsidiary of a holding company must still file a notice with the Office of Thrift Supervision at least 30 days before the board of directors declares a dividend or approves a capital distribution.

The Office of Thrift Supervision may disapprove a notice or application if:

- the savings bank would be undercapitalized following the distribution;
- the proposed capital distribution raises safety and soundness concerns; or
- the capital distribution would violate a prohibition contained in any statute, regulation or agreement.

LIQUIDITY. A federal savings bank is required to maintain a sufficient amount of liquid assets to ensure its safe and sound operation.

COMMUNITY REINVESTMENT ACT AND FAIR LENDING LAWS. All savings banks have a responsibility under the Community Reinvestment Act and related regulations of the Office of Thrift Supervision to help meet the credit needs of their communities, including low- and moderate-income neighborhoods. In connection with its examination of a federal savings bank, the Office of Thrift Supervision is required to assess the savings bank's record of compliance with the Community Reinvestment Act. In addition, the Equal Credit Opportunity Act and the Fair Housing Act prohibit lenders from discriminating in their lending practices on the basis of characteristics specified in those statutes. A savings bank's failure to comply with the provisions of the Community Reinvestment Act could, at a minimum, result in regulatory restrictions on its activities. The failure to comply with the Equal Credit Opportunity Act and the Fair Housing Act could result in enforcement actions by the Office of Thrift Supervision, as well as other federal regulatory agencies and the Department of Justice. First Federal of Northern Michigan received an "outstanding" Community Reinvestment Act rating in its most recent federal examination.

TRANSACTIONS WITH RELATED PARTIES. A federal savings bank's authority to engage in transactions with its "affiliates" is limited by Office of Thrift Supervision regulations and Regulation W of the Federal Reserve Board, which implements Sections 23A and 23B of the Federal Reserve Act. The term "affiliates" for these purposes generally means any company that controls or is under common control with an institution. First Federal of Northern Michigan Bancorp, Inc. and its non-savings institution subsidiaries will be affiliates of First Federal of Northern Michigan. In general, transactions with affiliates must be on terms that are as favorable to the savings bank as comparable transactions with non-affiliates. In addition, certain types of these transactions are restricted to an aggregate percentage of the savings bank's capital. Collateral in specified amounts must usually be provided by affiliates in order to receive loans from the savings bank. In addition, Office of Thrift Supervision regulations prohibit a savings bank from lending to any of its affiliates that are engaged in activities that are not permissible for bank holding companies and from purchasing the securities of any affiliate, other than a subsidiary.

First Federal of Northern Michigan's authority to extend credit to its directors, executive officers and 10% stockholders, as well as to entities controlled by such persons, is currently governed by the requirements of Sections 22(g) and 22(h) of the Federal Reserve Act and Regulation O of the Federal Reserve Board. Among other things, these provisions require that extensions of credit to insiders (i) be made on terms that are substantially the same as, and follow credit underwriting procedures that are not less stringent than, those prevailing for comparable transactions with unaffiliated persons and that do not involve more than the normal risk of repayment or present other unfavorable features, and (ii) not exceed certain limitations on the amount of credit extended to such persons, individually and in the aggregate, which limits are based, in part, on the amount of First Federal of Northern Michigan's capital. In addition, extensions of credit in excess of certain limits must be approved by First Federal of Northern Michigan's board of directors.

ENFORCEMENT. The Office of Thrift Supervision has primary enforcement responsibility over federal savings banks and has the authority to bring enforcement action against all "institution-affiliated parties," including stockholders, attorneys, appraisers and accountants who knowingly or recklessly participate in wrongful action likely to have an adverse effect on an institution. Formal enforcement action may range from the issuance of a capital directive or cease and desist order to removal of officers and/or directors of the savings bank, receivership, conservatorship or the termination of deposit insurance. Civil penalties cover a wide range of violations and actions, and range up to \$25,000 per day, unless a finding of reckless disregard is made, in which case penalties may be as high as \$1 million per day. The Federal Deposit Insurance Corporation also has the authority to recommend to the Director of the Office of Thrift Supervision that enforcement action be taken with respect to a particular savings bank. If action is not taken by the Director, the Federal Deposit Insurance Corporation has authority to take action under specified circumstances.

