

Flagstone Reinsurance Holdings, S.A.
Form 10-Q
November 02, 2010

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Form 10-Q

☐ Quarterly Report Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934
For the quarterly period ended September 30, 2010

OR

○ Transition Report Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934
For the transition period from _____ to _____

Commission file number 001-33364

Flagstone Reinsurance Holdings, S.A.
(Exact name of registrant as specified in its charter)

Luxembourg
(State or other jurisdiction of
incorporation or organization)

98-0481623
(I.R.S. Employer
Identification No.)

37 Val St André
L-1128 Luxembourg, Grand Duchy of Luxembourg
(Address of principal executive offices)

+352 273 515 30
(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:
Common Shares, par value 1 cent per share
Name of exchange on which registered:
New York Stock Exchange
Bermuda Stock Exchange

Securities registered pursuant to Section 12(g) of the Act: None

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Indicate by check mark whether the Registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See definitions of “accelerated filer”, “large accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer (Do not check if a smaller reporting company) Smaller reporting company

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

As of November 2, 2010, the Registrant had 76,588,153 common voting shares outstanding, net of treasury shares with a par value of \$0.01 per share.

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PART I - FINANCIAL INFORMATION

Item 1. Financial Statements

FLAGSTONE REINSURANCE HOLDINGS, S.A.
 UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS
 (Expressed in thousands of U.S. dollars, except share data)

| | As at September 30, 2010 | As at December 31, 2009 |
|---|-----------------------------|----------------------------|
| ASSETS | | |
| Investments: | | |
| Fixed maturities, at fair value (Amortized cost: 2010 - \$1,492,989; 2009 - \$1,198,187) | \$ 1,563,469 | \$ 1,228,561 |
| Short term investments, at fair value (Amortized cost: 2010 - \$20,253; 2009 - \$231,609) | 19,469 | 232,434 |
| Equity investments, at fair value (Cost: 2010 - \$8,091; 2009 - \$8,516) | 172 | 290 |
| Other investments | 108,683 | 45,934 |
| Total investments | 1,691,793 | 1,507,219 |
| Cash and cash equivalents | 308,962 | 352,185 |
| Restricted cash | 51,266 | 85,916 |
| Premium balances receivable | 403,861 | 278,956 |
| Unearned premiums ceded | 90,084 | 52,690 |
| Reinsurance recoverable | 27,834 | 19,270 |
| Accrued interest receivable | 14,007 | 11,223 |
| Receivable for investments sold | 26,321 | 5,160 |
| Deferred acquisition costs | 74,779 | 54,637 |
| Funds withheld | 25,806 | 22,168 |
| Goodwill | 16,405 | 16,533 |
| Intangible assets | 31,963 | 35,790 |
| Assets held for sale | 11,000 | - |
| Other assets | 123,392 | 125,021 |
| Total assets | \$ 2,897,473 | \$ 2,566,768 |
| LIABILITIES | | |
| Loss and loss adjustment expense reserves | \$ 683,278 | \$ 480,660 |
| Unearned premiums | 497,011 | 330,416 |
| Insurance and reinsurance balances payable | 78,430 | 62,864 |
| Payable for investments purchased | 17,205 | 11,457 |
| Long term debt | 251,472 | 252,402 |
| Other liabilities | 87,688 | 63,155 |
| Total liabilities | 1,615,084 | 1,200,954 |
| EQUITY | | |

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| | | |
|---|--------------|--------------|
| Common voting shares, 300,000,000 authorized, \$0.01 par value, issued and outstanding (2010 - 76,588,153; 2009 - 82,985,219) | 850 | 850 |
| Common shares held in treasury, at cost (2010 - 8,405,106; 2009 - 2,000,000) | (84) | (20) |
| Additional paid-in capital | 830,107 | 892,817 |
| Accumulated other comprehensive loss | (6,319) | (6,976) |
| Retained earnings | 399,499 | 324,347 |
| Total Flagstone shareholders' equity | 1,224,053 | 1,211,018 |
| Noncontrolling interest in subsidiaries | 58,336 | 154,796 |
| Total equity | 1,282,389 | 1,365,814 |
| Total liabilities and equity | \$ 2,897,473 | \$ 2,566,768 |

The accompanying notes to the unaudited condensed consolidated financial statements are an integral part of the unaudited condensed consolidated financial statements.

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FLAGSTONE REINSURANCE HOLDINGS, S.A.
 UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
 AND COMPREHENSIVE INCOME

(Expressed in thousands of U.S. dollars, except share and per share data)

For the three months ended September 30,

REVENUES

Gross
 premiums
 written

\$

Premiums
 ceded

Stephen W. Ensign. Mr. Ensign resides in New London, New Hampshire. He joined the Board in January 2017 following the Company acquisition of LSBG, where he served as Chairman of the Board since 2002, previously serving as Chief Executive Officer from 1992 to 2012 and LSB President until 2008. He also served as Vice Chairman of the board of directors of Ensign Trust Company, a company engaged in the business of trust and investment management and now a subsidiary of Ensign Bankshares. Mr. Ensign is a director and chair of the Investment Committee for Concord General Group, a mutual insurance company, and is presently in his second term as Chairman of the Board of the New Hampshire Housing Finance Authority. Mr. Ensign previously held various positions with LSBG and LSB, including Vice Chairman, President, Chief Executive Officer, Chief Operating Officer, Executive Vice President, Senior Vice President and Senior Loan Officer, having joined LSB in 1971. He has served as an LSBG director beginning in 1989 and an LSB director since 1986. Mr. Ensign continues to serve as Audit Chair for the board of trustees of Proctor Academy in Andover, NH. Mr. Ensign's experience as an executive and bank director provides him with the qualifications and skills to serve as a director.

Lauri E. Fernald. Ms. Fernald resides in Mount Desert, Maine. She is a Certified Funeral Service Practitioner, and is the owner in Jordan-Fernald headquartered in Mount Desert. She is also Managing Partner of L.E. Fernald LLC, and Fernald Street LLC, operating as real estate holding companies. She serves on the finance committee of Hospice Volunteers of Hancock County, and is Treasurer of the Parish of St. Mary and St. Jude Episcopal Church of Northeast Harbor and Seal Cove. She is a committee member of the Maine Coast Memorial Hospital Foundation Council. She is also a member of the Women's Association of Ellsworth, the Brookside Cemetery Corp. of Mount Desert and Maine Community Foundation Home Care Committee. Her commercial and community service experience brings a depth of knowledge to the Board about the industry in which the Company operates.

Curtis C. Simard. Mr. Simard resides in Mount Desert, Maine. He was elected President and CEO of BHBT on August 10, 2013 and assumed the responsibilities of President and CEO of the Company on August 10, 2013 following the retirement of the previous CEO. Prior to joining the Company, he served as Senior Vice President and Managing Director of Corporate Banking for TD Bank. He was with TD Bank and its predecessor companies starting in 2002. He also was affiliated with TD Bank, Hampshire Bank and its successor, Citizens Bank, from 1992 to 2002 working on various business initiatives. He is a Trustee of the Abbe Museum and Maine Coast Memorial Hospital. He is a Corporator of Eastern Maine Health Services, a member of the Board of Directors at the Seal Cove Auto Museum and the Ellsworth Business Development Corporation. He also serves on the Executive Committee of Maine Bankers Association. His positions as President and CEO of the Company and his leadership of the Company, provide him with extensive knowledge of the Company's opportunities, challenges and

Kenneth E. Smith. Mr. Smith resides in Bar Harbor, Maine. He has been owner and Innkeeper of Manor House and was the former owner of Wonder View Inn, both of which are lodging facilities located in Bar Harbor, Maine, and expertise of over 40 years in the field are highly valued by the Board. He is a former Chairperson and long-time member of the Bar Harbor Town Council. He currently serves as a Commissioner of the Bar Harbor Housing Authority, a member of the Town's Cruise Ship Committee, a member of Anah Shrine, and a long time member and past President of the Bar Harbor Club. Mr. Smith's expertise in the hospitality industry is valuable to the Board as it represents a critical segment of the local economy and BHBT's commercial loan portfolio.

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Stephen R. Theroux. Mr. Theroux resides in New London, NH. He joined the Board in January 2017 with the C acquisition of LSBG, where he retired as Vice Chairman, President and CEO of both LSBG and LSB. He served the LSBG board since 1989, the LSB Board since 1986, and as Chairman of the board of directors of Charter Tr previously held positions for LSBG and LSB of Corporate Secretary, Chief Financial Officer, and Chief Operati Mr. Theroux was elected in 2015 as a Director of the Federal Home Loan Bank of Boston where he continues to Mr. Theroux is Treasurer for the Town of New London, NH, as well as an Honorary Trustee of Proctor Academ NH. He also serves as a director of the American European Insurance Company. His strong knowledge of bankin operations and industry, and his 40 years of experience in various operational and financial management respons banking and educational industries provide him with the qualifications and skills to serve as a director.

Scott G. Toothaker. Mr. Toothaker resides in Ellsworth, Maine. He is a shareholder of Melanson Heath & Co., I public accounting firm with an office located in Ellsworth, which specializes in professional services to small bu entrepreneurs throughout New England. He holds an MBA from the University of Maine and an MST from Ben practicing CPA, he is well suited in his role as Chairperson of the Company s Audit Committee.

David B. Woodside. Mr. Woodside resides in Bar Harbor, Maine. He is CEO and Director of The Acadia Corpor owned company operating retail shops, a restaurant, and lodging facility on Mount Desert Island. He received hi Business Administration from the University of Maine in 1974. He has owned several small businesses in the ar employed at The Acadia Corporation since 1976. He has also served on numerous local non-profit boards, the B Council, and as past President of the Bar Harbor Rotary Club and Bar Harbor Chamber of Commerce. He served as Vice Chair of the National Park Hospitality Association, representing the diverse companies providing visitor services in National Parks across the country. His in-depth knowledge of the retail and hospitality industries botl across the country provides significant expertise to the board in these important segments of the Maine economy

Executive Officers

Curtis C. Simard. For a summary of Mr. Simard s business experience, refer to the Director Nominees sectio above.

Josephine Iannelli. Ms. Iannelli resides in Ellsworth, Maine. Ms. Iannelli joined the Company in October 2016 Vice President, Chief Financial Officer and Treasurer. Prior to joining the Company, Ms. Iannelli served as Seni Vice President, Chief Financial Officer and Treasurer of Berkshire Hills Bancorp in Pittsfield, Massachusetts. M a bachelor s degree in Accounting from Baldwin Wallace University and her career began at KPMG, after whic KeyCorp. In 2002, Ms. Iannelli joined National City Corporation where she served in various roles up and throu acquisition and integration into PNC Financial Services Group. Ms. Iannelli subsequently owned her own consu serving both national and international clients. In these varying roles, Ms. Iannelli s experience encompasses fir in accounting policy, financial planning & analytics, treasury, investor relations, SEC & regulatory reporting, in management, tax, mergers and acquisitions, and financial reengineering.

Richard B. Maltz. Mr. Maltz resides in Hampden, Maine. He has served as the Company s Executive Vice Pres Operating Officer, and Chief Risk Officer since September 2016, and as Executive Vice President & Chief Risk September 1, 2014. He previously served as Executive Vice President & Chief Risk Officer of Bangor Savings I as well as in other executive capacities at that institution since 1999. Mr. Maltz is a Certified Public Accountant the American Institute of Certified Public Accountants.

Gregory W. Dalton. Mr. Dalton resides in Mount Desert, Maine. He has served as Executive Vice President of E of BHBT since October 2011. He was Senior Vice President of BHBT s Business Banking function from 2000

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October 2011. He is also a minority owner in both the Bar Harbor Jam Co. and its real estate holding companies Partners LLC and Triangle Development LLC, located in Bar Harbor. He serves as a Board member of Acadia Park and North Center Tennis and Fitness. He has also served as Vice Chair of the MDI YMCA and serves in several focused, non-profit organizations including The Katahdin Area Council of the Boy Scouts of America, and the Main House in Northeast Harbor.

Stephen M. Leackfeldt. Mr. Leackfeldt resides in Harrington, Maine. He retired from the Bank effective March 2017 and served as Executive Vice President of Retail Banking since 2011. From 2001 through October 2011 he served as President of Retail Banking and Consumer Lending of BHBT. He is the owner of State Cinemas located in Calais. Mr. Leackfeldt announced his retirement effective March 15, 2017.

Gerald Shencavitz. Mr. Shencavitz resides in Mount Desert, Maine. He served as Executive Vice President, Chief Operating Officer (CFO), and Treasurer of the Company from December 2007 until August 2016, when he stepped down. Mr. Shencavitz retired from BHBT in November 2016. Prior to his promotion in December 2007 to Executive Vice President, he served as CFO and Treasurer of the Company since June 2001. He has served as Executive Vice President, CFO and Operating Officer of BHBT since his promotion in December 2007.

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CORPORATE GOVERNANCE

Board of Directors

The Board oversees our business and monitors the performance of our management. In accordance with our corporate governance procedures, the Board does not involve itself in our day-to-day operations. Our executive officers and management oversee the day-to-day operations. Our directors fulfill their duties and responsibilities by attending regular meetings of the Board, which are held each month. Our directors also discuss business and other matters with key executives and external advisers (legal counsel, auditors, financial advisors and other consultants).

The Board held a total of 12 regular meetings, four special meetings, one special shareholder's meeting and one during 2016. Each director attended at least 75% of the total number of board and committee meetings that he or she was required to attend.

The Board encourages each director to attend its Annual Meeting. All of the Board's members attended the 2016 Annual Meeting.

Board Independence

Under the NYSE MKT corporate governance standards, set out in the NYSE MKT Company Guide (the "NYSE MKT Company Guide"), at least a majority of the Board must be independent directors as defined in Section 803A of the NYSE MKT Rules. Under Section 803A, independent director means a person other than an executive officer or employee of the Company or a person who would interfere with the exercise of independent judgment in carrying out the responsibilities of a director. The Board has determined that all the named director-nominees listed in this proxy statement, with the exception of Mr. Simard, satisfy the independence standards under NYSE MKT Rules. Mr. Simard is not a member of the Audit, Compensation, or Governance Committees. Although Stephen R. Theroux, Former President and CEO of Lake Sunapee Banking Group, satisfies the standards of independence under the NYSE MKT regulations, Board of Directors has not appointed him to the Audit Committee, Compensation Committee, or Governance Committee.

