

YEAR IN REVIEW 2023-2024



NH Bankers
ASSOCIATION

**SUPPORTING OUR MEMBERS
BY FOSTERING A BANKING ENVIRONMENT THAT
STRENGTHENS OUR COMMUNITIES**

23-24 Board and Staff

OFFICERS

Linda Lorden

Chair



President
Merrimack County
Savings Bank

Jack Clancy

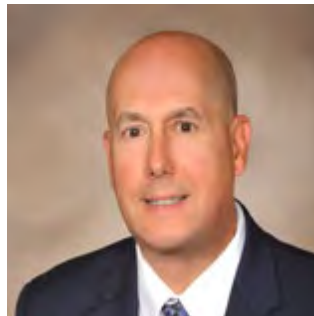
Vice-Chair



CEO
Enterprise Bank

James Brannen

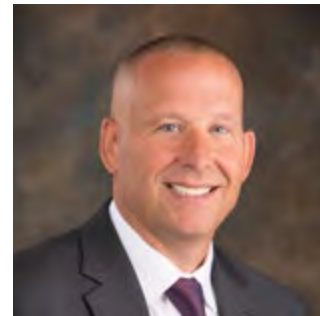
Treasurer



President/CEO
First Seacoast Bank

Christopher Logan

Secretary



President/CEO
Bank of New Hampshire

DIRECTORS

Steven Byrnes - SVP, Regional VP - Eastern NH - TD Bank

Joan Gile - President/CEO - Piscataqua Savings Bank

Lloyd Hamm Jr. - President/CEO - Newburyport Bank

Kenneth Sheldon - NH State President - Bank of America

G. Frank Teas - President/CEO - Millyard Bank

NH BANKERS STAFF

Kristy Merrill - President & CEO

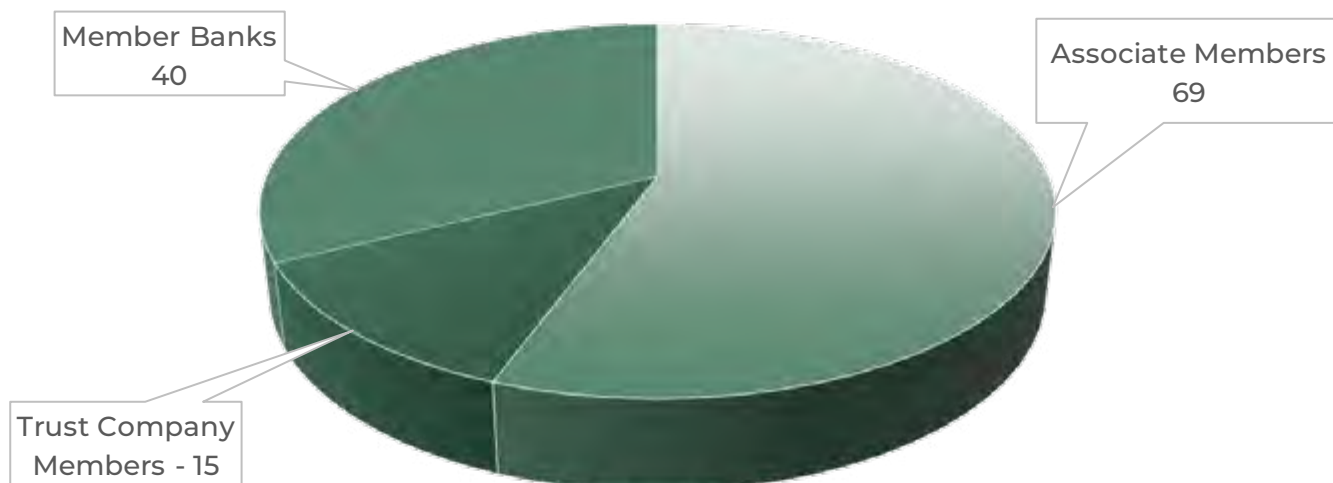
Sandy Tracy - SVP/Chief Operating Officer

Ryan Hale - VP/Government Relations

Sue McKee - Marketing & Communications Mgr

Betsy Beaulac - Office Manager/Project Asst

Membership



Community Bankers Association of NH

Community Bankers Association of NH (CBA-NH) represents community banks statewide and is a wholly owned subsidiary of the NH Bankers Association. Our mission is to support the growth and strength of community banks serving individuals and businesses that live and work in New Hampshire. CBA-NH is operated through a Board of six directors who are elected each year and meets annually and as needed.

