



# Annual Report

December 31, 2016



Connecting All Branches: (978) 374-0164  
Haverhill Bank is on 

NMLS # 407690  
Member FDIC/Member SIF  
Equal Housing Lender





**Thomas L. Mortimer**  
President and Chief Executive Officer

# A letter from Haverhill Bank President Thomas L. Mortimer

The bank reported modest expansion year over year with 1.82 percent in growth or \$6.5 million, which increased assets to \$367.8 million. Despite overall modest growth, activity was brisk. The bank reported loans increased by 11 percent or \$26.8 million; deposits grew .89 percent or \$2.7 million and surplus grew by 4 percent or \$1.474 million to \$38.2 million. Haverhill Bank continues to expand and remain a financially strong community bank.

In 2016, a focus was placed on expanding upon opportunities for first-time and low- to moderate-income buyers. In addition to ongoing participation in the Federal Home Loan Bank of Boston's Equity Builder Program, internal First-Time Homebuyer and Low- to Moderate-Income programs were added to the bank's roster of lending products. Program features include reduced interest rates, closing cost credits and required down payments of only 3 percent. The bank also partnered with Community Action Inc. to provide First-Time Homebuyer training to the Greater Haverhill area in order to help guide homebuyers through the process of purchasing their first home.

Last April, Haverhill Bank began issuing new debit cards for all customers. The new cards included EMV (chip) technology, which reduces the risk of fraudulent charges and card counterfeiting. Additionally, all Haverhill Bank ATMs were upgraded to accommodate the new EMV (chip) technology. To further our efforts in keeping our customers both secure and informed, we launched a Business Security Newsletter and continued our #TechTipTuesday social media campaign. Both have allowed us to stay in contact with our customers and keep them informed on the newest trends in online banking, fraud and security, thus creating a whole new line of defense against cyber criminals.

In the fall of 2016, Haverhill Bank opened its West Newbury branch. The branch, located at 281 Main Street, is the only bank in West Newbury and offers a full-service retail experience that includes a drive-thru teller, 24/7 drive-up ATM and access to a full-time loan originator. This now gives Haverhill Bank seven full service branches and two high school branches, expanding its footprint to include: Haverhill, Merrimac, West Newbury and Salem, N.H.

Lastly, I am extremely proud to report that in 2016, in keeping with the spirit of the community banking model, Haverhill Bank re-invested close to \$275,000 back into the communities it serves by supporting local non-profit organizations and charities. In addition to monetary contributions, employees donated countless hours of their time to serve on the boards of these organizations and volunteer at community events and fundraisers on behalf of the bank.

On behalf of all the staff at Haverhill Bank, I would like to thank our customers for their continued patronage and trust.



Thomas L. Mortimer

*President and Chief Executive Officer*

# Haverhill Bank Statement of Condition

## Assets

Cash and Due from Banks

Securities

Loans (net)

Premises and Fixed Assets

Other Assets

**Total Assets**

## Liabilities

Deposits

Other Borrowed Money

Other Liabilities

Total Liabilities

Surplus

Accumulated Other Comprehensive Income

Total Equity Capital

**Total Liabilities and Equity Capital**

## December 31, 2016

Published in accordance with provision of  
General Laws Chapter 170, Section 18.

### December 31, 2016

### December 31, 2015

\$18,499,106

\$35,433,865

56,195,468

61,582,134

271,105,143

244,273,252

7,399,842

6,348,504

14,613,250

13,537,266

**\$367,812,809**

**\$361,175,021**

### December 31, 2016

### December 31, 2015

\$312,812,222

\$310,164,153

15,415,445

12,975,462

1,529,706

1,453,897

\$329,757,373

\$324,593,512

38,245,520

36,881,100

(190,084)

(299,591)

\$38,055,436

\$36,581,509

**\$367,812,809**

**\$361,175,021**

# Commitment to Community 2016

**H**averhill Bank is built upon the foundation of the community banking model. In addition to local decision-making and servicing and the hiring of local individuals, the model's mission is to aid in the development and well-being of the bank's communities. While the bank regularly supports local services and organizations through financial contributions, employees also donate countless hours to volunteerism, service club membership and sharing their expertise as board members of local non-profits.



## Financial Literacy Programs

Throughout the year, Haverhill Bank sponsored and participated in different financial literacy programs for high school students. In April, the bank partnered with Haverhill High School to hold the Annual Credit for Life Fair, in which local business professionals donate their time and expertise to educate students on budgeting by simulating real life financial scenarios. The bank also partnered with the Massachusetts Bankers Association in December to sponsor Common Cents, a financial literacy game show competition for high school students which also included a tour of the Massachusetts State House.

## West Newbury Night Out

In August, Haverhill Bank once again sponsored a photo booth for West Newbury's Night Out, a national event meant





to promote crime and drug prevention, as well as strengthen police-community partnerships.



## River Ruckus

River Ruckus took place Sept. 24, 2016, in the Haverhill Riverfront Cultural District. The annual festival featured live music, Classic Cars, Kids Zone, local foods and spectacular fireworks over the Merrimack River. Here, Linda Haefner, Carolyn Giroux, Janet Odenwelder and Allyson Vallieres greet customers and friends at the bank booth.