Board Leadership Structure and Risk Oversight:

Currently, the positions of Chairman of the Board of Directors and Chief Executive Officer of the Company are held by separate individuals, with Mr. Woodside serving as Chairman of the Board and Mr. Simard serving as Chief Executive Officer. The Board of Directors believes that this leadership structure best serves the Company at this time because it allows Mr. Simard to focus on the Company's operations and strategy, while Mr. Woodside, among other things, can provide independent leadership for the Board of Directors, set the agenda for meetings, and enable other directors to raise concerns for Board consideration without immediately involving the Chief Executive Officer or other management. The leadership structure of the Company is guided by its Governance Committee. The Company's Governance Committee consists of individuals to serve as members of the Company's Board of Directors, including any management directors. All director-nominees of the Company are considered independent directors except for the CEO of the Company. The Board of Directors is an independent director. Management directors do not vote or serve as Chairs of any committees. The Governance Committee nominates persons to serve in the Chairperson role for election by the entire Board of Directors. Independent directors meet in executive session immediately after Board meetings periodically to ensure that the Board has oversight of Company management and to ensure that there is ample time to assess the Company's activities separate from management. The Governance Committee believes this leadership structure is prudent and provides sufficient separation and independence. The Governance Committee and the Board of Directors have made the decision that an independent director serving in the role of Board Chairman segregates the role from that of the CEO and provides a strong and appropriate management oversight. The Company's Audit Committee meets quarterly and receives reports from its independent

public accounting firm, the independent loan review consultants, and the Company's internal audit function. The Company also conducts an annual risk-based audit program and provides audit findings quarterly to the Audit Committee or to the Board of Directors.

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The Board of Directors monitors and manages risks through the activities of specialized Board committees and in conjunction with management, internal audit, the independent registered public accounting firm, and other independent advisors.

The Board of Directors also provides oversight to the management of the Company's risk profile, including but not limited to internal controls over financial reporting, credit risk, interest rate risk, liquidity risk, operational risk, including compensation incentive compensation risk, reputational risk and compliance risk through its Board Risk Committee which meets monthly. Some of the more significant risks and the Board's oversight of those risks are described below.

The Board Risk Committee is appointed by the Board to assist the Board in fulfilling its responsibilities by providing the following functions: (i) the Company's risk governance structure, (ii) the Company's risk management and policies, guidelines and policies regarding market, credit, operational, liquidity, funding, reputational, compliance and fraud risk, such other risks as necessary to fulfill the Committee's duties and responsibilities, (iii) the Company's risk appetite and (iv) the Company's capital, liquidity and funding in coordination with the Bank's Asset/Liability Committee.

The Board Risk Committee also reviews and discusses on a quarterly basis BHBT's bank-wide risk assessments. Risk assessments are aggregated, shared and also discussed with the Board of Directors at least annually. The risk assessments are supplemented by regular reports from the Chief Risk Officer regarding emerging risks at monthly Board meetings.

The Board Risk Committee, among other things, sets loan policy, establishes credit authorities, and approves or denies extensions of credit to borrowers with loan relationships over \$5,000,000, and regularly reviews credit trends, delinquent non-performing loans, charged-off loans and management's quarterly assessment of the adequacy of the Loan Loss Reserve. The committee, in conjunction with the Audit Committee, reviews reports prepared by an independent Loan Review Committee issued by the Internal Audit function to assist in their on-going assessment of credit risk.

The Board manages compensation, including incentive compensation risk, through its Compensation and Human Resources Committee. This Committee has engaged Pearl Meyer & Partners, LLC (" Pearl Meyer ") as independent compensation consultant to provide the Committee with both competitive market data and research into compensation best practices to guide the Committee. To mitigate the inherent risks of incenting behaviors potentially adverse to the Company and the Committee reviews compensation matters with the assistance of the Company's Board Risk Committee and the compensation matters are reviewed by the Board to ensure that incentive plans for senior officers and others do not encourage excessive risk taking.

Risk assessment and risk management are the responsibility of the Company's management. The Committee's primary regard is one of oversight and review. Oversight is, in part, conducted through the established Enterprise Risk Management Program (the " ERM ") that is administered on its behalf and the Board of Directors by Executive Vice President and Chief Risk Officer, and Chief Risk Officer, Mr. Richard B. Maltz. As part of the ERM, information from the Bank's lines of business is collected and analyzed to identify, monitor, track and report various risks within the organization.

To assist Board in fulfilling their risk management responsibilities, a network of management oversight committees has been established. These oversight committees, as defined below, have been delegated authority and duties specific to the Bank's risk management policy. Specifically, these Committees are responsible for the ongoing identification, monitoring and management of risk.

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The Risk Management Committee is responsible for reviewing and recommending for approval risk mitigation strategies, risk acceptance, ongoing assessment of the adequacy and effectiveness of internal controls, and oversight of any risk management programs. The committee ensures an appropriate balance between business development objectives, risk tolerances, cost of capital, operational efficiency, regulatory requirements and customer experience. The committee ensures the continued effectiveness of an overall approach to risk assessment and management; oversees the refinement of policies and procedures as needed; oversees the overall assessment of risk and related control activities; monitors the overall direction of risk, reviews and monitors risk action plans and periodically reports results to the Board of Directors.

The Asset Liability Management Committee (ALCO) is responsible for the management of interest rate risk, liquidity risk, market risk, and capital adequacy levels of the Bank, as well as for developing strategies governing the effective management of the Bank's balance sheet and income statement.

The Management Loan Committee (MLC) is responsible for the management of credit risk related to all aspects of the loan portfolio of the Bank and related activities, including credit quality, loan production, credit delivery activities, credit problem loan management and the collection processes. The management loan committee meets regularly and monitors aggregate loan exposure for borrowers up to and including \$5,000,000.

The Bank's Information Technology & Operations Committee (ITOC) oversees the development and implementation of information technology and operations strategies of the Bank and its subsidiaries. The Committee oversees the implementation of risk management practices, including the development of internal policies & procedures and risk appetite, while providing oversight of the quality and performance of the Bank's project management practices to ensure objectives are met in a sound manner.

The Company believes that its risk management activities and procedures provide sufficient information to management and the Board of Directors to assist them in properly and adequately evaluating the Company's compliance with its risk management programs and policies. There can be no assurance that the Board's risk oversight structure has identified and adequately managed all potential material risk and there may be additional risks that could arise in the Company's business. Both known and unknown risks could result in potentially material financial and/or business losses despite the Board's efforts to oversee risk management.

Committees

The Board has a standing Executive Committee, Audit Committee, Governance Committee, Board Risk Committee, and Compensation Committee.

Executive Committee. Our Bylaws provide that after each annual meeting of shareholders, the Board shall designate its members an Executive Committee with the authority to exercise all the powers of the Board in regard to ordinary operations of our business when the Board is not in session, subject to any specific vote of the Board. The Executive Committee is currently composed of directors Woodside, Dudman, Lewis, Fernald, Simard, Smith, and Toothaker. Mr. Lewis will serve as a member of the Executive Committee until May 2017. Mr. Woodside serves as Chairperson. The Executive Committee held two meetings during 2016.

Audit Committee. The Audit Committee is composed of directors Toothaker, Caras, Colter, and Ensign. Mr. Ensign was elected to the Audit Committee in January 2017. Mr. Toothaker serves as Chairperson of the Committee. The Audit Committee met during 2016. See **Appendix A** for the Report of the Audit Committee. The Audit Committee Charter may be viewed on the Company's website under the Shareholder Relations section at www.bhbt.com.

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The Board has determined that the Audit Committee is solely composed of independent directors, in accordance with NYSE MKT listing requirements and Rule 10A-3(b)(1) under the Exchange Act. The Audit Committee operates under a charter, which has been adopted by the Audit Committee and the Board. Audit Committee members do not accept any advisory or other compensatory fees (except directors' fees) and are not affiliated with us (except as a director or officer of our subsidiaries). The Board has determined that each Audit Committee member is financially literate and that it has at least one committee financial expert. Mr. Scott G. Toothaker, CPA, meets the criteria as an audit committee financial expert under applicable SEC rules.

The Audit Committee has the sole authority to appoint and replace the independent registered public accounting firm. The Audit Committee is responsible for the compensation and oversight of the independent registered public accounting firm. The Audit Committee reports directly to the Audit Committee. The Audit Committee assists the Board in fulfilling its oversight responsibilities with respect to (i) the financial information to be provided to shareholders and the SEC, (ii) the review of quarterly financial statements, (iii) the system of financial reporting controls management has established, and (iv) the internal audit and loan review processes.

Governance Committee. The Governance Committee is presently composed of directors Fernald, Shea, Lewis, and Dimick. Director Dimick joined the Committee in January 2017. Directors Lewis and Shea will serve on the Committee until May 2017. The Governance Committee met three times during 2016. Mrs. Fernald serves as Chairperson of the Committee. The Board has determined that each member of the Governance Committee is independent under NYSE MKT Rules 303A.01 and 303A.02.

The Governance Committee's responsibilities include screening director candidates, recommending nominees to the Board (including the slate of returning directors) to be elected each year, making recommendations concerning the size and composition of the Board, recommending Committee structure and membership, and sponsoring new director orientation and training. The Governance Committee has a written charter, which may be viewed on our website under the Shareholder Relations section at www.bhbt.com.

The Governance Committee expects to identify nominees to serve as directors of the Company primarily by accepting and considering the suggestions and nominee recommendations made by directors, management, and shareholders. The Governance Committee has not engaged any third parties to assist it in identifying candidates for the Board. The Governance Committee considers, among other things, the background, business and professional experience (including any relevant financial expertise or other special qualifications), current employment, community service, and other board service of director-nominees, as well as racial, ethnic, and gender diversity of the Board as a whole. The Governance Committee also considers a candidate's qualifications in light of these broad criteria and assesses whether the candidate can make a meaningful contribution on behalf of or while representing us in a manner consistent with our stated business goals and objectives. The Governance Committee will also consider the candidate's independent status in accordance with applicable regulations and the Governance Committee will consider nominees recommended by shareholders. Any shareholder wishing to nominate a candidate for director must follow the procedures for submission of proposals set forth in the section of this proxy statement entitled "Nominations by Shareholders."

Compensation Committee. The Compensation Committee reviews and considers recommendations from management, independent consultants, and directors concerning executive compensation policies, employee benefit plans, and salary administration programs, and reviews annually the performance of, and total compensation for, and recommends adjustments for, executive officers and our subsidiaries. The deliberations of the Compensation Committee are reported to the Board and approved by the independent board members. The Compensation Committee has a written charter, which may be viewed on our website under the Shareholder Relations section at www.bhbt.com.

The Compensation Committee is presently composed of directors Smith, Fernald, Colter, Dudman and Woodside. Mr. Dimick joined this committee in January, 2017. Mr. Smith serves as Chairperson of the Compensation Committee.

of the Compensation Committee are independent under NYSE MKT Rules. The Compensation Committee met in 2016.

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Further information regarding the Compensation Committee can be found below in this proxy statement beginning with the caption Role of the Compensation Committee.

Board Risk Committee. See Board Leadership Structure and Risk Oversight for details regarding the Board Risk Committee.

Compensation Committee Interlocks and Insider Participation

No NEO serves as a member of a compensation committee of any other company that has an executive officer serving as a member of the Board. No NEO serves as a member of the board of directors of any other company that has an executive officer serving as a member of the Compensation Committee.

COMPENSATION OF DIRECTORS AND EXECUTIVE OFFICERS

Report of the Compensation Committee

The Compensation Committee has reviewed the Compensation Discussion and Analysis included in this proxy statement and discussed it with members of management. Based on such review and discussion, the Compensation Committee recommended to the Board that the Compensation Discussion and Analysis be included in this proxy statement and incorporated into our Annual Report on Form 10-K for the 2016 fiscal year, and the Board has approved such recommendation.

Respectfully submitted by the members of the Compensation Committee:

Kenneth E. Smith, Chair
Martha Dudman
David B. Woodside

David M. Colter
Lauri E. Fernald
Steven H. Dimick

Compensation Discussion and Analysis

This section discusses an overview and analysis of our compensation program and policies, the material compensation made under those programs and policies with respect to our NEOs, and the material factors considered in making such decisions. Later in this proxy statement under the heading Executive Compensation Tables is a series of tables containing information about the compensation earned or paid to the NEOs.

The discussion below is intended to aid understanding of the detailed information provided in those tables and provide context information into context within the overall compensation program.

Named Executive Officers

For 2016, our NEOs are: President and CEO, Curtis C. Simard; Executive Vice President and CFO Josephine Iannace; Executive Vice President and CFO Gerald Shencavitz; and our three other most highly compensated policy making officers. In 2016, these three other NEOs were Executive Vice President, Chief Operating and Chief Risk Officer, Executive Vice President Retail Banking, Stephen M. Leackfeldt; and Gregory W. Dalton, Executive Vice President Retail Banking.

Objectives of Our Compensation Program

The objective of our compensation program is to attract, retain, motivate, and reward NEOs and other executives to our financial and operational success, which ultimately builds value for our shareholders. The Board believes do this effectively, the program must:

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provide NEOs with total compensation opportunities at levels that are competitive for comparable positions at other companies and banks with which it competes for talent;

directly link a significant portion of total compensation to our achievement of performance goals in a way that proportionally rewards higher performance levels;

provide upside opportunities for exceptional individual performance, which can result in differentiated compensation among NEOs based on performance; and

closely align the NEOs' interests with those of our shareholders by making stock-based incentives an important component of executive compensation.

Role of the Compensation Committee

The Compensation Committee oversees regulatory compliance for all of our compensation and benefit plans and the Company's executive compensation programs. The Compensation Committee recommends these programs to the Board of Directors for approval by its independent board members at least annually and more frequently, if circumstances warrant. The Committee is intended to provide a variety of competitive compensation components including base salaries, annual cash incentives, bonus programs, and traditional benefits. In addition, we have sought to align the long-term interests of our executives, NEOs, with those of our shareholders by providing share-based incentives in the form of equity awards. The composition of compensation components may vary from year to year based on individual performance, our business plan, market conditions and other factors.

The Compensation Committee believes that our compensation policies and procedures are designed to provide a balance between each NEO's compensation and our short and long-term performance. The objective of our compensation program is to provide compensation which is competitive, variable based on our performance, and aligned with the long-term interests of our shareholders.

Shareholder Say on Pay Advisory Votes

Shareholders are entitled to annually vote on an advisory, non-binding resolution on our compensation policies and programs. Past shareholder votes have been overwhelmingly in favor of our programs and practices.

The May 2016 Say on Pay voting results were as follows:

| For | Against | Abstain | Broker |
|--------------|----------------|----------------|---------------|
| 3,453,570.90 | 83,379.77 | 111,625.85 | 1,300,000.00 |

The Compensation Committee will continue to consider the outcome of future advisory, non-binding Say on Pay resolutions and will be reviewing and planning future executive compensation arrangements.

The Role of Compensation Consultants and the Compensation Committee's Evaluation of Conflicts of Interest

The Compensation Committee has utilized, and expects to utilize in the future, various outside consultants, actuaries and attorneys to assist it in developing and implementing the essential components of our compensation program, incentive program, and incentive compensation arrangements.

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The Compensation Committee, under authority granted by its charter, engages Pearl Meyer to assist in reviewing officer and director compensation packages. Their 2016 engagement included:

providing current market-based total compensation guidelines to assist in establishing appropriate and ongoing compensation and incentive compensation levels for our NEOs;

providing on-going guidance on our short-term, annual cash incentive program positions in relationship to design and payout opportunities to our strategic and long-term financial plans;

providing guidance and market comparisons for the long-term incentive program using equity grants to NEOs under the Company's approved equity plan;

providing a comprehensive review of our compensation program for our directors; and

recommending an updated, appropriate Compensation Peer Group (defined below) comparison for compensation with the Company's increasing size pending its business combination with LSBG in January 2017.