STANDARDS FOR SAFETY AND SOUNDNESS. Federal law requires each federal banking agency to prescribe certain standards for all insured depository institutions. These standards relate to, among other things, internal controls, information systems and audit systems, loan documentation, credit underwriting, interest rate risk exposure, asset growth, compensation, and other operational and managerial standards as the agency deems appropriate. The federal banking agencies adopted Interagency Guidelines Prescribing Standards for Safety and Soundness 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 guidelines address internal controls and information systems, internal audit systems, credit underwriting, loan documentation, interest rate risk exposure, asset growth, compensation, fees and benefits. 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. If an institution fails to meet these standards, the appropriate federal banking agency may require the institution to submit a compliance plan.

PROMPT CORRECTIVE ACTION REGULATIONS. Under the prompt corrective action regulations, the Office of Thrift Supervision is required and authorized to take supervisory actions against undercapitalized savings banks. For this purpose, a savings bank is placed in one of the following five categories based on the savings bank's capital:

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- well-capitalized (at least 5% leverage capital, 6% tier 1 risk-based capital and 10% total risk-based capital);
- adequately capitalized (at least 4% leverage capital, 4% tier 1 risk-based capital and 8% total risk-based capital);
- undercapitalized (less than 3% leverage capital, 4% tier 1 risk-based capital or 8% total risk-based capital);
- significantly undercapitalized (less than 3% leverage capital, 3% tier 1 risk-based capital or 6% total risk-based capital); or
- critically undercapitalized (less than 2% tangible capital).

Generally, the Office of Thrift Supervision is required to appoint a receiver or conservator for a savings bank that is "critically undercapitalized." The regulation also provides that a capital restoration plan must be filed with the Office of Thrift Supervision within 45 days of the date a savings bank receives notice that it is "undercapitalized," "significantly undercapitalized" or "critically undercapitalized." In addition, numerous mandatory supervisory actions become immediately applicable to the savings bank, including, but not limited to, restrictions on growth, investment

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activities, capital distributions and affiliate transactions. The Office of Thrift Supervision may also take any one of a number of discretionary supervisory actions against undercapitalized savings banks, including the issuance of a capital directive and the replacement of senior executive officers and directors.

At December 31, 2007, First Federal of Northern Michigan met the criteria for being considered "well-capitalized."

INSURANCE OF DEPOSIT ACCOUNTS. Deposit accounts in First Federal of Northern Michigan are insured by the Federal Deposit Insurance Corporation generally up to a maximum of \$100,000 per separately insured depositor and up to a maximum of \$250,000 for self-directed retirement accounts. First Federal of Northern Michigan's deposits, therefore, are subject to Federal Deposit Insurance Corporation deposit insurance assessments.

On February 15, 2006, federal legislation to reform federal deposit insurance was enacted. This new legislation required, among other things, that the Federal Deposit Insurance Corporation adopt regulations increasing the maximum amount of federal deposit insurance coverage per separately insured depositor beginning in 2010 (with a cost of living adjustment to become effective in five years) and modifying the deposit fund's reserve ratio for a range between 1.15% and 1.50% of estimated insured deposits.

On November 2, 2006, the Federal Deposit Insurance Corporation adopted final regulations establishing a risk-based assessment system that will enable the Federal Deposit Insurance Corporation to more closely tie each financial institution's premiums to the risk it poses to the deposit insurance fund. Under the new risk-based assessment system, which became effective in the beginning of 2007, the Federal Deposit Insurance Corporation will evaluate the risk of each financial institution based on three primary sources of information: (1) its supervisory rating, (2) its financial ratios, and (3) its long-term debt issuer rating, if the institution has one. The new rates for nearly all of the financial institution industry will vary between five and seven cents for every

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\$100 of domestic deposits. At the same time, the Federal Deposit Insurance Corporation also adopted final regulations designating the reserve ratio for the deposit insurance fund during 2007 at 1.25% of estimated insured deposits.