Chair

David Finnerty

President/CEO
Claremont Savings Bank

Secretary

Gregg Tewksbury

President/CEO
NH Mutual Bancorp

Directors

Brian Bozak - President/CEO - Franklin Savings Bank

James E. Graham - President/CEO - Woodsville Guaranty Savings Bank

Mark Pitkin - President/CEO - Sugar River Bank

Josephine Moran - President/CEO - Ledyard National Bank

Kristy Merrill - President/CEO - New Hampshire Bankers Association

NH Bankers Association Insurance Trust Board of Trustees

The NH Bankers Association Insurance Trust offers any combination of medical (health), dental, vision and life products. As a partially self-insured medical plan, we now offer tiered rating specific to your bank. This allows you to benefit from your own experience and from scale, yet it also provides some insulation when bad claims inevitably hit.

The Trust currently partners with The Richards Group serving as Consultant. Contact:

Ryan Cronan, REBC®, SHRM-CP
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rcronan@therichardsgroup.com

Cassie Westenfeld
Account Director, Total Rewards
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Katie Wilder
Sr. Account Manager
kwilder@therichardsgroup.com

CHAIR

Mark Pitkin - President/CEO - Sugar River Bank

EXECUTIVE SECRETARY

Kristy Merrill - President - New Hampshire Bankers Association

INSURANCE PRODUCER

Sandy Tracy - SVP/COO - New Hampshire Bankers Association

DIRECTORS

Steffany Gallant - AVP/Human Resource Officer - Piscataqua Savings Bank

James E. Graham - President/CEO - Woodsville Guaranty Savings Bank

Kathy Maguire - SHRM-SCP, SPHR - Granite Edvance

Kevin Miller - CPA, COO and CFO - Profile Bank

Amy Rankins - MS-HRM, PHR, VP & Human Resource Officer - Franklin Savings Bank

Government Relations

STATE ADVOCACY BY THE NUMBERS

139

BILLS REVIEWED BY
NH BANKERS

14

BILLS ACTIVELY
LOBBIED ON

28

MEETINGS WITH
LEGISLATORS
AND STAFF

10

BILLS IDENTIFIED AS
HAVING A DIRECT OR
POTENTIAL IMPACT
ON THE INDUSTRY

1

BILL PASSED WITH
DIRECT OR
POTENTIAL IMPACT
ON THE INDUSTRY

STATE - TOP 5 PRIORITIES

SB 553/HB 1241, requiring funds held by the public deposit investment pool be invested in New Hampshire.

Why it matters: If enacted, it will help banks compete for municipal deposits by requiring the manager of the Public Deposit Investment Pool to strive to place funds in banks in New Hampshire. They will also need to report on the amount of funds kept in state and the percentage of collateralized or insured funds.

Position: Supported

Status: SB553-Interim Study; HB1241-Passed both Chambers (Awaiting Governor's signature as of this writing)

SB 333, relative to access to financial services for minors in legal custody or guardianship and relative to the board of directors of mutual banks and mutual holding companies.

Why it matters: Gives foster kids in the State's care between the ages of 16-17 the ability to open a bank account without having an adult co-signer and expands the residency requirement for the majority of directors for NH chartered banks, so they can reside in a state that borders New Hampshire.

Position: Supported

Status: Passed both Chambers (Awaiting Governor's signature as of this writing)

HB 227, relative to fair access to financial services.

Why it matters: Would have forced banks to provide financial services to anyone or any business even if they didn't have the internal expertise to underwrite that loan out of fear of being sued for what was perceived to be discriminatory denials. Denials would have only been allowed for "ordinary business practices."

Position: Opposed

Status: Inexpedient to Legislate

HB 1186, relative to firearm purchaser's privacy.

Why it matters: Prohibited the use of a firearm merchant category code by credit card issuers, credit card networks, and retailers. NH Bankers worked with legislators to successfully amend the legislation to eliminate language that swept in banks that don't issue these codes.

Position: Monitored

Status: Passed both Chambers (Awaiting Governor's signature as of this writing)

HB 314, relative to the expectation of privacy in the collection and use of personal information.