The Compensation Committee has assessed the relationships among Pearl Meyer, the Company, the Compensation Committee and the executive officers for independence and conflicts of interest. In this assessment, the Compensation Committee considered the criteria set forth in the SEC's Reg. 240.10C-1(b)(4) (i)-(vi) and such other criteria as it deemed appropriate. The Compensation Committee considered the following factors in its evaluation of its relationship with Pearl Meyer:

whether Pearl Meyer provided any other services to us;

how much compensation Pearl Meyer has received from us for compensation consulting services, as a percentage of our total revenue;

what policies and procedures have been adopted by Pearl Meyer to prevent a conflict of interest;

whether Pearl Meyer has any business or personal relationship with a member of the Compensation Committee;

whether Pearl Meyer owns any of our stock; and

whether Pearl Meyer has any personal or business relationship with any of our executive officers.

The Compensation Committee did not identify any conflicts of interest with the engagement of Pearl Meyer. Additionally, Pearl Meyer provided us documented assurances that they are confident their relationship with us meets the independence requirements.

and they have identified no conflicts of interest.

Role of Management in Establishing Compensation

On an annual basis Mrs. Marsha C. Sawyer, the Executive Vice President of Human Resources, with the oversight provides the Compensation Committee with general information on executive officer compensation, including the Compensation Committee then reviews, discusses and considers this information and any recommendations. Mr. Simard, in the administration of all executive compensation programs, prepares Compensation Committee and Board materials and performs work as requested by the Compensation Committee, including working directly with the compensation committee in preparation of peer analyses for the Compensation Committee's consideration. Mr. Simard, as our CEO, attends Compensation Committee's meetings and makes recommendations on base salary, annual incentives and equity awards for only the executive officers who report to the CEO position. The Compensation Committee has the discretion to accept or modify the CEO's recommendations. The CEO is not a member of the Compensation Committee and is not present at executive sessions or for any discussion of regarding his own compensation.

Table of Contents**Market Benchmarking and Performance Comparisons**

The Compensation Committee reviews and recommends to the Board's independent members for approval of compensation programs, which it believes meet our ongoing needs to attract, motivate, and retain talented and qualified executives with the ability to make a major contribution to the leadership and success of the Company. The Compensation Committee reviews market information provided by Pearl Meyer. Primary data sources used in the benchmarking for the NEOs include information publicly disclosed by a peer group of publicly traded banks and published surveys. The Compensation Committee reviews comparative compensation and benefit information contained in the public filings of this peer group which was established for compensation comparison (the Compensation Peer Group) using objective selection criteria. The peer group was expanded to include financial institutions that fell within a range of having \$1.5 billion in assets to \$6 billion in assets in anticipation of the increased institution size as a result of BHB's merger with LSBG. All the peer banks are located in the Northeast region and New York excluding New York City. The Compensation Committee believes this group provides an appropriate selection of publicly traded financial institutions representing the geographical area most probable to be used for recruitment purposes. Further, the Compensation Committee believes the Compensation Peer Group information provides a useful comparison of compensation programs of similarly situated executives in comparable institutions and they are a useful comparison for the Compensation Committee in establishing executive compensation programs and individual criteria for its executives. The Compensation Committee also considers the senior incentive program tailored to provide emphasis on incentive for the NEOs. Seven financial institutions were added to the 2016 peer group and nine from the 2015 peer group were removed due to size or merger and acquisition activity.

The members of the 2016 peer group are:

| Financial Institution | State | Ticker Symbol | Financial Institution | State |
|------------------------------|--------------|----------------------|---------------------------------|--------------|
| Arrow Financial Corp. | NY | AROW | First Bancorp, Inc. | MA |
| Blue Hills Bancorp, Inc. | MA | BHBK | First Connecticut Bancorp, Inc. | CT |
| Bridge Bancorp, Inc. | NY | BDGE | Hingham Institution | MA |
| BSB Bancorp, Inc. | MA | BLMT | Merchants Bancshares, Inc. | VT |
| Camden National Corp. | ME | CAC | Meridian Bancorp, Inc. | MA |
| Century Bancorp, Inc. | MA | CBNK | Tompkins Financial Corporation | NH |
| Chemung Financial Corp. | NY | CHMG | Trust Co Bank Corp NY | NY |
| Enterprise Bancorp, Inc. | MA | EBTC | Washington Trust Bancorp, Inc. | CT |
| Financial Institutions, Inc. | NY | FISI | | |

The Compensation Peer Group information is used as a guide in establishing reasonableness in our compensation programs. The Compensation Committee did not target the elements of our compensation program at any specific level or percentile of the Compensation Peer Group, but used the information as a whole and the 50th percentile as a way to define our compensation program and assess the competitiveness and reasonableness of our pay practices. Rather than rely on a specific financial model, the Compensation Committee believes that retaining discretion to assess the overall performance of NEOs provides the Compensation Committee the ability to more accurately reflect individual contributions that cannot be absolutely measured. The Compensation Committee also considers the senior incentive program tailored to provide emphasis on incentive for the NEO group as an important component of our overall compensation program.

The Compensation Committee believes our financial results and total shareholder return (disclosed in our Form 10-Q ended December 31, 2016) compare favorably with our Compensation Peer Group indicating a solid pay-performance ratio. The Compensation Committee further believes that the compensation established for its CEO and other NEOs provides an appropriate balance between market compensation and shareholder return.

The Compensation Committee referenced market data including peer group and survey information along with g provided by Pearl Meyer in its process to establish and validate the appropriateness of our executive compensati market and performance.

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The following table summarizes our 2016 NEO compensation at the 25%, 50%, and 75% market percentiles for and total cash compensation against our established peers.

| Name | 2016 Base Salary ¹ (\$) | Peer Group Ranges of Base Salaries (\$) | 2016 Total Cash Compensation ² (\$) |
|------------------------------|---------------------------------------|--|---|
| Curtis C. Simard | 464,000 | 469,000 524,000 592,000 | 686,627 |
| Josephine Iannelli | 350,000 | 234,000 261,000 326,000 | 369,751 |
| Gerald Shencavitz | 285,000 | 234,000 261,000 326,000 | 366,701 |
| Richard B. Maltz | 350,000 | 272,000 349,000 390,000 | 453,459 |
| Stephen M. Leackfeldt | 235,000 | 199,000 251,000 286,000 | 297,393 |
| Gregory W. Dalton | 220,000 | 215,000 254,000 295,000 | 271,282 |

1. Approved base salary figures as of year-end 2016 have been used for comparison purposes in this table.

2. Approved base salary figures at the end of 2016 plus the amount paid to each NEO under the 2016 Annual Program is used in this table for comparison purpose.

The Compensation Committee also considers the relative scarcity of senior banking executive candidates in its industry area and the difficulties of recruiting out-of-market candidates to work in rural Maine. The Compensation Committee does not use any formal, fixed or indexed criteria for establishing compensation levels for any of our NEOs within market.

ranges. The Compensation Committee believes that the growth in total compensation provided to our executive officers is weighted towards variable compensation including cash and equity incentives which tie directly to corporate performance, with less emphasis upon growth in base salaries.

Compensation Plan Components

Our executive compensation program applicable to the NEOs is composed of the following primary components: (i) base salaries and benefits; (ii) annual incentive cash compensation programs; (iii) long-term incentives in the form of stock options and (iv) retirement benefits including the Company's 401(k) plan and future payments to Gerald Shencavitz, the last participant under a legacy SERP program.

Base Salary and Benefits

Our executive compensation program provides base salaries and benefits, which include health and life insurance, a 401(k) retirement program and vacation awards to compensate executive officers for the performance of core duties and responsibilities associated with their positions. The Compensation Committee reviews base salaries annually in the

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comparative industry information, as described above. The Compensation Committee also considers the specific needs of the individual executive officer and the officer's opportunity for professional growth, as well as market factors, and adjusts base salaries. In addition, the Compensation Committee considers the prevailing economic climate, our performance and our most current business plan.

Upon performance evaluations and the advice and market salary data supplied by Pearl Meyer, the Compensation Committee made performance and market adjustments resulting in the approved base salaries for 2016 below:

| Named Executive Officer | 2016 Base Salary¹ (\$) |
|--------------------------------|--|
| Curtis C. Simard | 464,000 |
| Josephine Iannelli | 350,000 |
| Gerald Shencavitz | 285,000 |
| Richard B. Maltz | 350,000 |
| Stephen M. Leackfeldt | 235,000 |
| Gregory W. Dalton | 220,000 |

1. Base salaries represented in the above chart are annualized as of December 31, 2016 for comparison purposes. Ms. Iannelli joined the Company in October 2016 and her salary has been annualized for comparison purposes. Mr. Maltz's salary is presented to be reflective of his promotion to Executive Vice President, Chief Operating Officer, and Chairman of the Board effective in September 2016.

Short-term, Annual Incentive Cash Compensation Program

During 2016, nine senior managers including the NEOs, participated in an annual cash incentive compensation program under the guidance of Pearl Meyer. The program is designed to provide meaningful incentives tied to our annual goals to optimize profitability, growth, excellence in individual performance, and to promote teamwork among its participants. The program was approved by the Board for 2016 and is detailed below.

Incentive Payout Opportunity. Each participant had a target incentive opportunity based on their role. The target incentive reflected a percentage of base salary determined to be consistent with competitive market practices. Actual awards were based on achievement of specific goals. The opportunity reflects a range of potential awards. Actual awards ranged from 0% (for achieving minimal performance) to 150% of target (for exceptional performance). The table below summarizes the target award ranges for the 2016 plan year.

| Role | 2016 Short-Term Incentive Opportunities | | |
|----------------------------|--|---|--------------------------|
| | Below Threshold | Threshold (50% of Target Percentage) | Target (100%) |
| President /CEO | 0% | 19.00% | 38.00% |
| EVP & CFO/COO ¹ | 0% | 14.00% | 28.00% |
| EVP | 0% | 12.50% | 25.00% |

1. Mr. Maltz participated in the program at the EVP level from January through September and upon his promotion to Executive Vice President, Chief Operating Officer and Chief Risk Officer participated for the remainder of the year for a higher payout opportunity.

Program Trigger. In order for the Annual Incentive Program to activate or turn on, we needed to achieve at least a certain level of Income to Common Shareholders for 2016. If we did not meet this level, the plan would not pay out any awards regardless of performance on other goals.

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Annual Incentive Program Measures. Each participant had predefined performance goals to determine their short-term award. Bar Harbor Bankshares common team goals for 2016 were Net Income and a managed Efficiency Ratio. Each executive was assigned individual goals reflecting their individual contributions based on their role. The specific goals were weighted to reflect the focus and contribution for each position in the Company.

The following table and footnotes shows the specific performance goals at Threshold, Target (budget or improvement year measurements) and Stretch for each of the NEOs during 2016. The Board of Directors approved the appropriate adjustments to Net Income and Efficiency ratio as a result of the project expenses resulting from the LSBG merger with the 2016 payments to NEOs.

Curtis C. Simard

President and Chief

Executive Officer

| | | | | |
|--------------------------|---------------|-----------------------|---------------|-------------------|
| Eligible Salary | \$ 464,000.00 | Eligible Salary | \$ 464,000.00 | Eligible Salary |
| Incentive Threshold (%) | 19.00% | Incentive Target (%) | 38.00% | Incentive Stretch |
| Incentive Threshold (\$) | \$ 88,160 | Incentive Target (\$) | \$ 176,320 | Incentive Stretch |
| Performance Goals | | | | Payment Range |

| Incentive Measures | Threshold | Target | Stretch | Weight | Threshold | Target |
|--------------------------|-----------|-----------|-----------|---------|-----------|--------|
| Net Income (\$thousands) | \$ 13,402 | \$ 14,411 | \$ 15,852 | 50.00% | 9.50% | 19.00% |
| Efficiency Ratio | 59.60% | 57.60% | 55.60% | 25.00% | 4.75% | 9.50% |
| Past Dues ² | 190bps | 150bps | 125bps | 8.33% | 1.58% | 3.17% |
| Charge offs ² | 25bps | 20bps | 15bps | 8.33% | 1.58% | 3.17% |
| NPL+OREO ² | 200bps | 150bps | 125bps | 8.33% | 1.58% | 3.17% |
| TOTALS | | | | 100.00% | 19.00% | 38.00% |

Josephine Iannelli

Executive Vice President

and Chief Financial Officer

| | | | | |
|--------------------------|-----------|-----------------------|-----------|-------------------|
| Eligible Salary | \$ 53,846 | Eligible Salary | \$ 53,846 | Eligible Salary |
| Incentive Threshold (%) | 14.00% | Incentive Target (%) | 28.00% | Incentive Stretch |
| Incentive Threshold (\$) | \$ 7,538 | Incentive Target (\$) | \$ 15,077 | Incentive Stretch |
| Performance Goals | | | | Payment Range |

| Incentive Measures | Threshold | Target | Stretch | Weight | Threshold | Target |
|--------------------------|-----------|-----------|-----------|--------|-----------|--------|
| Net Income (\$thousands) | \$ 13,402 | \$ 14,411 | \$ 15,852 | 50.00% | 7.00% | 14.00% |
| Efficiency Ratio | 59.60% | 57.60% | 55.60% | 20.00% | 2.80% | 5.60% |
| Net Investment. Income | \$ 18,988 | \$ 19,376 | \$ 21,314 | 10.00% | 1.40% | 2.80% |
| | 48th | 50th | 75th | 20.00% | 2.80% | 5.60% |

Investment Yield
Percentile Against Peer

| | | | |
|---------------|---------|--------|--------|
| TOTALS | 100.00% | 14.00% | 28.00% |
|---------------|---------|--------|--------|

Richard B. Maltz

Executive Vice President

Chief Operating Officer (January through September)
and Chief Risk Officer

| | | | | |
|--------------------------|------------|-----------------------|------------|-------------------|
| Eligible Salary | \$ 309,808 | Eligible Salary | \$ 309,808 | Eligible Salary |
| Incentive Threshold (%) | 12.50% | Incentive Target (%) | 25.00% | Incentive Stretch |
| Incentive Threshold (\$) | \$ 31,875 | Incentive Target (\$) | \$ 63,750 | Incentive Stretch |
| Performance Goals | | | | Payment Range |

| Incentive Measures | Threshold | Target | Stretch | Weight | Threshold | Target |
|-------------------------------------|-----------|----------------|-----------|--------|-----------|--------|
| Net Income (\$thousands) | \$ 13,402 | \$ 14,411 | \$ 15,852 | 30.00% | 3.75% | 7.50% |
| Efficiency Ratio | 59.60% | 57.60% | 55.60% | 20.00% | 2.50% | 5.00% |
| Project Implementation ³ | CEO | Recommendation | | 35.00% | 4.38% | 8.75% |
| Past Dues ² | 190bps | 150bps | 125bps | 5.00% | .63% | 1.25% |
| Charge offs ² | 25bps | 20bps | 15bps | 5.00% | .63% | 1.25% |
| NPL+OREO ² | 200bps | 150bps | 125bps | 5.00% | .63% | 1.25% |

| | | | | | | |
|---------------|--|--|--|---------|--------|--------|
| TOTALS | | | | 100.00% | 12.50% | 25.00% |
|---------------|--|--|--|---------|--------|--------|