Effective March 31, 2006, the Federal Deposit Insurance Corporation merged the Bank Insurance Fund and the Savings Association Insurance Fund into a single insurance fund called the Deposit Insurance Fund. The merger of the two separate insurance funds did not affect the authority of the Financing Corporation, a mix-ownership government corporation, to impose and collect, with approval of the Federal Deposit Insurance Corporation, assessments for anticipated payments, insurance costs and custodial fees on bonds issued by the Financing Corporation in the 1980s to recapitalize the Federal Savings and Loan Insurance Corporation. The bonds issued by the Financing Corporation are due to mature in 2017 through 2019. For the quarter ended December 31, 2007, the Financing Corporation assessment was equal to 1.14 basis points for each \$100 in domestic deposits maintained at an institution.

PROHIBITIONS AGAINST TYING ARRANGEMENTS. Federal savings banks are prohibited, subject to some exceptions, from extending credit to or offering any other service, or fixing or varying the consideration for such extension of credit or service, on the condition that the customer obtain some additional service from the savings bank or its affiliates or not obtain services of a competitor of the savings bank.

FEDERAL HOME LOAN BANK SYSTEM. First Federal of Northern Michigan is a member of the Federal Home Loan Bank System, which consists of 12 regional Federal Home Loan Banks. The Federal Home Loan Bank System provides a central credit facility primarily for member institutions. As a member of the Federal Home Loan Bank of Indianapolis, First Federal of Northern Michigan is required to acquire and hold shares of capital stock in the Federal Home Loan Bank in an amount equal to at least 1% of the aggregate principal amount of its unpaid residential mortgage loans and similar obligations at the beginning of each year, or 1/20 of its borrowings from the Federal Home Loan Bank, whichever is greater. As of December 31, 2007, First Federal of Northern Michigan was in compliance with this requirement.

### FEDERAL RESERVE SYSTEM

Federal Reserve Board regulations require savings banks to maintain non-interest-earning reserves against their transaction accounts, such as negotiable order of withdrawal and regular checking accounts. At December 31, 2007, First Federal of Northern Michigan was in compliance with these reserve requirements. The balances maintained to meet the reserve requirements imposed by the Federal Reserve Board may be used to satisfy liquidity requirements imposed by the Office of Thrift Supervision.

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### 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 federal savings banks, like First Federal of Northern Michigan. 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



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representatives (including foreign individuals visiting the United States).

First Federal of Northern Michigan has established policies and procedures to ensure compliance with the USA PATRIOT Act's provisions, and the impact of the USA PATRIOT Act on our operations has not been material.

### PRIVACY REQUIREMENTS OF THE GRAMM-LEACH-BLILEY ACT

The Gramm-Leach-Bliley Act of 1999 provided for sweeping financial modernization for commercial banks, savings banks, securities firms, insurance companies, and other financial institutions operating in the United States. Among other provisions, the Gramm-Leach-Bliley Act places limitations on the sharing of consumer financial information with unaffiliated third parties. Specifically, the Gramm-Leach-Bliley Act requires all financial institutions offering financial products or services to retail customers to provide such customers with the financial institution's privacy policy and provide such customers the opportunity to "opt out" of the sharing of personal financial information with unaffiliated third parties.

### HOLDING COMPANY REGULATION

First Federal of Northern Michigan Bancorp, Inc. is a unitary savings and loan holding company, subject to regulation and supervision by the Office of Thrift Supervision. The Office of Thrift Supervision has enforcement authority over First Federal of Northern Michigan Bancorp, Inc. and its non-savings institution subsidiaries. Among other things, this authority permits the Office of Thrift Supervision to restrict or prohibit activities that are determined to be a risk to First Federal of Northern Michigan.