Why it matters: Prohibited third-party providers of information and services, including banks, from disclosing personal information that is not publicly available unless the customer has given consent. Banks are already subject to stringent privacy regulations under the Gramm-Leach Bliley Act, making this legislation burdensome.

Position: Opposed

Status: Interim Study

Public Deposit Investment Pool Legislation

As introduced, the legislation required 100% of the [Public Deposit Investment Pool \(PDIP\)](#) funds to be deposited or invested in New Hampshire and that the funds be insured or collateralized. This was ambitious at the outset and well-positioned us to negotiate. After passing with strong support in the Senate by a vote of 24-0, the legislation was met with opposition from the NH Association of Counties, several vocal individual municipalities, and concerns voiced by the State Treasurer and the Governor.

NH Bankers continued to propose changes to address concerns to garner additional support. The legislation changes the longstanding position of PDIP and now sets a new legislative policy and directive to strive to place funds in banks in New Hampshire and adds related reporting requirements. **Thank you to all who participated along the way!**

The timeline below demonstrates the timing and process that has gone into passing this legislation.

2023	
June 16	Engaged Polecon Research to conduct economic study
September 11	Met with Governor Chris Sununu to discuss economic study and inequity between PDIP and banks
September	Worked with Senator Cindy Rosenwald to craft SB 553
September-December	Met with 15 legislators strategically selected as Co-sponsors of the legislation
November	Received Polecon Research economic study
December 18	Met with <i>NH Business Review</i> to release the economic study and announce the legislation
2024	
January 5	<i>NH Business Review</i> Article: Stashing the Cash at Home
January 30	Senate Finance Hearing with support from: 7 Chambers, BIA, 2 developers, NH Auto Dealers, Belknap Economic Development Council, 184 registered online, and 2 bankers testified
February 13	The Senate Finance Committee voted 7-0 to recommend passage of the bill
February 21	Senate passed 24-0 with an amendment ; 146 emails sent
April 12	Op-ed by Presidents & CEOs Clay Adams, Mascoma Bank & Chris Logan, Bank of New Hampshire, ran in the <i>Union Leader</i>
April 16	NH Bankers hosted a Legislative Breakfast with bankers on Polecon's Economic Study
April 16	Met with Governor Chris Sununu to clarify and address his concerns about the legislation
April 17	House Finance Committee Hearing with support from: 9 Chambers, BIA, 1 developer, NH Auto Dealers, Belknap Economic Development Council, 434 registered online, and 2 bankers testified
May 6	Developer, Steve Duprey Op-ed ran in the <i>Concord Monitor</i>
May 7	House Finance Division I work session
May 7	NH Bankers/State Treasurer agreed to amended language
May 8	House Finance Division I voted 5-4 to pass as amended
May 13	House Finance passes the bill 16-9; 1025 emails sent
May 23	Bill failed to advance in the House 176-190; 279 emails sent
May 23	Senate added House amendment to HB 1241
May 30	House requested a Committee of Conference
June 4	House and Senate conferees approved PDIP language
June 13	House and Senate passed HB1241 on voice votes; 306 emails sent

OUR FEDERAL CONGRESSIONAL LEGISLATIVE FOCUS DURING THE PAST YEAR

Legislation to nullify the overreaching and intrusive **small business lending data collection** (CFPB's 1071) rules passed the House and Senate, but was vetoed by President Biden. A vote to override failed. Unfortunately, our delegation did not support this, but we continue to have conversations about other legislation making small but important changes to applicability and 1071 rules (S. 1159/H.R. 1806 & H.R. 1810).

SAFE Banking Act (S. 2860/H.R. 2891), which provides safe harbor for bankers to serve cannabis-related businesses in states where the activity is legal. We continue to have support of this critical legislation from Senator Shaheen after having earned the support from Representatives Kuster and Pappas early on. The industry continues to look for ways to include this in must-pass legislation.

ACRE (S.2371/ H.R. 3139), Access to Credit for Our Rural Economy, which would exclude from gross income the interest received by qualified lenders on loans secured by farm real estate and home mortgage loans in communities of no more than 2,500 people. We're pleased to share that Rep. Pappas has signed onto this legislation after continued discussions.