Table of Contents**Richard B. Maltz****Executive Vice****President****Chief Operating Officer** (October through December)
and Chief Risk Officer

| | | | | |
|--------------------------|------------|-----------------------|------------|----------------------------|
| Eligible Salary | \$ 309,808 | Eligible Salary | \$ 309,808 | Eligible Salary |
| Incentive Threshold (%) | 14.00% | Incentive Target (%) | 28.00% | Incentive Stretch |
| Incentive Threshold (\$) | \$ 43,373 | Incentive Target (\$) | \$ 86,746 | Incentive Stretch |
| Performance Goals | | | | Payment Range ¹ |

| Incentive Measures | Threshold | Target | Stretch | Weight | Threshold | Target |
|-------------------------------------|-----------|----------------|-----------|----------------|---------------|---------------|
| Net Income (\$thousands) | \$ 13,402 | \$ 14,411 | \$ 15,852 | 30.00% | 4.20% | 8.40% |
| Efficiency Ratio | 59.60% | 57.60% | 55.60% | 20.00% | 2.80% | 5.60% |
| Project Implementation ³ | CEO | Recommendation | | 35.00% | 4.90% | 9.80% |
| Past Dues ² | 190bps | 150bps | 125bps | 5.00% | .70% | 1.40% |
| Charge offs ² | 25bps | 20bps | 15bps | 5.00% | .70% | 1.40% |
| NPL+OREO ² | 200bps | 150bps | 125bps | 5.00% | .70% | 1.40% |
| TOTALS | | | | 100.00% | 14.00% | 28.00% |

Stephen M. Leackfeldt**Executive Vice****President****Retail Banking**

| | | | | |
|--------------------------|------------|-----------------------|------------|----------------------------|
| Eligible Salary | \$ 235,000 | Eligible Salary | \$ 235,000 | Eligible Salary |
| Incentive Threshold (%) | 12.50% | Incentive Target (%) | 25.00% | Incentive Stretch |
| Incentive Threshold (\$) | \$ 29,375 | Incentive Target (\$) | \$ 58,750 | Incentive Stretch |
| Performance Goals | | | | Payment Range ¹ |

| Incentive Measures | Threshold | Target | Stretch | Weight | Threshold | Target |
|---------------------------|------------|------------|------------|----------------|---------------|---------------|
| Net Income (\$ thousands) | \$ 13,402 | \$ 14,411 | \$ 15,852 | 30.00% | 3.75% | 7.50% |
| Efficiency Ratio | 59.60% | 57.60% | 55.60% | 25.00% | 3.13% | 6.25% |
| Retail Deposits | \$ 650,640 | \$ 663,918 | \$ 730,310 | 10.00% | 1.25% | 2.50% |
| Deposit Rate | 0.40% | 0.39% | 0.35% | 10.00% | 1.25% | 2.50% |
| Avg. Cons. Loans | \$ 479,272 | \$ 489,053 | \$ 537,958 | 10.00% | 1.25% | 2.50% |
| Past Dues ² | 190bps | 150bps | 125bps | 5.00% | 0.63% | 1.25% |
| Charge offs ² | 25bps | 20bps | 15bps | 5.00% | 0.63% | 1.25% |
| NPL+OREO ² | 200bps | 150bps | 125bps | 5.00% | 0.63% | 1.25% |
| TOTALS | | | | 100.00% | 12.50% | 25.00% |

Gregory W. Dalton**Executive Vice****President**

Business Banking

| | | | | |
|--------------------------|------------|-----------------------|------------|-------------------|
| Eligible Salary | \$ 220,000 | Eligible Salary | \$ 220,000 | Eligible Salary |
| Incentive Threshold (%) | 12.50% | Incentive Target (%) | 25.00% | Incentive Stretch |
| Incentive Threshold (\$) | | | | Incentive Stretch |
| | \$ 27,500 | Incentive Target (\$) | \$ 55,000 | (\$) |
| Performance Goals | | | | Payment Range |

| Incentive Measures | Threshold | Target | Stretch | Weight | Threshold | Target |
|--|------------|------------|------------|---------|-----------|--------|
| Net Income (\$thousands) | \$ 13,402 | \$ 14,411 | \$ 15,852 | 20.00% | 2.50% | 5.00% |
| Efficiency Ratio | 59.60% | 57.60% | 55.60% | 10.00% | 1.25% | 2.50% |
| Avg. Commercial Loans | \$ 562,937 | \$ 574,426 | \$ 631,869 | 30.00% | 3.75% | 7.50% |
| Avg. Commercial/Non Personal Deposits | \$ 229,054 | \$ 233,729 | \$ 257,102 | 15.00% | 1.88% | 3.75% |
| Past Dues ² | 190bps | 150bps | 125bps | 8.34% | 1.04% | 2.08% |
| Charge offs ² | 25bps | 20bps | 15bps | 8.34% | 1.04% | 2.08% |
| NPL+OREO ² | 200bps | 150bps | 125bps | 8.34% | 1.04% | 2.08% |
| TOTALS | | | | 100.00% | 12.50% | 25.00% |

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**Gerald Shencavitz
Executive Vice President
and Chief Financial Officer**

| | | | | | | |
|---|----|----------------------------|-----------------------|------------|-------------------|----------------------|
| Eligible Salary | \$ | 222,738 | Eligible Salary | \$ 222,738 | Eligible Salary | |
| Incentive Threshold (%) | | 14.00% | Incentive Target (%) | 28.00% | Incentive Stretch | |
| Incentive Threshold (\$) | \$ | 31,183 | Incentive Target (\$) | \$ 62,367 | Incentive Stretch | |
| Performance Goals | | Payment Range ¹ | | | | |
| Incentive Measures | | Threshold | Target | Stretch | Weight | Threshold Target |
| Net Income (\$thousands) | \$ | 13,402 | \$ 14,411 | \$ 15,852 | 50.00% | 7.00% 14.00% |
| Efficiency Ratio | | 59.60% | 57.60% | 55.60% | 20.00% | 2.80% 5.60% |
| Net Investment. Income | \$ | 18,988 | \$ 19,376 | \$ 21,314 | 10.00% | 1.40% 2.80% |
| Investment Yield Percentile Against Peer | | 48th | 50th | 75th | 20.00% | 2.80% 5.60% |
| TOTALS | | | | | 100.00% | 14.00% 28.00% |

1. All Payment Range percentages rounded to two trailing decimals.
2. The asset quality measures for Past Dues and Non-Performing Loans + Other Real Estate Owned are calculated as a month average of the month-end actual data for the calendar year. The Charge off percentage is measured using annual net charge offs as a percentage of the average outstanding loans. The average outstanding loan figure calculation is measured by averaging the actual outstanding loans at each month end.
3. The results of Mr. Maltz's project implementation measure are based on a recommendation from the CEO and approval by the Board of Director's Compensation Committee

Annual Incentive Payment Summary. Below is a summary of the annual incentive awards paid for 2016 performance.

| Named | Percentage of Base (%) | Total Payout (\$) | Net Income ² (\$) | Efficiency Ratio ³ (\$) | Credit Asset Quality ⁴ (\$) | Loan Depo Grow (\$) |
|--------------------------------------|------------------------------|-------------------------|------------------------------------|--|---|------------------------------|
| Executive Officer¹ | | | | | | |
| Curtis C. Simard | 47.98 | 222,627 | 132,244 | 24,249 | 66,134 | |
| Josephine Iannelli ¹ | 36.68 | 19,751 | 11,308 | 1,658 | | |
| Richard B. Maltz ¹ | 33.39 | 103,459 | 34,853 | 8,775 | 17,938 | |
| Stephen M. Leackfeldt | 26.55 | 62,396 | 26,438 | 8,060 | 13,230 | 8, |
| Gregory W. Dalton | 23.31 | 51,286 | 16,500 | 3,018 | 20,658 | 11, |
| Gerald Shencavitz ¹ | 36.68 | 81,700 | 46,775 | 6,860 | | |
| Totals | | 541,219 | 268,118 | 52,620 | 117,960 | 19, |

1. Payout percentages for Ms. Iannelli and Mr. Shencavitz were prorated based on their time employed during 2016. The results of Mr. Maltz's incentive are the weighted average of two plans based on a change of position effective the last quarter of 2016. Mr. Maltz's payout was pro-rated based on his promotion to Chief Operating Officer.

2. Net Income adjusted for project expenses exceed 110% of the approved Target measure and was capped at Stretch ceiling.
3. Efficiency Ratio adjusted for project expenses calculated slightly over the Threshold measure.
4. The asset quality measures for Past Dues and Non-Performing Loans + Other Real Estate Owned are calculated as a month average of the month-end actual data for the calendar year. The Charge off percentage is measured as annual net charge offs as a percentage of the average outstanding. The average outstanding for this calculation is measured by averaging the actual outstanding loans at each month end. All three of the measures exceed the approved ceiling and payment was capped at the maximum ceiling.

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5. Mr. Leackfeldt and Mr. Dalton had measures for Loan and Deposit Growth. Mr. Leackfeldt received payment of retail deposits that fell between Target and Stretch. His payment calculation for consumer Loan growth was slightly under Stretch. Mr. Dalton received payment on Commercial Deposit Growth of between Target and Stretch but did not meet the minimum growth for Average Commercial Loans to achieve a payment for 2016 under this measure.
 6. Ms. Iannelli earned \$2,262 for exceeding investment income targets, and \$4,523 for investment yield measured against peers for a total incentive payment of \$6,785 in this category. The results of Mr. Maltz's strategic project performance measure are based on a recommendation from the CEO with final approval by the Compensation Committee. Mr. Dalton received Stretch in recognition of his significant contribution. Mr. Shencavitz earned \$9,355 for exceeding investment income targets, and \$18,710 for investment yield measured against peers for a total incentive payment of \$28,065 in this category.
- Details of the above are disclosed in Threshold, Target and Stretch (maximum) categories in the Grants of Plan table under the heading Executive Compensation Tables found elsewhere in this proxy statement.

Long-term Incentives

Equity Plans. Since adopting the first Stock Option Plan in 2000, we have provided certain officers, including our CEO, with an equity-based compensation component in the form of stock options. This compensation component is used to align the interests of our participating officers and managers, particularly executive officers, with those of shareholders over a long-term period and to serve as a retention tool. Grants are made for qualified individuals, and from time to time, for special recognition. All grants are made at the closing market price of the business day of the enabling vote or date of hire. The Board also sets the vesting schedule, which is currently a period of one to three years. The Stock Option Plans adopted in 2000 and 2009 no longer issue stock grants and the grants previously made under these two plans to NEOs and other management members will expire. Members of the management team periodically exercise these maturing options. The Board adopted the Long-Term Incentive Plan of 2015 (the 2015 Plan), which was approved by shareholders at the 2015 Annual Meeting, under which new grants may currently be issued. Information pertaining to outstanding options and equity awards are disclosed in the Equity Awards at Fiscal Year-end table under the heading Executive Compensation Tables found elsewhere in this proxy statement.

The Board utilizes a Long-Term Incentive Program for senior management members as part of their total compensation. The program was designed by Mr. Meyer assisted the Compensation Committee with the initial plan design and periodically evaluates appropriate adjustments. The program is designed to be made up of three-year rolling plans utilizing shares made available through the 2015 Plan. Grants may be given in time-vested restricted stock, performance-vested restricted stock, or a combination of the two. The purpose of the program is to align executives' interests with shareholder interests, increase executive stock ownership, and promote sound risk management by providing a balanced view of performance and reward over a longer time horizon, and ensure that total compensation offerings to be competitive with the market to attract and retain strong talent needed to drive our business.

The Board has currently approved Long-Term Incentive Programs covering the 2014-2016, 2015-2017, and 2016-2018 periods. Eight current senior managers and three retired executives (on a pro-rated basis), including NEOs Simard, Leackfeldt and Dalton, participate in these Long-Term Incentive Programs. Target reward opportunities are based on performance and awards are calculated as a percentage of base salary to determine the number of shares available for awards. See the Grants of Plan Based Awards (columns f-i) on page 34 to reference the actual shares awarded under the 2016-2018 Plan to each NEO.

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| Role | Long-Term Incentive | | Threshold Percentage of Salary | Target Percentage of Salary |
|----------------|---------------------|-----------------|--------------------------------|-----------------------------|
| | Grant | Below Threshold | | |
| President /CEO | Time-vested | | N/A | 15.00% |
| | Performance | 0% | 7.50% | 15.00% |
| EVP CFO/COO | Time-vested | | N/A | 13.75% |
| | Performance | 0% | 6.88% | 13.75% |
| EVP | Time-vested | | N/A | 12.50% |
| | Performance | 0% | 6.25% | 12.50% |

The Long-Term Incentive Programs consist of both time-vested restricted shares and performance shares. Fifty percent of the grants to each participant are time-vested with a third of the shares vesting in each of the years covered. Grants also vest upon continued employment with a pro-rated portion vesting in the event of a participant retirement. The time-vested shares have a post-vesting holding period of one year for shares under the 2014-2016 and 2015-2017 Long-Term Incentive Programs and three years for shares under the 2016-2018 Long-Term Incentive Program. At the time of vesting, sufficient shares are withheld to cover the executive's tax liabilities.

The remaining 50% of the shares are performance-vested shares to be awarded at the end of the three-year measurement period and upon attainment of the performance goals. Relative Return on Assets (ROA) measured against the SNL \$750 Index peer group will determine the performance award for each of the three year plans. The most current plan starts in 2016. The average of the twelve quarters within the plan year is calculated and measured against peer results for the same period. A result below the 45th percentile of the peer group would fall below Threshold and no payment would be due or payable. A result calculated at the 50th percentile when measured against the peer group, and the plan Stretch is capped at the 75th percentile. In addition to relative ROA, there is a Total Shareholder Return (TSR) modifier to further align shareholder interests. If the TSR calculation for the same performance measurement period is negative, a payout cannot exceed Threshold regardless of relative ROA performance results.

Benefits, Retirement and Post-Termination Compensation Elements

We provide a 401(k) plan for all employees meeting minimum age and service requirements. In addition, we maintain a legacy program for the former Executive Vice President and CFO, Mr. Shencavitz, who retired from the Company and the Bank in 2012. The benefit under this program will be for \$7,225 per month for 240 months. This is a legacy program and Mr. Shencavitz was the only participant under this legacy program.

We also maintain employment agreements with NEOs Simard and Iannelli, and change in control agreements for Leackfeldt and Dalton. These agreements provide for, among other things, the payment of their salary and other benefits for a period of 12, 18, and 24 months in the event of both a change of control of the Company and subsequent termination (or constructive termination) within set timeframes after a change in control, unless such termination is due to cause. These specific payments and timeframes were established under the advice of a compensation consultant and employment attorney as representative of similar type agreements in the industry.