## Community Holiday Parades

As the holiday season neared, bank employees geared up to participate in parades hosted by the local communities served. Duties included sponsoring bands, marching and handing out



candy to spectators, and even designing the float that carries Santa into town!



## Employee Activities Committee

In addition to Haverhill Bank-sponsored events and charitable donations, employees volunteer their time and money to local organizations, such as Anchor of Hope, shown below, throughout the year by participating in the bank's Activities Committee. Additionally, the Activities Committee promotes a monthly "jeans day," in which employees may pay a small fee one Friday a month to support a local non-profit organization. Above, employees collected more than 1,000 diapers for the Stuff the Bus Diaper Drive. Participating, from left to right, are Anchor of Hope President/CEO Claire Hailson; Haverhill Bank Activity Committee members Erica LeMire and Joshua Ethier; and Anchor of Hope Vice President Ellen Palmer.



## Officers

|                              |   |
|------------------------------|---|
| Thomas L. Mortimer.....      | President, CEO  |
| Harry J. Korslund, III ..... | Senior Vice President,<br>Senior Commercial Loan Officer                |
| John Patriakeas .....        | Senior Vice President,<br>Chief Compliance Officer                      |
| John P. Teoli .....          | Senior Vice President, Senior Lender                                    |
| Charlette M. Weeden.....     | Senior Vice President,<br>CFO, Treasurer                                |
| Lise T. Zapatka .....        | Senior Vice President,<br>Information Technology, Operations, Marketing |
| Duncan Clark.....            | Vice President, Branch Manager  |
| Erin M. Daley.....           | Vice President, Mortgage Specialist                                     |
| Thomas O. Faulkner .....     | Vice President, Mortgage Originator                                     |
| Paul M. Frank.....           | Vice President, Branch Manager  |
| Denise M. Joslin .....       | Vice President, Human Resources,<br>Board Secretary                     |
| Matthew Martin .....         | Vice President, Branch Administration                                   |
| Janet F. Odenwelder.....     | Vice President, Mortgage Originator                                     |
| Kelly C. Quevillon.....      | Vice President, Operations  |
| Maureen M. Stillwell .....   | Vice President,<br>Commercial Loan Officer                              |
| Stanley R. Ward.....         | Vice President, Loan Servicing  |
| Deven M. Robinson.....       | Assistant Vice President,<br>Executive Administration Officer           |
| Dorothy Tully ....           | Assistant Vice President, Senior Underwriter                            |
| Melissa Cerasuolo .....      | Business Development Officer  |
| James Henebry.....           | Commercial Loan Officer   |
| Sherry L. Temple Pruyn ..... | Mortgage Officer, Originator  |
| Ana Gonzalez.....            | Branch Manager  |
| Joshua Sanchez.....          | Branch Manager  |
| Patricia St. Cyr.....        | Branch Manager  |
| Donna Talarico.....          | High School Branch Manager  |

# Board of Directors

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Thomas R. Faulkner, Chairman of the Board

Paul M. Accardi

Joseph J. Bevilacqua

Stuart B. Davis

Duncan C. Farmer

Thomas L. Mortimer

Richard J. Sheehan, Jr., Esq.

William J. Barron, Esq.

Mary E. Carrington

William S. Faraci, Esq.

Dana A. Fields

Christos S. Papaefthemiou

## Security Committee

Paul Accardi

William S. Faraci

Thomas R. Faulkner

Thomas L. Mortimer

Christos Papaefthemiou

## Audit Committee

William J. Barron

Joseph J. Bevilacqua

Mary E. Carrington

Stuart Davis

Dana Fields

Richard J. Sheehan, Jr.

## Corporate Governance Committee

William J. Barron

Mary Carrington

William S. Faraci

Thomas R. Faulkner

Richard J. Sheehan, Jr.

## Finance Committee

Duncan C. Farmer

Christos Papaefthemiou

Paul Accardi

Stuart Davis

# Branch Locations

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## Main Office

180 Merrimack Street  
Haverhill, MA 01830

## Bradford Branch

163 South Main Street  
Bradford, MA 01835

## Rosemont Branch

1094 Main Street  
Haverhill, MA 01830

## Lafayette Square

100 Lafayette Square  
Haverhill, MA 01832

## Merrimac Branch

6 West Main Street  
Merrimac, MA 01860

## Salem Branch

396 Main Street  
Salem, NH 03079

## West Newbury Branch

281 Main Street  
West Newbury, MA 01985

## Haverhill High School

137 Monument Street  
Haverhill, MA 01832

## Whittier Regional Vocational Technical High School

115 Amesbury Line Road  
Haverhill, MA 01830

Federal Deposit Insurance Corporation

Federal Home Loan Bank

Federal Reserve Bank of Boston

Massachusetts Bankers Association

New England Automated Clearing House

Independent Community Bankers of America

The Co-operative Central Bank Share Insurance Fund



 Haverhill Bank

West Newbury  
2016

MSA

MSA