Opposing the Credit Card Competition Act (S. 1838/ H.R. 3881), creating complex new credit card routing mandates that would force an overhaul of the payments landscape. This includes the reissuance of hundreds of millions of credit cards and chip recertification, during an already-stressed chip supply at significant systemic cost – ultimately borne by consumers and the banks that serve them. Giving merchants control over routing will translate into larger and more frequent security breaches, higher incidence of consumer fraud, as well as diminished or eliminated consumer rewards programs.



Fall Washington DC Visit 2023 Attendees

FEDERAL ADVOCACY BY THE NUMBERS

7

MEETINGS WITH THE NH DELEGATION

23

BANKERS ATTENDED MEETINGS
WITH THE DELEGATION

13

BILLS HAVING A DIRECT OR POTENTIAL
IMPACT ON THE INDUSTRY

Maintaining the New Hampshire banking industry's strong voice and steady influence in policy matters means ensuring a healthy BankPAC, in addition to our grassroots and lobbying work.

We are grateful for the generosity and commitment of those who contributed to Federal BankPAC in 2024. Your support helped us to sustain our voice on behalf of New Hampshire's banks and thousands of hard working employees.

FEDERAL BANKPAC DONORS

Ross Bartlett.....	Bank of New Hampshire	Peter Tamposi	Millyard Bank
Dan Brown	Bank of New Hampshire	Frank Teas.....	Millyard Bank
Cheri Caruso	Bank of New Hampshire	Jack Tulley.....	Millyard Bank
Susannah Chance.....	Bank of New Hampshire	Ryan Hale.....	NH Bankers Association
Gregory Goddard.....	Bank of New Hampshire	Kristy Merrill.....	NH Bankers Association
Benoit Lamontagne.....	Bank of New Hampshire	Gregg Tewksbury.....	NH Mutual Bancorp
Chris Logan.....	Bank of New Hampshire	Christopher Allen	Partners Bank
Michael Long.....	Bank of New Hampshire	Patricia Aprile.....	Partners Bank
Timothy Naro.....	Bank of New Hampshire	Todd Baker.....	Partners Bank
Dianne Peterson.....	Bank of New Hampshire	Blaine Boudreau.....	Partners Bank
Gayle Price.....	Bank of New Hampshire	Anthony Cataldi.....	Partners Bank
Michael Seymour.....	Bank of New Hampshire	Robert Dubois.....	Partners Bank
Suzanne Stiles.....	Bank of New Hampshire	Barbara Low.....	Partners Bank
Michael Bolduc.....	First Seacoast Bank	Bruce McNamee.....	Partners Bank
James Brannen.....	First Seacoast Bank	Mark Mickeriz.....	Partners Bank
Timothy Dargan.....	First Seacoast Bank	David Nickerson.....	Partners Bank
Erica Johnson.....	First Seacoast Bank	Sean O'Connell.....	Partners Bank
James McKenna.....	First Seacoast Bank	Karyn Scharf Morin.....	Partners Bank
Tiffany Stackpole.....	First Seacoast Bank	Stephen Sessler.....	Partners Bank
John Swenson.....	First Seacoast Bank	James Shirley.....	Partners Bank
Janet Sylvester.....	First Seacoast Bank	Jennifer Stauffis.....	Partners Bank
Jean Tremblay.....	First Seacoast Bank	Joseph Almeida.....	Piscataqua Savings Bank
Paula Williamson-Reid.....	First Seacoast Bank	Christopher Brown.....	Piscataqua Savings Bank
Sharon Zacharias.....	First Seacoast Bank	David Bryan.....	Piscataqua Savings Bank
Brian Bozak.....	Franklin Savings Bank	Margot Doering.....	Piscataqua Savings Bank
Sue Paradis.....	Franklin Savings Bank	Gregory Doolittle.....	Piscataqua Savings Bank
Jessica Price.....	Franklin Savings Bank	Joan Gile.....	Piscataqua Savings Bank
Joe Thornton.....	Franklin Savings Bank	Thomas Queeney.....	Piscataqua Savings Bank
Clay Adams.....	Mascoma Bank	Elisabeth Robinson.....	Piscataqua Savings Bank
Jeffrey Kipperman.....	Merrimack County Savings Bank	Michael Rodier.....	Piscataqua Savings Bank
Linda Lorden.....	Merrimack County Savings Bank	Mark Bodin.....	Savings Bank of Walpole
Sarah Mattson Dustin.....	Merrimack County Savings Bank	Benjamin Wheeler.....	Savings Bank of Walpole
Jay Stewart.....	Merrimack County Savings Bank	Robert Daley.....	Sugar River Bank
Robert Friedburg.....	Millyard Bank	Maureen Hampton.....	Sugar River Bank
Gerald Gartner.....	Millyard Bank	David Lantz.....	Sugar River Bank
Craig Jones.....	Millyard Bank	Ann O'Clair.....	Sugar River Bank
Lori Lambert.....	Millyard Bank	Mark Pitkin.....	Sugar River Bank
Peter Nash.....	Millyard Bank	Bradford Rand.....	Sugar River Bank
David Petropulos.....	Millyard Bank	Robin Wells.....	Sugar River Bank
Lorin Rydstrom.....	Millyard Bank	James Graham.....	Woodsville Guaranty Savings Bank
John Stabile.....	Millyard Bank	Andrew Smith.....	Woodsville Guaranty Savings Bank