The Compensation Committee feels that these agreements are necessary to provide a competitive total compensation package to attract and retain the employment of the NEOs who are a party to the agreements.

Other Compensation and Benefits

In addition to the foregoing, all our executive officers are entitled to participate in certain group health, dental, and life insurance benefits. In accordance with our policy, all such benefits are generally available to employees of the company and its subsidiaries.

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Stock Ownership Guidelines

The Bylaws of the Company require that each director own a minimum of 500 shares no later than one year following election to the Board. In addition, the Board has implemented a policy requiring each director to own a minimum of 500 shares of the Company's common stock in addition to his or her annual cash retainer. Ownership must be attained within five years of a director's initial election and maintained thereafter. Each director must own 500 qualifying shares.

All current Director-nominees meet or exceed the ownership requirement required under this policy based on the date of their election to the Board. Director nominee, Leonard R. Cashman, if elected, presently holds sufficient shares to meet this ownership requirement.

While all of the Company's executive officers hold Company stock or will be granted shares in the near future under the Company's equity programs, the Company does not have specific guidelines regarding stock ownership for its non-executive directors. The Board has implemented retention periods on equity issued under the Company's Long Term Incentive Program. However, the Company encourages stock ownership and reviews overall ownership levels on a periodic basis.

Hedging and Pledging

All directors and employees (including NEOs) are prohibited from engaging in any speculative transaction designed to offset any decrease in market value of our securities, including hedging of our stock. We also prohibit any pledging of our securities in a margin account and restrict all other pledging of any of our securities by requiring directors and employees to obtain the prior approval of the Audit Committee before entering into any such agreement in a financial arrangement.

Our Insider Trading Policy further prohibits directors and employees from short-swing transactions and trading in our securities at a time when they are in possession of insider information.

Compliance with Code Section 409A

Our compensation plans subject to Section 409A of the Internal Code of 1986 (the "Code") are operated to comply with the Section 409A tax provisions of the Code.

Policy on Code Section 162(m)

Section 162(m) of the Code disallows publicly traded companies from receiving a tax deduction on compensation paid to executive officers in excess of \$1 million unless, among other things, the compensation meets the requirements for performance-based compensation. In structuring the compensation programs and in determining executive compensation, the Compensation Committee takes into consideration the deductibility limit for compensation and the performance-based requirements of Section 162(m). None of our employees exceeded the \$1 million dollar threshold during 2016.

CEO Employment Agreement.

In 2013, we entered into a written employment agreement with Mr. Simard, as President and CEO (the "CEO Employment Agreement"). The CEO Employment Agreement provides for the payment of an annual base salary to him of not less than \$375,000 paid in substantially equal installments in accordance with our compensation policies and procedures as established by us for our senior executive officers. He also participates in any short-term, long-term, or other performance-based compensation plans agreed upon by the parties during the term of the CEO Employment Agreement in concert with our business goals and objectives. The CEO Employment Agreement currently has a term of one year with automatic extensions of one year each in the absence of notice from us of our intention not to extend the term of the CEO Employment Agreement.

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The CEO Employment Agreement also provides for a lump sum payment of two times his salary plus medical, dental and life insurance benefits for Mr. Simard and his eligible dependents in the event Mr. Simard is involuntarily terminated without cause or voluntarily terminated for good reason. This payment shall be reduced to a one times multiplier in the event the CEO Employment Agreement is not renewed. With limited exceptions, it also allows for a severance payment to him if his employment is terminated within one year prior to or following certain events defined to constitute a change in control of the Company. This severance payment resulting from a termination of employment (constructive termination) following a change in control is equal to two times his base annual salary, incentive compensation payments earned and any accrued bonus and vacation time. In addition, if Mr. Simard had any unvested stock options/grants they would vest in accordance with the plans under which they were granted and vest fully upon a change in control. Any payments due him would be reduced to the extent necessary to ensure that no portion of such payment will be non-deductible by us under Code Section 280E, subject to excise tax imposed by Code Section 4999.

The CEO Employment Agreement also restricts Mr. Simard's ability to compete with us during the term and for one year following the cessation of his employment with us regardless of reason within a 150 air mile radius from our principal office.

Compensation of the CEO. On an annual basis, the Compensation Committee reviews the existing compensation plan for the CEO. The Compensation Committee reviews his compensation plan in the context of our overall performance, the achievement of certain financial and non-financial goals and the judgment of the entire Board as to the quality of his leadership. In addition, the Compensation Committee will compare his compensation to CEOs of our Compensation Peer Group and salary survey information for comparable positions. In making these comparisons, the Compensation Committee will take into account appropriate differences in the size, business model, and financial performance of the other banking institutions.

In accordance with the CEO Employment Agreement, the Compensation Committee reviews his base salary no less than annually and may recommend an increase in his base salary to the Board at the Compensation Committee's sole discretion.

As further discussed below, Mr. Simard participated in the structured annual incentive cash compensation plan provided to executive officers. During 2016, Mr. Simard earned an award amounting to \$222,627.

During 2016, the Compensation Committee granted Mr. Simard restricted time-vested shares and the potential for restricted performance shares under the 2016-2018 Long Term Incentive Program. He is required to hold the time-vested performance shares issued for a minimum of three years from the issue date. Mr. Simard is a member of the Board of Directors and does not receive any director fees for participating in the activities of the Board.

Other Employment Agreements, Change in Control, Confidentiality and Non-Competition Agreements. We entered into Employment Agreements with Ms. Iannelli which includes change in control, confidentiality and non-competition provisions. This agreement provides Ms. Iannelli severance of salary for 24 months and benefits for a period of 18 months in the event of both a change of control of the Company and subsequent termination (or constructive termination) within 12 months of a change of control, unless such termination was for cause. In addition, Ms. Iannelli's equity grants will vest in accordance with the terms of the plans under which they were granted and vest fully upon a change in control.

We have also entered into Change in Control, Confidentiality and Non-Competition Agreements with BHBT's former Presidents, Richard B. Maltz, Stephen M. Leackfeldt, and Gregory W. Dalton along with four other management employees. Their agreements provide for severance of salary for a period of 12 to 24 months and benefits for 12 months in the event of a change of control of the Company and subsequent termination (or constructive termination) within 12 months of a change in control, unless such termination was for cause.

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All of these agreements were entered into as part of a total compensation program to attract and/or retain qualified individuals who were not entered into in response to any effort known to the Board of Directors by any party or entity to acquire control of the Company.

Incentive Cash Compensation. During 2016 NEOs, Messrs. Simard, Maltz, Dalton, Leackfeldt, and retired NEO Mr. Iannelli participated in an annual cash incentive compensation program with a combination of team and individual performance representing opportunities for incentive payments. Ms. Iannelli and Mr. Shencavitz received pro-rated incentive payments for their employment during 2016. Mr. Maltz's payment was also adjusted due to an increase in his eligible payment due to his promotion during 2016. We paid out a total of \$541,213 in February 2017 to the six NEOs based on the 2016 measurement period.

The altering, inflating, and/or inappropriate manipulation of performance/financial results or any other infraction of ethical business standards will subject any participant to disciplinary action up to and including termination of employment. In addition, any incentive compensation as provided by the plan to which the participant would otherwise be entitled will be revoked or subject to claw back.

The plan is based on a balance of multiple measures, layered oversight, and reasonable ceilings for exceptional performance. These two basic plan features structure the plan to discourage excessive risk and rewards. The Compensation Committee reviewed the plan design to insure it is in line with best practices for risk.

Executive Compensation Tables

Summary Compensation Table

The following table discloses compensation for the years ended December 31, 2016, 2015 and 2014 received by

| Name and Principal Position | Year | Base Salary | Bonus | Stock Awards ² | Non-Equity Incentive Plan Compensation | Change in Pension Value and Nonqualified Deferred Compensation ³ | All Other Compensation |
|-----------------------------|------|-----------------------|----------------------|---------------------------|--|---|------------------------|
| | | Received ¹ | | | | | |
| (a) | (b) | (\$) (c) | (\$) (d) | (\$) (e) | (\$) (g) | (\$) (h) | (i) |
| Curtis C. Simard | 2016 | 464,000 | | 272,382 | 222,627 | | 2,000 |
| President & CEO of | 2015 | 438,000 | | 164,256 | 203,775 | | 2,000 |
| the Company/BHBT | 2014 | 412,500 | 50,000 ⁵ | 154,707 | 180,984 | | 2,000 |
| Josephine Iannelli | 2016 | 53,846 ⁶ | 130,000 ⁷ | | 19,751 | | |
| EVP, CFO and Treasurer | | | | | | | |

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| | | | | | | |
|------------------------------|------|----------------------|---------------------|---------|---------|---------|
| of the Company/BHBT | | | | | | |
| Richard B. Maltz | 2016 | 309,808 ⁶ | | 53,925 | 103,459 | 14 |
| EVP, Chief Operating | 2015 | 255,000 | | 82,048 | 83,247 | 13 |
| Officer and Chief Risk | 2014 | 67,692 ⁶ | 25,000 ⁸ | 81,934 | 15,785 | |
| Officer of BHBT | | | | | | |
| Stephen M. Leackfeldt | 2016 | 235,000 | | 76,456 | 62,393 | 13 |
| EVP, Retail Banking of | 2015 | 225,000 | | 70,320 | 62,109 | 13 |
| BHBT | 2014 | 208,000 | | 65,020 | 45,946 | 13 |
| Gregory W. Dalton | 2016 | 220,000 | | 74,506 | 51,282 | 14 |
| EVP, Business Banking | 2015 | 203,000 | | 63,440 | 60,551 | 13 |
| of BHBT | 2014 | 190,000 | | 59,374 | 41,168 | 13 |
| Gerald Shencavitz | 2016 | 222,738 ⁶ | | 102,453 | 81,700 | 2 |
| Retired EVP, CFO and | 2015 | 275,000 | | 94,560 | 94,616 | 108,945 |
| Treasurer of the Company | 2014 | 255,000 | | 87,685 | 74,807 | 183,693 |
| and EVP, CFO and COO | | | | | | |
| of BHBT | | | | | | |

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1. Included in salary amounts disclosed in (c) above for each NEO are monies they deferred pursuant to our 401(k) plan which allows our employees and employees of our wholly owned subsidiaries to defer monies from their compensation subject to applicable limitations in Code Section 401(k), and amounts deferred pursuant to our Section 125 plan providing health, life, and disability insurance benefits. Employees, including NEOs, are paid on a bi-weekly basis over 52 calendar years.
 2. Amounts in this column represent grants made to NEOs under the Long Term Incentive Plans computed at the individual level and in accordance with FASB ASC Topic 718 and are materially consistent with those used to calculate performance awards, which are set forth in Footnote 15 to our audited consolidated financial statements contained in our Form 10-K for the year ended December 31, 2016. Amounts payable under the performance grants for the Long-Term Incentive Plan at the probable level to Messrs. Simard, Maltz, Leackfeldt, Dalton, Ms. Iannelli, and retired CFO Shencavitz would be \$283,488, \$206,984, \$189,949, 139,293 and \$277,898, respectively. Amounts payable under the Long Term Incentive Plan at Stretch to Messrs. Simard, Maltz, Leackfeldt, Dalton, Ms. Iannelli, and retired CFO Shencavitz would be \$285,946, \$208,774, \$191,602, \$140,251, and \$280,273, respectively.
 3. The amounts in this column reflect the changes in value of the SERP between December 31, 2016, December 31, 2015 and December 31, 2014 in accordance with FASB ASC Topic 715, details which are set forth in Footnote 16 to our audited consolidated financial statements contained in our Form 10-K for the year ended December 31, 2016. Amounts for 2015 and 2016 primarily reflect changes in the applicable discount rate.
 4. Other Annual Compensation includes match and contribution amounts into our 401(k) plan in the same form and schedule as available to all other employees and such other items as imputed life insurance amounts on group-term life insurance in excess of the allowable \$50,000, non-taxable IRS limit. Please see the table following for further details.
 5. Mr. Simard received a sign on bonus of \$100,000 with \$50,000 payable in 2013 and the remaining \$50,000 payable in 2014 as provided for in his employment agreement upon joining the Company.
 6. Base salaries for Ms. Iannelli, Mr. Maltz and Mr. Shencavitz represent pro-rated amounts of their approved salaries representing the time worked during the identified year.
 7. Ms. Iannelli received a sign on bonus of \$100,000 upon joining the Company in October, 2016 and an additional discretionary payment of \$30,000 in recognition of her strategic contribution to the Company during 2016.
 8. Mr. Maltz received a sign on bonus in the amount of \$25,000 upon joining the Company in 2014.
- The NEOs also participate in certain group life, health and disability insurances and medical reimbursement plans described in the Summary Compensation Table that are generally available to all employees and do not discriminate in favor of any person in operation. The table below provides detail on the amounts comprising the column entitled "All Other Compensation" in the Summary Compensation Table for 2016.

| Name | Employer 401(k) Contribution Match and Contribution | | Club Dues | Spousal Travel | Auto-mobile Allow-ance | Miscell-aneous ¹ (\$) | Imputed Life Insurance (\$) |
|-----------------------|---|-------|-----------|----------------|------------------------|----------------------------------|-----------------------------|
| | (\$) | (\$) | | | | | |
| Curtis C. Simard | 10,600 | 1,000 | | | 10,625 | | 810 |
| Josephine Iannelli | | | | | 1,667 | 22 | 42 |
| Richard B. Maltz | 10,600 | | | | 1,154 | | 2,322 |
| Stephen M. Leackfeldt | 10,600 | | | | | | 2,687 |
| Gregory W. Dalton | 10,600 | | | | 1,154 | 264 | 2,012 |
| Gerald Shencavitz | 10,600 | | | | | | 2,877 |

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1. This column represents amounts received by the NEO for incentives participating in our high deductible health plan.
2. This amount represents the final applicable Medicare gross up (1.45%) amount on Mr. Shencavitz's future

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We provide non-cash perquisites that do not exceed \$10,000 in the aggregate for any individual and are not included in the reported figures. Benefits not disclosed in the table above are of *de minimis* value such as incidental service fees, deposit accounts or safe deposit rental fees.