Under prior law, a unitary savings and loan holding company generally had no regulatory restrictions on the types of business activities in which it could engage, provided that its subsidiary savings association was a qualified thrift lender. The Gramm-Leach-Bliley Act, however, restricts unitary savings and loan holding companies not existing on, or applied for before, May 4, 1999, to those activities permissible for financial holding companies or for multiple savings and loan holding companies. First Federal of Northern Michigan Bancorp, Inc. is not a grandfathered unitary savings and loan holding company and, therefore, is limited to the activities permissible for financial holding companies or for multiple savings and loan holding companies. A financial holding company may engage in activities that are financial in nature, including underwriting equity securities and insurance, incidental to financial activities or complementary to a financial activity. A multiple savings and loan holding company is generally limited to activities permissible for bank holding companies under Section 4(c)(8) of the Bank Holding Company Act, subject to the prior approval of the Office of Thrift Supervision, and certain additional activities authorized by Office of Thrift Supervision regulations.

Federal law prohibits a savings and loan holding company, directly or indirectly, or through one or more subsidiaries, from acquiring control of another savings institution or holding company thereof, without prior written approval of the Office of Thrift Supervision. It also prohibits the acquisition or retention of, with specified exceptions, more than 5% of the equity securities of a company engaged in activities that are not closely related to banking or financial in nature or acquiring or retaining control of an institution that is not federally insured. In evaluating applications by holding companies to acquire savings institutions, the Office of Thrift Supervision must consider the financial and managerial resources and future prospects of the savings institution involved, the effect of the acquisition on the risk to the insurance fund, the convenience and needs of the community and competitive factors.

## SARBANES-OXLEY ACT OF 2002

The Sarbanes-Oxley Act of 2002 was enacted in response to public concerns regarding corporate accountability. The stated goals of the Sarbanes-Oxley Act are to increase corporate responsibility, to provide for enhanced penalties for accounting and auditing improprieties at publicly traded companies, and to protect investors by improving the accuracy and reliability of corporate disclosures pursuant to the securities laws. The Sarbanes-Oxley Act generally applies to all companies that file or are required to file periodic reports with the SEC, under the Securities Exchange Act of 1934.

The Sarbanes-Oxley Act includes very specific additional disclosure requirements and new corporate governance rules requiring the SEC and securities exchanges to adopt extensive additional disclosure, corporate governance and other related rules, and mandates further studies of certain issues by the SEC. The Sarbanes-Oxley Act represents significant federal involvement in matters traditionally left to state regulatory systems, such as the regulation of the accounting profession, and to state corporate law, such as the relationship between a board of directors and management and between a board of directors and its committees.

## FEDERAL SECURITIES LAWS

First Federal of Northern Michigan Bancorp, Inc.'s common stock is registered with the Securities and Exchange Commission under the Securities Exchange Act of 1934. First Federal of Northern Michigan Bancorp, Inc. is subject to the information, proxy solicitation, insider trader restrictions and other requirements under the Securities Exchange of 1934.

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

## TAXATION

## FEDERAL TAXATION

GENERAL. First Federal of Northern Michigan Bancorp, Inc. and First Federal of Northern Michigan 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 material federal income tax matters and is not a comprehensive description of the tax rules applicable to First Federal of Northern Michigan Bancorp, Inc. and First Federal of Northern Michigan.

METHOD OF ACCOUNTING. For federal income tax purposes, First Federal of Northern Michigan currently reports its income and expenses on the accrual method of accounting and uses a tax year ending December 31 for filing its consolidated federal income tax returns. The Small Business Protection Act of 1996 eliminated the use of the reserve method of accounting for bad debt reserves by savings institutions, effective for taxable years beginning after 1995.