Presidentials Club

STATE BANKPAC DONORS

Mt Washington - \$5,000 - \$10,000

Bank of New Hampshire

Mt. Adams - \$2,500 - \$5,000

Enterprise Bank
Salem Co-Operative Bank

Mt. Jefferson - \$1,000 - \$2,500

Newburyport Bank
Woodsville Guaranty Savings Bank
Bangor Savings Bank
Claremont Savings Bank
Lowell Five
NBT Federal Fund
Meredith Village Savings Bank
Merrimack County Savings Bank
Millyard Bank

Piscataqua Savings Bank
Savings Bank of Walpole
Franklin Savings Bank
Profile Bank
Sugar River Bank

Mt. Monroe - \$500 - \$1,000

Partners Bank

BankPac Breakdown

Through contributions, BankPAC supports the campaigns of state and federal campaigns of those candidates whose views are favorable to New Hampshire's banking industry and a free and competitive marketplace.

BankPAC is solely reliant on member banks to contributions.

STATE BANKPAC

\$35,500

2023-24 TOTAL CONTRIBUTIONS

36

OF EVENTS WITH ELECTED OFFICIALS

30

OF CANDIDATES OR LEGISLATORS SUPPORTED

17

MEMBER BANK DONATIONS

\$19,050

TOTAL SUPPORT PROVIDED TO ELECTED OFFICIALS

FEDERAL BANKPAC

\$14,487

2023-24 TOTAL CONTRIBUTIONS

85

OF INDIVIDUAL DONATIONS

12

MEMBER BANKS SUPPORTED

Financial Literacy Month



We celebrated Financial Literacy Month in April to focus on our members' unwavering commitment to promoting financial literacy. 21 of our member banks dedicated themselves to promoting financial literacy throughout the month, generating at least 45 highlights across social media.

Several member banks showcased dedicated sections on their websites aimed at enhancing financial literacy, serving as valuable resources for their customers. Other notable initiatives included: numerous employees shared insightful financial tips, multitudes of seminars, workshops, and classes covered an array of topics such as financial literacy, retirement planning, fraud awareness, and mortgage lending. These educational sessions were conducted in diverse settings including schools, civic groups, senior centers, wellness fairs, and many more venues.

We extend our heartfelt appreciation to the many volunteers from our member banks who generously contributed their time and expertise to these vital initiatives. Thank you all for all you do!