Grants of Plan-Based Awards

The following table sets forth information regarding plan-based awards granted to the NEOs during the last fiscal year under the 2016 Annual Incentive Plan. Amounts disclosed are based on 2016 eligible salaries received by the participants. Awards under the 2016-2018 Long Term Plan are shown under Target and the range of the possible performance-based awards under the 2016-2018 plan is also disclosed for each participant and adjusted for the three-for-two stock split to shareholders on March 7, 2017.

| Name (a) | Plan Name (b) | Grant Date (c) | Estimated Future Payouts Under Non-Equity Incentive Plan Awards ¹ | | | Estimated Future Payouts Under Equity Incentive Plan Awards | |
|-----------------------------------|---------------------------------------|-------------------|--|-----------------------|-----------------------------|---|----------------------|
| | | | Thresh- old (\$) (d) | Target (\$) (e) | Maxi- mum (\$) (f) | Thresh- old (#) (g) | Target (#) (h) |
| Curtis C. Simard | 2016 | | | | | | |
| | Annual Plan 2016-2018 | | 88,160 | 176,320 | 264,480 | | |
| Josephine Iannelli ^{4,5} | 2016 | | | | | | |
| | Annual Plan 2016-2018 | 10/25/2016 | 7,538 | 15,077 | 22,615 | | |
| Richard B. Maltz ^{6,7} | 2016 | | | | | | |
| | Annual Plan ⁶ 2016-2018 | 01/01/2016 | 43,373 | 86,746 | 130,119 | 1,141 | 2,283 |
| Stephen M. Leackfeldt | 2016 | | | | | | |
| | Annual Plan ⁷ 2016-2018 | 09/28/2016 | 29,375 | 58,750 | 88,125 | 1,046 | 2,092 |

| | | | | | |
|--------------------------------|-----------------------------|------------|--------|--------|--------|
| | Annual Plan 2016-2018 | | | | |
| Gregory W. Dalton | Long-Term Plan 2016 | 01/01/2016 | | 639 | 1,279 |
| | Annual Plan 2016-2018 | | 27,500 | 55,000 | 82,500 |
| Gerald Shencavitz ¹ | Long-Term Plan 2016 | 01/01/2016 | | 599 | 1,198 |
| | Annual Plan 2016-2018 | | 31,183 | 62,367 | 93,550 |
| | Long-Term Plan ⁴ | 01/01/2016 | | 284 | 568 |

- ¹ The Annual Incentive Program detail in columns (c), (d), and (e) is for the calendar year ended December 31, 2016.
- ² Amounts in columns (f), (g), and (h) represent the number of performance shares granted under the Long-Term Incentive Plans in 2016. See the following table for additional detail.

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- 3 Amounts in column (i) represent the number of time-vested shares granted to NEOs in 2016 under the Long Term Incentive Plans.
- 4 Amounts shown in columns (c), (d), and (e) for Ms. Iannelli and Mr. Shencavitz are based on their pro-rated amounts for the time of their employment in 2016.
- 5 Amounts shown in columns (f), (g), (h) and (i) for Ms. Iannelli represent grants to her in 2016 and pro-rated amounts for 2014-2016, 2015-2017, and 2016-2018 plans.
- 6 Amounts in columns (c), (d), and (e) for Mr. Maltz for the Annual 2016 Plan represent potential payments at the Vice President and Chief Operating Officer level detailed on page 24.
- 7 Amounts shown in columns (f), (g), (h) and (i) for Mr. Maltz represent grants to him in 2016 at the Executive Vice President level plus pro-rated amounts based on the Executive Vice President and Chief Operating Officer level detailed on page 29 under the 2014-2016 and 2015-2017, and 2016-2018 plan years.

Outstanding Equity Awards at Fiscal Year-End-2016

(Numbers and dollars are adjusted for the Three for two stock split payable March 21, 2017)

| Name | Option Awards | | | | | Stock Awards | | |
|-------------------------------|---|---|---|-----------------------|-------------------|---|---|---|
| | Number of Securities Underlying Unexercised Options Exercisable | Number of Securities Underlying Unexercised Options | Equity Incentive Plan Awards; Number of Securities Underlying Unexercised Options | Option Exercise Price | Option Expiration | Number of Shares or Units of Stock That Have Not Vested | Market Value of Shares or Units of Stock That Have Not Vested | Equity Incentive Plan Awards of Unearned Shares, Other Rights, and Restricted Stock |
| (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) | (i) |
| Curtis C. Simard | | | | | | 6,198 | 195,547 | 14,000 |
| Josephine Iannelli | | | | | | 2,283 | 72,029 | 3,000 |
| Richard B. Maltz ⁵ | | | | | | 3,565 | 112,476 | 7,000 |
| Stephen M. Leackfeldt | | | | | | 2,626 | 82,850 | 6,000 |
| Gregory W. Dalton | | | | | | 2,418 | 76,288 | 5,000 |
| Gerald Shencavitz | 6,852 ³ | | | 21.00 | 03/31/2017 | 1,159 | 36,566 | 2,000 |

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- ¹ Amounts in column (g) represent time-vested shares payable in 2017, 2018, and 2019. The amount in column (h) represents the total value of those shares at December 31, 2016 with the closing price of \$47.33 per share adjusted hypothetically for a three-for-two stock split to \$31.55.
- ² Amounts in column (i) represent the performance shares payable in 2017, 2018, and 2019 if paid at Stretch. Amounts in column (j) represents the total value of those shares at December 31, 2016 with the closing price of \$47.33 per share adjusted hypothetically for a three-for-two stock split to \$31.55.
- ³ The shares shown in column (b) for Mr. Shencavitz are shown as pre-split numbers as Mr. Shencavitz exercised his shares to the March 7, 2017 record date.

Table of Contents**Option Exercises and Stock Vested Issued in 2016***(This table is presented with pre-split share numbers)*

| Name | Option Awards | | Stock |
|-----------------------|-----------------------------------|----------------|----------------------------------|
| | Number of Shares | Value Realized | Number of Shares |
| | Acquired on Exercise ¹ | on Exercise | Acquired on Vesting ² |
| (a) | (#) (b) | (\$) (c) | (#) (d) |
| Curtis C. Simard | 0 | 0 | 8,078 |
| Josephine Iannelli | N/A | N/A | N/A |
| Richard B. Maltz | 0 | 0 | 1,577 |
| Stephen M. Leackfeldt | 0 | 0 | 2,254 |
| Gregory W. Dalton | 3,600 | 33,816 | 2,199 |
| Gerald Shencavitz | 679 | 10,679 | 3,020 |

¹ This column represents stock options exercised in 2016 by NEOs under the 2000 or 2009 Equity Plan during the year of 2016 and are shown in pre-split numbers.

² This represents the number and dollar value, respectively, of restricted time-vested shares issued in 2016 to NEOs under the 2013-2015, 2014-2016 and 2015-2017 Long Term Incentive Programs. The time-vested shares must be held for a period of one year after issue and performance shares are required to be held for a three year period. The number of shares has been adjusted for the three-for-two split payable May 19, 2014, but were paid prior to the three-for-two split effective record date of March 7, 2017.

Pension Benefits

The table below shows at December 31, 2016 the present value of accumulated benefits payable to each of the NEOs, the number of years of service credited to each such NEO, under the SERP and using interest rate assumptions consistent with those used in Company financial statements. Additional information regarding the SERP benefits follows the table below. Mr. Shencavitz retired in 2016 and he is the last participant in this legacy program.

| Name | Plan Name | Number of Years of | Present Value of | Pa |
|-----------------------|-----------|--------------------|--------------------------|----|
| | | Credited Service | Accumulated Benefits | |
| (a) | (b) | (#) (c) | (\$) (d) ¹ | |
| Curtis C. Simard | N/A | | | |
| Josephine Iannelli | N/A | | | |
| Richard B. Maltz | N/A | | | |
| Stephen M. Leackfeldt | N/A | | | |
| Gregory W. Dalton | N/A | | | |

| | | | |
|-------------------|------|-----------------|-----------|
| Gerald Shencavitz | SERP | 15 ² | 1,734,000 |
|-------------------|------|-----------------|-----------|

1. The figures shown are determined as of the plan's measurement date during 2016 under FASB ASC Topic of our audited financial statements. For the discount rate and other assumptions used for this purpose, please refer to Note 16 in the Notes to Consolidated Financial Statements attached to the Annual Report on Form 10-K for the year ended December 31, 2016.
2. Years of credited service are determined by the vesting schedule contained within the Plan and not years of service with the Company.

Potential Payments upon Termination or Change in Control

We have entered into change in control agreements and maintain certain benefit plans that require us to provide certain payments to executive officers in the event of a termination of employment or a change in control. The tables below set forth the types of compensation payable to each executive officer upon voluntary termination without good reason, involuntary termination without cause, voluntary termination for good reason, termination for cause, death, disability, retirement, or termination after a

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change in control. The amounts assume a hypothetical termination of employment effective as of December 31, estimates of the amounts which would be paid to the executives in each specified circumstance. The actual amount can only be determined at the time of an executive's actual separation.

Termination and Change in Control Benefits

| Termination Event | Curtis Simard⁽¹⁾ | Josephine Iannelli ⁽²⁾ | Richard Maltz⁽³⁾ | Stephen Leackfeldt⁽⁴⁾ | Gregory Dalton⁽⁵⁾ |
|---|--|--|--|---|---|
| <i>Voluntary Termination Without Good Reason</i> | | | | | |
| Cash Severance ^(A) | | | | | |
| Pro Rata Incentive Bonus Payout ^(B) | 222,627 | 19,751 | 103,439 | 62,393 | 51,280 |
| Stock Options/SARS ^(C) | | | | | |
| Accelerated Equity/SARS ^(D) | | | | | |
| COBRA Eligible Benefits ^(E) | | | | | |
| Nonqualified Deferred Compensation ^(F) | | | | | |
| Life Insurance Proceeds/Disability Benefits ^(G) | | | | | |
| Other Perquisites ^(H) | | | | | |
| Total | \$ 222,627 | \$ 19,751 | \$ 103,439 | \$ 62,393 | \$ 51,280 |
| <i>Retirement^(I)</i> | | | | | |
| Cash Severance ^(A) | | | | | |
| Pro Rata Incentive Bonus Payout ^(B) | | | | | |
| Vested Stock Options/SARS ^(C) | | | | | |
| Accelerated Equity/SARS ^(D) | | | | | |
| COBRA Eligible Benefits ^(E) | | | | | |
| Nonqualified Deferred Compensation ^(F) | | | | | |
| Life Insurance Proceeds/Disability Benefits ^(G) | | | | | |
| Other Perquisites ^(H) | | | | | |
| Total | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |
| <i>Termination Upon Disability</i> | | | | | |
| Cash Severance ^(A) | | | | | |
| Pro Rata Incentive Bonus Payout ^(B) | 222,627 | 19,751 | 103,439 | 62,393 | 51,280 |
| Vested Stock Options/SARS ^(C) | 301,350 | 21,299 | 135,269 | 127,507 | 116,570 |
| Accelerated Equity/SARS ^(D) | | | | | |
| COBRA Eligible Benefits ^(E) | | | | | |
| Nonqualified Deferred Compensation ^(F) | | | | | |
| Life Insurance or Proceeds/Disability Benefits ^(G) | 180,000 | 180,000 | 180,000 | 141,000 | \$ 132,000 |
| Other Perquisites ^(H) | | | | | |
| Total | \$ 703,977 | \$ 221,050 | \$ 418,708 | \$ 330,900 | \$ 299,850 |

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| Termination Event | Curtis Simard⁽¹⁾ | Josephine Iannelli ⁽²⁾ | Richard Maltz⁽³⁾ | Stephen Leackfeldt⁽⁴⁾ | Gregory Dalton⁽⁵⁾ |
|---|--|--|--|---|---|
| <i>Termination Upon Death⁽¹⁾⁽⁵⁾</i> | | | | | |
| Cash Severance ^(A) | | | | | |
| Pro Rata Incentive Bonus Payout ^(B) | 222,627 | 19,751 | 103,439 | 62,393 | 51,282 |
| Stock Options/SARS ^(C) | 301,350 | 21,299 | 135,269 | 127,507 | 116,574 |
| Accelerated Equity/SARS ^(D) | | | | | |
| COBRA Eligible Benefits ^(E) | | | | | |
| Nonqualified Deferred Compensation ^(F) | | | | | |
| Life Insurance Proceeds/Disability Benefits ^(G) | \$ 750,000 | \$ 700,000 | \$ 600,000 | \$ 470,000 | \$ 460,000 |
| Other Perquisites ^(H) | | | | | |
| Total | \$ 1,273,977 | \$ 741,050 | \$ 838,708 | \$ 659,900 | \$ 627,856 |
| <i>Involuntary Termination Without Cause</i> | | | | | |
| Cash Severance ^(A) | 928,000 | 700,000 | | | |
| Pro Rata Incentive Bonus Payout ^(B) | 222,627 | 19,751 | | | |
| Stock Options/SARS ^(C) | | | | | |
| Accelerated Equity/SARS ^(D) | | | | | |
| COBRA Eligible Benefits ^(E) | 42,841 | 28,130 | | | |
| Nonqualified Deferred Compensation ^(F) | | | | | |
| Life Insurance Proceeds/Disability Benefits ^(G) | | | | | |
| Other Perquisites ^(H) | | | | | |
| Total | \$ 1,193,468 | \$ 747,881 | \$ 0 | \$ 0 | \$ 0 |
| <i>Voluntary Termination For Good Reason</i> | | | | | |
| Cash Severance ^(A) | 928,000 | 700,000 | | | |
| Pro Rata Incentive Bonus Payout ^(B) | 222,627 | 19,751 | | | |
| Stock Options/SARS ^(C) | 301,350 | 21,299 | | | |
| Accelerated Equity/SARS ^(D) | | | | | |
| COBRA Eligible Benefits ^(E) | 42,841 | 28,130 | | | |
| Nonqualified Deferred Compensation ^(F) | | | | | |
| Life Insurance Proceeds/Disability Benefits ^(G) | | | | | |
| Other Perquisites ^(H) | | | | | |
| Total | \$ 1,494,818 | \$ 769,180 | \$ 0 | \$ 0 | \$ 0 |

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| Termination Event | Curtis Simard⁽¹⁾ | Josephine Iannelli (2) | Richard Maltz⁽³⁾ | Stephen Leackfeldt⁽⁴⁾ | Gregor Dalton⁽⁵⁾ |
|---|--|---------------------------------------|--|---|--|
| Termination After a Change In Control | | | | | |
| Cash Severance ^(A) | 928,000 | 700,000 | 700,000 | 235,000 | 220,000 |
| Pro Rata Incentive Bonus Payout ^(B) | 222,627 | 19,751 | 103,439 | 62,393 | 51,280 |
| Stock Options/SARS ^(C) | | | | | |
| Accelerated Equity/SARS ^(D) | 493,747 | 144,073 | 260,741 | 209,104 | 192,060 |
| COBRA Eligible Benefits ^(E) | 42,841 | 28,130 | 21,208 | 9,198 | 18,750 |
| Nonqualified Deferred Compensation ^(F) | | | | | |
| Life Insurance Proceeds/Disability Benefits ^(G) | | | | | |
| Other Perquisites ^(H) | | | | | |
| Tax Gross-Up | | | | | |
| Total | \$ 1,687,215 | \$ 901,331 | \$ 1,085,388 | \$ 515,695 | \$ 482,100 |
| Termination for Cause | | | | | |
| SERP⁽³⁾ | | | | | |
| Cash Severance ^(A) | | | | | |
| Pro Rata Incentive Bonus Payout ^(B) | | | | | |
| Stock Options/SARS ^(C) | | | | | |
| Accelerated Equity/SARS ^(D) | | | | | |
| COBRA Eligible Benefits ^(E) | | | | | |
| Nonqualified Deferred Compensation ^(F) | | | | | |
| Life Insurance Proceeds/Disability Benefits ^(G) | | | | | |
| Other Perquisites ^(H) | | | | | |
| Total | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 |

- A** Cash Severance. Severance payable to all executives represents a payment due upon a hypothetical change of control on December 31, 2016. Twenty-four months of severance would have been payable to Mr. Simard, Ms. Iannelli, Mr. Maltz if their employment was terminated by the Company for any reason other than cause, death, disability or retirement as defined in their written Employment Agreements. Payments disclosed represent 12 months of salary for Mr. Dalton under their Change of Control Agreements.
- B** Bonus. The amount disclosed in this row represents the bonus/incentive amounts due for 2016 but not yet paid to any executive on December 31, 2016. These amounts were paid in February 2017. The amount of incentive payments for the fiscal year 2016 has also been disclosed in the Summary Compensation Table.
- C** Stock Options/SARS. The closing per share price on the NYSE MKT exchange for our common stock on December 31, 2016 was \$47.33. All options for participants are either completely vested or of no value when measured against the closing per share price on December 31, 2016. Disclosed amounts would have been realized if the executive exercised the vested options in the manner provided for by the Company's stock option plan and award agreement as of December 31, 2016 market price. In the event of a termination of employment, the executive (or the executor in the event of death) would have had the right to exercise vested stock options for a set period as specified under the award agreement. All executives would have forfeited the right to exercise vested or unvested options if they had been terminated for cause.