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**BAD DEBT RESERVES.** Prior to the Small Business Protection Act of 1996, First Federal of Northern Michigan was permitted to establish a reserve for bad debts for tax purposes and to make annual additions to the reserve. These additions could, within specified formula limits, be deducted in arriving at First Federal of Northern Michigan's taxable income. As a result of the Small Business Protection Act, First Federal of Northern Michigan must use the specific charge off method in computing its bad debt deduction for tax purposes.

**TAXABLE DISTRIBUTIONS AND RECAPTURE.** Prior to the Small Business Protection Act of 1996, bad debt reserves created prior to 1988 were subject to recapture into taxable income if First Federal of Northern Michigan failed to meet certain thrift asset and definitional tests. The Small Business Protection Act of 1996 eliminated these thrift-related recapture rules. However, under current law, pre-1988 reserves remain subject to tax recapture should First Federal of Northern Michigan make certain distributions from its tax bad debt reserve or cease to maintain a bank charter. At December 31, 2007, First Federal of Northern Michigan's total federal pre-1988 reserve was approximately \$60,000.

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This reserve reflects the cumulative effects of federal tax deductions by First Federal of Northern Michigan for which no federal income tax provision has been made.

**MINIMUM TAX.** The Internal Revenue Code of 1986, as amended, imposes an alternative minimum tax at a rate of 20% on a base of regular taxable income plus certain tax preferences ("alternative minimum taxable income" or "AMTI"). The alternative minimum tax is payable to the extent such AMTI is in excess of an exemption amount. Net operating losses can, in general, offset no more than 90% of AMTI. Certain payments of alternative minimum tax may be used as credits against regular tax liabilities in future years. First Federal of Northern Michigan has not been subject to the alternative minimum tax and has 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 December 31, 2007, First Federal of Northern Michigan had a net operating loss which it may carry back and/or forward for federal income tax purposes.

**CORPORATE DIVIDENDS.** We may exclude from our income 100% of dividends received from First Federal of Northern Michigan as a member of the same affiliated group of corporations.

The federal income tax returns of First Federal of Northern Michigan Bancorp, Inc. and its predecessor, Alpena Bancshares, Inc. have not been audited by the Internal Revenue Service in the last five fiscal years.

### STATE AND LOCAL TAXATION

During 1999, the State of Michigan enacted legislation that resulted in elimination of the Michigan single business tax by gradually phasing it out over the next 23 years. Public Act 115 reduces the single business tax rate by 0.1% annually beginning January 1, 1999. First Federal of Northern Michigan files Michigan Single Business Tax (SBT) returns, and in 2006 was subject to tax at a rate equal to 1.9% of taxable income. For this purpose, "taxable income" generally means federal taxable income, subject to certain adjustments to arrive at an adjusted tax base. First Federal of Northern Michigan was audited by the State of Michigan in 2001 for the tax years 1997 through 2000. No material

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adjustments were found.

On August 9, 2006, the Michigan Legislature approved the repeal of the Michigan SBT for tax years beginning after December 31, 2007. The Michigan SBT has been replaced with the Michigan Business Tax (MBT). Financial Institutions are subject to a component of the MBT, the Financial Institutions Tax, which is based on capital rather than taxable earnings.

Other applicable state taxes include generally applicable sales, use and real property taxes.

As a Maryland business corporation, First Federal of Northern Michigan Bancorp, Inc. is required to file annual returns with the State of Maryland.

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### ITEM 2. DESCRIPTION OF PROPERTY

As of December 31, 2007, First Federal of Northern Michigan owned its main office and all of its branch offices. At December 31, 2007, the aggregate net book value of our premises and equipment was \$7.6 million, net of \$3.9 million of depreciation. The following is a list of our locations:

#### MAIN OFFICE

100 South Second Avenue  
Alpena, Michigan 49707

#### BRANCH OFFICES

300 South Ripley Boulevard  
Alpena, Michigan 49707

6232 River Street  
Alanson, Michigan 49706

101 South Main Street  
Cheboygan, Michigan 49721

1000 South Wisconsin  
Gaylord, Michigan 49735

2885 South County Road #489  
Lewiston, Michigan 49756

#### INSURANCE CENTER OF ALPENNA

123 S. Second Avenue  
Alpena, Michigan 49707

625 North Williams Street (2)  
Mancelona, Michigan 49659

308 North Morenci  
Mio, Michigan 48647

201 North State Street  
Oscoda, Michigan 48750

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11874 U.S. 23 South (1)  
Ossineke, Michigan 49766

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- (1) This branch was closed on February, 16, 2007. The property has been listed for sale.
  - (2) This branch was closed on February 1, 2008. The property sold in March, 2008.

### ITEM 3. LEGAL PROCEEDINGS

The Company and the Bank are periodically involved in claims and lawsuits that are incident to their business. At December 31, 2007, neither the Company nor the Bank was involved in any claims or lawsuits material to their respective businesses.

### ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

No matters were submitted during the fourth quarter of the year ended December 31, 2007 to a vote of security holders.

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## PART II

### ITEM 5. MARKET FOR COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND SMALL BUSINESS ISSUER PURCHASES OF EQUITY SECURITIES

- (a) First Federal of Northern Michigan Bancorp, Inc.'s common stock is traded on the Nasdaq Global Market under the symbol "FFNM."

As of December 31, 2007 there were 2,884,249 shares of First Federal of Northern Michigan Bancorp, Inc. common stock outstanding. At December 31, 2007, First Federal of Northern Michigan Bancorp, Inc. had approximately 600 stockholders of record. The remaining information required by this item is incorporated by reference to Exhibit 13, the Company's Annual Report to Stockholders.

A table of Securities authorized for issuance under the Company's equity compensation plans as of December 31, 2007 is presented in the Company's proxy statement for the 2008 Annual Meeting of Shareholders and is incorporated herein by reference.

- (b) Not Applicable
- (c) First Federal of Northern Michigan Bancorp, Inc. did not repurchase any of its equity securities during the quarter ended December 31, 2007.

### ITEM 6. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

Information contained in the section captioned "Management's Discussion and Analysis or Plan of Operation" is incorporated by reference to Exhibit 13, the Company's Annual Report to Stockholders.

### ITEM 7. FINANCIAL STATEMENTS

Information contained in the section captioned "Financial Statements" is

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incorporated by reference to Exhibit 13, the Company's Annual Report to Shareholders.

### ITEM 8. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

None

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### ITEM 8A. CONTROLS AND PROCEDURES

#### (a) Evaluation of Disclosure Controls and Procedures.

Under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and Chief Financial Officer, the Company has evaluated the effectiveness of the design and operation of its disclosure controls and procedures (as defined in Rule 13a-15(e) and 15d-15(e) under the Exchange Act) as of the end of the period covered by this annual 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 annual report, the Company's disclosure controls and procedures were effective to ensure that information required to be disclosed in the reports that the Company files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC's rules and forms.

#### (b) Management's Annual Report on Internal Control over Financial Reporting.

Management of the Company is responsible for establishing and maintaining adequate internal control over financial reporting. The Company's internal control system was designed to provide reasonable assurance to the Company's management and Board of Directors regarding the preparation and fair presentation of published financial statements. All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

The Company's management assessed the effectiveness of the Company's internal control over financial reporting as of December 31, 2007. In making this assessment, it used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control-Integrated Framework. Based on management's assessment, we believe that, as of December 31, 2007, the Company's internal control over financial reporting is effective based on those criteria.

This annual report does not include an attestation report of the Company's registered public accounting firm regarding internal control over financial reporting. Management's report was not subject to attestation by the Company's registered public accounting firm pursuant to temporary rules of the SEC that permit the Company to provide only management's report in this annual report.

#### (c) Changes in Internal Control over Financial Reporting.

There has been no change in the Company's internal control over financial reporting identified in connection with the quarterly evaluation that occurred during the Company's last fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Company's internal control over

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financial reporting.