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- D** Equity, Stock Options/SARs Accelerated. Figures on this line item represent the value of unvested equity grants, stock options/SARs in the event of acceleration due to a change of control event occurring on December 31, 2016. Performance shares are accelerated at Target.
- E** COBRA Eligible Benefits. The amount disclosed represents the cost of continued health, dental, and vision insurance for a period of 24 months for Simard, 18 months for Iannelli, and 12 months for Maltz, Leackfeldt and Dalton.
- F** Nonqualified Deferred Compensation Plan. No NEO participated under the legacy Nonqualified Deferred Compensation Plan as of December 31, 2016 with the exception of retired executive Gerald Shencavitz who terminated from the Company in November 2017.
- G** Life Insurance Proceeds/Disability Benefits. Amounts represent benefits payable by a third-party insurer (United Life Insurance Company of New York) to designated executives or their beneficiaries under our life and disability programs. These life and disability insurance programs were generally available to all of our employees. The disability amount quoted represents a 12 month benefit with a cap of \$15,000 per month. Total benefits due would be dependent upon the severity, the length of a claim, and the insurance policy interpretation.
- H** Other Perquisites. Not applicable to the Company.

1. Under certain termination circumstances leading up to or following a Change of Control, Mr. Simard may be eligible for two times salary and COBRA eligible benefits for twenty-four months. In the event of a termination of employment due to death or long term disability, Mr. Simard (or his estate) would be eligible for a pro-rata share of an award from the 2014-2016, 2015-2017, and 2016-2018 Long Term Incentive Plans. However, payments would be calculated at the end of the performance periods and due on the same schedule as with other participants. Performance shares are calculated at Target under the Change of Control illustration. Mr. Simard would not have met retirement eligibility due to his age as of December 31, 2016.

Any payments due the executive in a Change in Control would be reduced to the extent necessary to ensure that such payment would be non-deductible to the Company under Code Section 280G or subject to excise tax imposed under Code Section 4999.

2. Under certain termination circumstances leading up to or following a Change of Control, Ms. Iannelli may be eligible for two times salary and COBRA eligible benefits for eighteen months. In the event of a termination of employment due to death or long term disability, Ms. Iannelli (or her estate) would be eligible for a pro-rata share of an award from the 2014-2016, 2015-2017, and 2016-2018 Long Term Incentive Plans represented during those years. However, payments would be calculated at the end of the performance periods and due on the same schedule as with other participants. Performance shares are calculated at Target under the Change of Control illustration. Ms. Iannelli would not have met retirement eligibility due to her age as of December 31, 2016.

Any payments due the executive in a Change in Control would be reduced to the extent necessary to ensure that such payment would be non-deductible to the Company under Code Section 280G or subject to excise tax imposed under Code Section 4999.

3. Under certain termination circumstances leading up to or following a Change of Control, Mr. Maltz may be eligible for two months of salary and COBRA eligible benefits for twelve months.

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In the event of a termination of employment due to death or long term disability Mr. Maltz (or his estate) would receive a pro-rata share of an award from the 2014-2016, 2015-2017, 2016-2018 Long Term Incentive Plans. However, payments would be calculated at the end of the performance periods and due on the same schedule as with other participants. Payments are calculated at Target under the Change of Control illustration. Mr. Maltz would not have met retirement eligibility requirements as of December 31, 2016.

Any payments due the executive in a Change in Control would be reduced to the extent necessary to ensure that such payment would be non-deductible to the Company under Code Section 280G or subject to excise tax imposed under Section 4999.

4. Under certain termination circumstances leading up to or following a Change of Control, Mr. Leackfeldt may receive 12 months of salary and COBRA eligible benefits.

In the event of a termination of employment due to death or long term disability Mr. Leackfeldt (or his estate) would receive a pro-rata share of an award from the 2014-2016, 2015-2017, 2016-2018 Long Term Incentive Plans. However, payments would be calculated at the end of the performance periods and due on the same schedule as with other participants. Payments are calculated at Target under the Change of Control illustration. Mr. Leackfeldt would not have met retirement eligibility requirements due to his age as of December 31, 2016.

Any payments due the executive in a Change in Control would be reduced to the extent necessary to ensure that such payment will be non-deductible to the Company under Code Section 280G or subject to excise tax imposed under Section 4999.

5. Under certain termination circumstances leading up to or following a Change of Control, Mr. Dalton may receive 12 months of salary and COBRA eligible benefits.

In the event of a termination of employment due to death or long term disability, Mr. Dalton (or his estate) would receive a pro-rata share of an award from the 2014-2016, 2015-2017, 2016-2018 Long Term Incentive Plans. However, payments would be calculated at the end of the performance periods and due on the same schedule as with other participants. Payments are calculated at Target under the Change of Control illustration. Mr. Simard would not meet retirement eligibility requirements as of December 31, 2016.

Any payments due the executive in a Change in Control would be reduced to the extent necessary to ensure that such payment will be non-deductible to the Company under Code Section 280G or subject to excise tax imposed under Section 4999.

6. At the time of his retirement, Mr. Shencavitz was eligible for a pro-rata share of an award from the 2014-2016 and 2016-2018 Long Term Incentive Plans. Payments were calculated at the end of the performance period on the same schedule as with other participants. He was also eligible to exercise vest stock options. He became fully vested in a non-qualified deferred compensation plan, reduced for early retirement, in November of 2016. The hypothetical termination on December 31, 2016 would not have resulted in any additional payment to Mr. Shencavitz than the payment made at the time of his retirement.

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Table of Contents**COMPENSATION OF DIRECTORS**

Independent Directors of the Company, BHBT and BHTS were paid by a combination of fees for meetings attended supplemented by quarterly stipends. A fee of \$500 was paid to Board members for each meeting of the Company, subsidiary company boards attended and most committee meetings attended. Members of the Board received \$500 for the Company and the BHBT held joint meetings. The Chairperson is compensated at one-half of the meeting fee for committee meetings of which they were not a voting member. The fee paid for attendance at the Company's Annual Meeting is \$500 per member. Audit Committee members received \$600 for each Audit Committee meeting they attended. The Board Chairperson received a quarterly stipend of \$4,500, and the Chairpersons of the Audit, Governance, Board Risk and Compensation Committees each received a \$3,000, \$2,500 and \$2,500, respectively.

| | Quarterly Stipend (Annualized) | November, 2016 Stock Grant | Meeting Fees |
|---|---|---------------------------------------|--|
| Chairman of the Board | \$ 4,500 | Shares up to a market | \$500 for Board |
| | (\$ 18,000) | value of \$15,000 | Executive, Governance and Compensation |
| | | | \$300 for Audit |
| | | | \$250 for Trust |
| | | | Board Risk Committee |
| Vice Chairman of the Board ¹ | \$ 3,000 | Shares up to a market | |
| | (\$ 12,000) | value of \$15,000 | |
| Audit Chair | \$ 3,000 | Shares up to a market | |
| | (\$ 12,000) | value of \$15,000 | |
| Governance Chair | \$ 2,500 | Shares up to a market | |
| | (\$ 10,000) | value of \$15,000 | |
| Board Risk Chair | \$ 2,500 | Shares up to a market | |
| | \$ 10,000 | Value of \$15,000 | |
| Compensation Chair | \$ 2,500 | Shares up to a market | |
| | (\$ 10,000) | value of \$15,000 | |
| All other Directors | \$ 2,000 | Shares up to a market | |
| | (\$ 8,000) | value of \$15,000 | |
| Audit Committee Attendance | | | \$600 (no chair) |
| All other meetings and Annual Meeting | | | \$500 (no chair) |

¹ The Vice Chair position has intentionally been left vacant since the retirement of Thomas Colwell in May,

We review a comparative summary of director compensation annually prepared by Pearl Meyer. Pearl Meyer recommends that the Board consider including equity compensation as part of its compensation mix on an ongoing basis. In November 2015, an independent director was awarded 346 restricted shares of our common stock under the 2015 Equity Plan. This grant was in lieu of an increase in the cash portion of their fees and as part of an overall market adjustment in director compensation. The restricted share certificates are fully vested, but may not be sold, transferred or gifted by any director until three months after such director leaves the service of the Board.

Table of Contents**2016 Director Compensation**

The following table details the total compensation paid to directors from the Company, BHBT and BHTS during the year. Directors receive no additional compensation or perquisites for their service than that set forth in the table below.

| Name | Fees Earned or Paid in Cash (\$) (b) | Restricted Stock Awards ¹ (\$) (c) | T |
|--------------------------------|--|--|-----------|
| (a) | | | |
| Peter Dodge ² | 15,600 | -0- | |
| Daina H. Belair ³ | 24,500 | 14,975 | |
| Thomas A. Colwell ² | 10,000 | -0- | |
| Matthew L. Caras | 25,400 | 14,975 | |
| David M. Colter | 14,167 | 14,975 | |
| Martha T. Dudman | 27,200 | 14,975 | |
| Lauri E. Fernald | 22,242 | 14,975 | |
| Clyde S. Lewis | 25,742 | 14,975 | |
| Constance C. Shea | 24,291 | 14,975 | |
| Curtis C. Simard | | | |
| Kenneth E. Smith ⁴ | 24,500 | 14,975 | |
| Scott C. Toothaker | 28,400 | 14,975 | |
| David B. Woodside | 34,009 | 14,975 | |
| Totals | 276,051 | 149,749 | 42 |

¹ Represents the value of 346 restricted shares granted in November 2016 to each independent director as part of their 2016 compensation calculated at the closing price on the day of the grant.

² Messrs. Colwell and Dodge retired from the Board of Directors in May 2016 due to age restrictions in the Company's Bylaws.

³ Formerly Daina H. Hill.

⁴ Director Kenneth E. Smith deferred a portion of his compensation under a Non-Qualified Deferred Compensation arrangement. This deferred arrangement is funded entirely by the director and the funds are invested and held in the name of the Company until the director withdraws them upon his resignation, retirement, or termination from the Board. Director Smith assumes the investment risk on these funds and holds the status of an unsecured creditor of the Company with respect to the payment of these deferred fees at a future date.

Table of Contents**SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT****RELATED STOCKHOLDER MATTERS**

The following table sets forth information with respect to the beneficial ownership of our common stock as of March 10, 2017 by: (i) each person or entity known by us to own beneficially more than 5% of the outstanding common stock as of March 10, 2017; (ii) each current director and nominee for election to the Board; (iii) our executive officers; and (iv) all executive officers and directors as a group. We had 15,384,660 shares of common stock outstanding as of March 10, 2017.

The information provided is based on our records and on information furnished by the persons listed. We are not aware of any arrangement that could at a subsequent date result in a change in control of the Company. All beneficial ownership information below is adjusted for the 3 for 2 stock split to shareholders of record on March 7, 2017.

| Name of | Title of Class | Amount of Beneficial Ownership ¹ | Footnot |
|---|----------------|---|---------|
| Beneficial Owners | | | |
| <i>5% or more beneficial owners</i> | | | |
| NONE | | | |
| <i>Directors/Nominees:</i> | | | |
| Daina H. Belair | Common | 1,659 | |
| Matthew L. Caras | Common | 7,541 | |
| Leonard R. Cashman (Nominee) | Common | 29,686 | 2, |
| David M. Colter | Common | 866 | 3, |
| Steven H. Dimick | Common | 4,359 | |
| Martha T. Dudman | Common | 10,973 | |
| Stephen W. Ensign | Common | 118,011 | |
| Lauri E. Fernald | Common | 7,377 | |
| Clyde H. Lewis | Common | 20,165 | 4,10, |
| Constance C. Shea | Common | 8,311 | 5,10, |
| Curtis C. Simard (Director and NEO) | Common | 17,438 | 10, |
| Kenneth E. Smith | Common | 9,693 | 6, |
| Stephen R. Theroux | Common | 93,945 | 7, |
| Scott G. Toothaker | Common | 8,007 | 8, |
| David B. Woodside | Common | 8,304 | 9, |
| <i>NEOs:</i> | | | |
| Josephine Iannelli | Common | 219 | |
| Richard Maltz | Common | 3,018 | |
| Stephen M. Leackfeldt | Common | 10,340 | |
| Gregory W. Dalton | Common | 14,630 | |
| Gerald Shencavitz | Common | 33,258 | |
| Total Ownership of all directors, NEOs, executive officers, and specified Trust shares of the Company as a group 21 persons | | 490,627 | |

1.

The number of shares beneficially owned by the persons set forth above is determined under the rules of the Securities Exchange Act, and the information is not necessarily indicative of beneficial ownership for any other purpose. Under these rules, an individual is considered to beneficially own any shares of common stock if he or she directly or indirectly owns shares, (i) voting power, which includes the power to vote or to direct the voting of the shares, or (ii) investment power, which includes the power to dispose or direct the disposition of shares. Unless otherwise indicated, an individual's ownership includes voting power and sole investment power with respect to the indicated shares. All individual holdings amounting to 1% of issued and outstanding common stock are marked with an (*).

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2. Includes 5,542 shares over which voting and dispositive powers are shared jointly with Mr. Cashman's spouse does not include 2,803 shares owned by Mr. Cashman's spouse over which he does not have voting or dispositive powers.
3. Includes 30 shares owned by Mr. Colter's children registered in a custodial account.
4. Includes 15,874 shares over which voting and dispositive powers are shared jointly with Mr. Lewis's spouse.
5. Includes 5,928 shares over which voting and dispositive powers are shared jointly with Mrs. Shea's spouse.
6. Includes 3,381 shares over which voting and dispositive powers are shared jointly with Mr. Smith's spouse.
7. Includes 59,764 shares over which voting and dispositive powers are shared jointly with Mr. Theroux's spouse does not include 7,744 shares owned by Mr. Theroux's spouse over which he does not have voting or dispositive powers.
8. Includes 4,500 shares over which voting and dispositive powers are shared with Mr. Toothaker's spouse.
9. Includes 2,142 shares over which voting and dispositive powers are shared jointly with Mr. Woodside's spouse does not include 1,500 shares owned by Mr. Woodside's spouse over which he does not have voting or dispositive powers.
10. Ownership figures for directors include 500 director-qualifying shares owned by each director indicated.
11. Director Lewis will not stand for re-election under age restrictions in our Bylaws.
12. Director Shea will not stand for re-election under age restrictions in our Bylaws.
13. The table below includes shares the NEOs own directly, (b) shares over which NEOs have voting power of 10% or more of the Company's outstanding shares under the Company's 401(k) Plan, (c) stock options for common stock granted pursuant to the Company's long-term incentive plan which are exercisable within 60 days of the Record Date, and (d) time-vested and performance-based restricted stock to be issued to the executives within 60 days of the March 22, 2017 record date under the 2015-2017 Long-term Incentive Plan. These ownership positions are set forth in the table below:

| Name | Direct (a) | 401(k) Plan (b) | Exercisable Options (c) | Long-Term Incentive Plan (d) |
|-----------------------|---------------|-----------------------|-------------------------------|---------------------------------------|
| Curtis C. Simard | 14,866 | 535 | | |
| Josephine Iannelli | 0 | | | |
| Richard Maltz | 1,938 | | | |
| Stephen M. Leackfeldt | 9,499 | | | |
| Gregory W. Dalton | 4,947 | 8,888 | | |
| Gerald Shencavitz | 18,507 | 11,853 | | |

14. Total beneficial ownership includes 69,300 (0.45 %) shares of common stock held by two trusts, which, for the purposes of this report, are allocated equally among the directors present at the Annual Meeting under the terms of the respective trust agreements. No director has any other beneficial interest in these shares. These trusts are denominated for purposes of this report as the Parker Trust and the The Fred & Hattie Lynam Private Foundation formerly known as the Lynam Trust.

The Parker Trust was established in 1955 in perpetuity. BHTS, the Company's second tier non-depository trust, is the sole Trustee, with full powers, of this trust benefiting the Mt. Desert Island Cemetery in Southwest Harbor, Maine.

The Fred & Hattie Lynam Private Foundation, formerly known as the Lynam Trust, was established in 1941 to benefit Mount Desert Island charities and later expanded to provide scholarships to graduates of Mount Desert Island School. BHTS is the sole Trustee, with full powers, and administers the trust with the assistance of an established Scholarship Committee made up of members of the Board and community representatives.

15. Ms. Iannelli was appointed to her position with the Company effective October 23, 2016. Her April 2017 e detailed above has been pro-rated based on her time of service under the 2015-2017 Long Term Incentive P issued within 60 days of the March 22, 2017 record date.

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COMPLIANCE WITH SECTION 16(a) OF THE SECURITIES AND EXCHANGE ACT

Section 16(a) of the Exchange Act requires the Company's officers, directors, and persons who own more than 10% of any registered class of the Company's equity securities (collectively "Section 16 Persons") to file initial reports of ownership and reports of changes of ownership with the SEC and the NYSE MKT. Section 16 Persons are required by the Commission to furnish the Company with copies of all Section 16(a) forms they file.

To our knowledge, based solely on review of such reports provided to us and written representations, all reports were filed as required except for:

On September 19, 2016, a late Form 4 was filed to report an exercise and sale of 1,000 shares by Gregory W. Davidson on September 9, 2016.

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**CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS AND DIRECTOR
INDEPENDENCE**

Transactions with Management and Others

We administer related party transactions (if any) under our Related Party Transaction Policy, which addresses compliance with NYSE MKT Rule 120 and Item 404(a) of Regulation S-K. This policy provides for Audit Committee oversight of related party transactions that exceed a *de minimis* lifetime income statement impact of \$25,000 (except for loan transactions, which the Company and its subsidiaries are administered pursuant to Federal Regulation O (Reg. O), as described more fully below. All related party transactions that qualify under this policy are reviewed by the Audit Committee (or another acceptable Board Committee or the full Board) for pre-approval. Other than the Somesville Lease described below, and loans offered in the ordinary course of business and approved by the BHBT Board, we had no related party transactions. The Related Party Transaction Policy is approved annually by the Board and administered by management of BHBT.

We have entered into a long-term lease for our BHBT branch located in Somesville, Maine, effective February 1, 2016 (the Somesville Lease). The Somesville Lease has interim renewals of five years and the present term runs through February 1, 2021. In each subsequent lease year the base rent is increased using a formula tied to certain changes in the consumer price index. The total lease payments totaled \$84,668. There were no amounts outstanding for this lease as of December 31, 2016. In addition to the base rent, BHBT is responsible to pay as additional rent certain defined real estate taxes as well as certain operating expenses and other costs, charges, and expenses associated with the premises. The Landlord under the Somesville Lease is A.C. Fernald Sons Inc., a Maine corporation. Mr. Robert B. Fernald of Mount Desert, Maine, is a shareholder, director, and officer of A. C. Fernald Sons Inc. and is the father of Company director Lauri E. Fernald. Lauri E. Fernald does not own or hold any corporate office or other position with A.C. Fernald Sons Inc. and has no direct or indirect interest in the Somesville Lease other than her familial relationship with Mr. Robert B. Fernald.

Except as set forth above and with regard to Indebtedness of Management described below, none of the directors, officers, or NEOs of the Company or of any of its subsidiaries engaged during 2016 in any transaction with the Company or its subsidiaries, in which the amount involved exceeded \$120,000.

Indebtedness of Management

BHBT offers to its directors, officers, principal shareholders and employees, and to businesses owned and/or controlled by such persons (collectively insiders), commercial and consumer loans in the ordinary course of its business.

All loans made by the Company and its subsidiaries to insiders are regulated by the Company's federal and state laws and Reg. O. Reg. O sets forth various practices and reporting requirements for loans to insiders. In addition, the Sarbanes-Oxley Act of 2002 permits banks and bank holding companies to extend credit to their directors and officers provided that such credit is (a) made or provided in the ordinary course of the consumer credit business of such issuer; (b) of a type generally made available to such issuer to the public; and (c) made by such issuer on market terms, or terms that are not more favorable than those offered by the issuer to the public. Further, NYSE MKT rules provide that related party transactions are subject to appropriate review and oversight by the Company's Audit Committee or a comparable body of the Board.

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As of December 31, 2016, the outstanding loans by BHBT to our director-nominees and NEOs amount to an aggregate of approximately \$10,434,455 with a maximum availability limit of \$13,752,215. Separately, in January 2017, we made \$432,273 in loans to former LSBG directors, including Mr. Dimick, Mr. Theroux, Mr. Ensign and Mr. Cashman, who were elected to the Board at the 2017 Annual Meeting. All such loans are offered under the same terms and conditions as comparable loans to persons not related to BHBT, including but not limited to interest rates, repayment terms, and collateral. The terms and conditions of all loans, including those to insiders, and the process by which they are approved, are documented in BHBT's written Loan Policy. The Loan Policy is approved annually by the Board and administered by the management of BHBT. Loans to insiders may not contain a higher level of risk, nor be offered with terms and conditions as favorable, than loans to non-insiders with equivalent financial profiles (except for the favorable pricing program described). We believe that all extensions of credit to our insiders and executive officers satisfy the foregoing conditions. Extensions of credit to our insiders have involved more than normal risk of collectability or present other unfavorable

Director Independence disclosures may be found under the Corporate Government on page 15.

OTHER MATTERS

Code of Ethics

The Board has adopted a Code of Ethics that applies to all employees, officers, and directors. The Code of Ethics requires compliance with law; fair and honest dealings with the Company, with competitors, and with others; fair and honest dealings with the public; and procedures for compliance with the Code of Ethics. Shareholders can review the Code of Ethics located at www.bhbt.com under the Shareholder Relations/Codes & Charters tabs.

We intend to satisfy the disclosure requirement under Item 5.05 of Form 8-K regarding an amendment to, or a waiver of, a provision of our Code of Ethics that applies to our principal executive officer, principal financial officer, principal accounting officer, or persons performing similar functions, by posting such information on our website at the internet address listed above. The Board of Directors amended our Code of Ethics on December 20, 2016 to make certain administrative and non-substantive changes. No waivers of any provisions of our Code of Ethics were granted in 2016.

Financial Statements

ENCLOSED WITH THIS PROXY MAILING TO SHAREHOLDERS IS A COPY OF THE COMPANY'S 2016 ANNUAL REPORT AND A COPY OF THE ANNUAL REPORT TO THE SEC ON FORM 10-K. THE FORM 10-K INCLUDES CONSOLIDATED FINANCIAL STATEMENTS AND SCHEDULES FOR THE LAST FISCAL YEAR IN ACCORDANCE WITH GENERALLY ACCEPTED ACCOUNTING PRINCIPLES. UPON WRITTEN REQUEST, SHAREHOLDERS MAY ALSO OBTAIN THE MOST RECENT ANNUAL DISCLOSURE STATEMENT THAT CONTAINS FINANCIAL INFORMATION COVERING THE LAST TWO YEARS.

Any request for a copy of the Annual Disclosure Statement must contain a representation that the person making the request is a beneficial owner of Common Stock on March 22, 2017, which is the Record Date for this proxy solicitation. Requests should be addressed to: Marsha C. Sawyer, Clerk, Bar Harbor Bankshares, 82 Main Street, Bar Harbor, ME 04609.

Nominations by Shareholders and Other Shareholder Proposals

Our Bylaws provide that we will consider nominees for election to the Board recommended by shareholders if made in the manner provided for under our Bylaws with regard to typical shareholder proposals. These procedures require that, in order to be timely, a shareholder's notice shall be delivered to the Clerk at our principal executive offices no later than the close of business on the 120th day nor earlier than the close of business on the 150th day prior to the first anniversary of the preceding

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Meeting. Such shareholder's notice shall set forth (a) as to each person whom the shareholder proposes to nominate for re-election as a director, all information relating to such person that is required to be disclosed in solicitations of proxies for the election of directors in an election contest, or is otherwise required, in each case pursuant to Regulation 14A under the Exchange Act (including such person's written consent to being named in the proxy statement as a nominee and to serving as a director, if elected); (b) as to any other business that the shareholder proposes to bring before the meeting, a brief description of the business desired to be brought before the meeting, the reasons for conducting such business at the meeting, any material interest of such shareholder and the beneficial owner, if any, on whose behalf the proposal is made, and the names and addresses of other shareholders known by the shareholder proposing such business to support such proposal, and the class and number of shares of our capital stock beneficially owned by such other shareholders; and (c) as to the shareholder giving the notice, the name and address of such shareholder and the beneficial owner, if any, on whose behalf the nomination or proposal is made (i) the name and address of such shareholder as they appear on our books, and of such beneficial owner, and (ii) the class and number of shares of our common stock beneficially owned beneficially and of record by such shareholder and such beneficial owner. Shareholder proposals submitted pursuant to Rule 14a-8 of the Exchange Act for inclusion in our proxy statement and form of proxy for the 2018 Annual Meeting must be received by us no later than December 19, 2017. Any such proposal must also comply with the requirements as to form and substance established by the SEC for such a proposal to be included in the proxy statement and form of proxy.

Proposals should be addressed to Marsha C. Sawyer, Clerk, Bar Harbor Bankshares, 82 Main Street, Bar Harbor, ME 04609. If the Governance Committee determines that any shareholder proposal (including a nomination for election of a director) is not made in a timely fashion or that information provided in the notice does not fulfill the information requirements of Rule 14a-8 in any material respects, such proposal shall not be presented for action at the Annual Meeting for which it is proposed. If a shareholder should propose a candidate, the Governance Committee would evaluate that candidate on the basis of the information noted above.

Communication with Board of Directors

Our shareholders and other interested persons who want to communicate with the Board, any individual director or any group of non-management directors as a group or any other group of directors, can write to:

Chairman of the Board

Bar Harbor Bankshares

82 Main Street

Bar Harbor, ME 04609

Written communications addressed to the Board received by us from shareholders will be shared with the full Board at the next regularly scheduled Board meeting.

Other Business

As of the date of this proxy statement, the Board knows of no matters that will be presented for consideration at the Annual Meeting other than as described in this proxy statement. If any other business, matter, or proposal shall properly be presented at the Annual Meeting and be voted upon, the enclosed proxies will be deemed to confer discretionary authority on the persons named as proxies therein to vote the shares represented by such proxies as to any such matters. The persons named as proxies intend to vote or not to vote in accordance with the recommendation of the Board.

By Order of the Board of Directors

/s/ Marsha C. Sawyer

Marsha C. Sawyer, Corporate Clerk

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APPENDIX A

REPORT OF THE AUDIT COMMITTEE

To the Board of Directors of Bar Harbor Bankshares:

In accordance with the Audit Committee Charter, the Audit Committee reviews the Company's financial reports on behalf of the Board. Management is responsible for preparing the financial statements and for designing and implementing the reporting process, including the system of internal controls, and has represented to the Audit Committee that such statements were prepared in accordance with generally accepted accounting principles. The independent registered public accounting firm is responsible for expressing opinions on the conformity of those audited financial statements with generally accepted accounting principles. The Audit Committee has reviewed and discussed with management and an independent registered public accounting firm, together and separately, the Company's audited consolidated financial statements contained in the Company's Annual Report on Form 10-K for 2016.

The Audit Committee discussed with the independent registered public accounting firm the matters required to be discussed by PCAOB Auditing Standards No. 16, Communications with Audit Committees, including with the independent registered public accounting firm the auditors' independence from the Company and its management, including the matters in the written disclosures which were received by the Audit Committee from the independent registered public accounting firm as required by the requirements of the Public Company Accounting Oversight Board (PCAOB) regarding the independent accountants' communications with the Audit Committee concerning independence. The Audit Committee also considered whether the independent registered public accounting firm's provision of non-audit services to the Company is compatible with its independence and concluded that the auditors are independent.

The Audit Committee reviewed and discussed with the independent registered public accounting firm any other matters to be discussed by PCAOB Auditing Standards No. 16, Communications with Audit Committees, including with the independent registered public accounting firm the auditors' evaluation of the quality of the Company's financial reporting, information relating to significant transactions and the business rationale for such transactions, and evaluation of the Company's ability to continue as a going concern.

During 2016, the Audit Committee performed all its duties and responsibilities under the Audit Committee Charter. Based on the reports and discussions referred to above, the Audit Committee recommended to the Board that the financial statements of the Company for 2016 be included in the Company's Annual Report on Form 10-K for the year ended December 31, 2016, for filing with the SEC.

Each of the members of the Audit Committee is independent as defined under the listing standards of NYSE MKT as of December 31, 2016.

The Board of Directors has determined that the Company has at least one audit committee financial expert on the Audit Committee. Mr. Scott G. Toothaker, CPA, meets the criteria for an audit committee financial expert and is independent in the meaning of the rules adopted by the NYSE MKT pursuant to the Sarbanes-Oxley Act of 2002.

Respectfully submitted by the members of the Audit Committee of the Board:

Scott G. Toothaker, Chair
David M. Colter

Matthew L. Caras
Stephen W. Ensign

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