### ITEM 8B. OTHER INFORMATION

None.

## PART III

### ITEM 9. DIRECTORS, EXECUTIVE OFFICERS, PROMOTERS, CONTROL PERSONS AND CORPORATE GOVERNANCE; COMPLIANCE WITH SECTION 16(A) OF THE EXCHANGE ACT

Information concerning directors and executive officers is incorporated herein by reference from the Company's Proxy Statement, specifically the section captioned "Proposal I--Election of Directors."

### ITEM 10. EXECUTIVE COMPENSATION

Information concerning executive compensation is incorporated herein by reference from the Company's Proxy Statement, specifically the section captioned "Proposal I--Election of Directors."

### ITEM 11. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS

Information concerning security ownership of certain owners and management is incorporated herein by reference from the Company's Proxy Statement, specifically the Section captioned "Proposal I - Election of Directors."

### ITEM 12. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS AND DIRECTOR INDEPENDENCE

Information concerning relationships and transactions is incorporated herein by reference from the Company's Proxy Statement, specifically the section captioned "Transactions with Certain Related Persons".

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### ITEM 13. EXHIBITS

The exhibits filed as a part of this form 10-KSB are as follows:

- 3.1 Articles of Incorporation of First Federal of Northern Michigan Bancorp, Inc.\*
- 3.2 Bylaws of First Federal of Northern Michigan Bancorp, Inc.\*
- 4 Form of Common Stock Certificate of First Federal of Northern Michigan Bancorp, Inc.\*
- 10.1 Change in Control Agreements\*
- 10.2 1996 Stock Option Plan\*
- 10.3 1996 Recognition and Retention Plan\*
- 10.4 2006 Stock-Based Incentive Plan\*\*
- 13 Annual Report to Shareholders

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- 14 Code of Ethics \*\*\*
- 21 Subsidiaries of Registrant
- 23 Consent of Plante & Moran PLLC
- 31.1 Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 31.2 Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 32.1 Certification of Chief Executive Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
- 32.2 Certification of Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

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\* Incorporated by reference to the Registration Statement on Form SB-2 of First Federal of Northern Michigan Bancorp, Inc. (Registration No. 333-121178), originally filed with the Commission on December 10, 2004.

\*\* Incorporated by reference to the Definitive Proxy materials filed on April 10, 2006 (No. 000-31957).

\*\*\* Incorporated by reference to the Annual Report on Form 10-KSB of Alpena Bancshares, Inc. filed with the Commission on March 30, 2004 (Registration No. 000-31957).

### ITEM 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES

Information concerning principal accountant fees and services is incorporated herein by reference to the Company's Proxy Statement, specifically the section captioned "Proposal II - Ratification of Appointment of Auditors."

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### SIGNATURES

Pursuant to the requirements of 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.

FIRST FEDERAL OF NORTHERN MICHIGAN  
BANCORP, INC.

By: /s/ Martin A. Thomson

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Martin A. Thomson  
Chief Executive Officer

Date: March 31, 2008

Pursuant to the requirements of the Securities Exchange 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.



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By: /s/ Martin A. Thomson

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Martin A. Thomson, Director and  
Chief Executive Officer  
(Principal Executive Officer)

Date: March 31, 2008

By: /s/ Amy E. Essex

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Amy E. Essex, Chief Financial  
Officer, Treasurer and Corporate  
Secretary (Principal Financial and  
Accounting Officer)

Date: March 31, 2008

By: /s/ James Rapin

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James Rapin, Chairman

Date: March 31, 2008

By: /s/ Keith Wallace

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Keith Wallace, Director

Date: March 31, 2008

By: /s/ Gary VanMassenhove

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Gary VanMassenhove, Director

Date: March 31, 2008

By: /s/ Thomas R. Townsend

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Thomas R. Townsend, Director

Date: March 31, 2008

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