21

BANKS PARTICIPATED

30+

CLASSES AND WORKSHOPS

8

FINANCIAL LITERACY DEDICATED WEBPAGES

45+

SOCIAL HIGHLIGHTS

12+

EMPLOYEE TIPS

Professional Development

27
PROFESSIONAL
DEVELOPMENT EVENTS

1,333
OF ATTENDEES

327
OF PEER GROUP
MEMBERS

19
ABA CERTIFICATES
EARNED

ABA CERTIFICATE RECIPIENTS

Bank of New Hampshire

Julie Fenn - Foundational Certificate in Bank Marketing

Jo-Anne Taylor - Analyzing Business Financial Statements and Tax Returns

Enterprise Bank

Nicole Baroni - Certificate in Fraud Prevention

First Seacoast Bank

Katie Buote - Digital Banker Certificate

Leah Cox - Certificate in Risk Management Frameworks

Kyle Howes - Digital Banker Certificate

Lizbeth Myers - Supervisor/Team Leader Certificate

Christine Nigro - Branch Manager Certificate

Catherine Russo - Digital Banker Certificate

Steven Sprague - Supervisor/Team Leader Certificate

Franklin Savings Bank

Abigail Jewell - Bank Teller Certificate

Matthew Nadeau - Certificate in Commercial Lending

Ledyard Bank

Andrea Ahern - Digital Banker Certificate



Meredith Village Savings Bank

Devin Scott - Bank Teller Certificate

NH Community Development Finance Authority

Ian Hart - Commercial Real Estate Lending Decision Process Underwriting Bundle

Piscataqua Savings Bank

Veronica Doe - Teller Basics

Salem Co-operative Bank

Michael Heffernan - Certificate in Mortgage Lending Compliance for Compliance Professionals

Margaret White - Certificate in Deposit Compliance for Compliance Professionals

Sugar River Bank

Karen Knabb - Digital Banker Certificate

NH Bankers partners with the American Bankers Association (ABA) to offer their certificate programs. You may purchase these individually, or if you are looking to save money and train all of your employees for one low price, you may purchase the Banking Foundations License, which includes training for Tellers, Branch Managers, CSRs, Digital Bankers, supervisors and the universal banker, at a much lower cost than purchasing them separately.

Congratulations to Bank of New Hampshire – training their 300+ Employees with a total of 126 certificates completed this year! By utilizing the training license, they have been able to engage and train 62% of their staff.

#NHBanksGiveBack 2023

In October of 2023, member banks participated in #NHBanksGiveBack, a volunteer celebration during the month by the New Hampshire banking industry to celebrate the impact banks in New Hampshire have in their communities. 27 member banks participated. The results were amazing!

27 # OF PARTICIPATING BANKS	325 # OF ORGANIZATIONS HELPED	382 # OF VOLUNTEER EVENTS
1,140 # OF VOLUNTEERS	3,186 # OF HOURS VOLUNTEERED	\$504,900 TOTAL MONETARY DONATIONS

Thank you to the participating member banks: Bangor Savings Bank, Bank of America, Bank of New Hampshire, Bar Harbor Bank and Trust, Claremont Savings Bank, Enterprise Bank, First Seacoast Bank, Franklin Savings Bank, JP Morgan Chase, Kennebunk Savings Bank, Ledyard Bank, Mascoma Bank, M&T Bank, Meredith Village Savings Bank, Merrimack County Savings Bank, Millyard Bank, NBT Bank, Newburyport Bank, Pentucket Bank, Piscataqua Savings Bank, Primary Bank, Salem Co-operative Bank, Savings Bank of Walpole, Sugar River Bank, TD Bank, The Lowell Five Cent Savings Bank and M&T Bank.



Community Banker of the Year

MARK BODIN

President, Savings Bank of Walpole

"If you spend just a little bit of time with Mark, it becomes abundantly clear that he has a heart of service to his community. Not only does he embody the spirit of a community banker through his actions, but he encourages his team to do so as well with 40% of Savings Bank of Walpole employees serving on local non-profit boards and committees." said Kristy Merrill.

Highlights from Mark Bodin's Career and Service:

- Cheshire Medical Center, Keene NH - Serves on the Board of Trustees and chairs the Finance Committee, the Executive Committee, as well as the Governance Committee
- Kurn Hattin Homes for Children in Westminster, VT - Serves as the Chair of the Board of Trustees and serves on the Executive Committee
- Monadnock Diversity Equity Inclusion & Belonging Coalition, Keene NH - Serves on the Steering Committee for the Coalition while Chairing the Business Advisory Committee
- Keene Family YMCA, Keene, NH - Serves on the Development and Community Impact Committee.
- Savings Bank of Walpole – worked with women leaders on the senior leadership team to form a "Women in the Workplace" group to support all the women in their bank footprint with 20-30 staff members from all levels in the bank.

Mark's many board involvements, event volunteering and mentorship to many over the years represents what truly makes a community banker – community involvement, community support, community forward thinking, community energizer, community collaboration and so much more.



Mark is pictured with his colleagues at the Annual Conference Banquet in Quebec City, QC, Canada, where he was presented with his award.

L-R: Gregg Tewksbury, President, NH Mutual Bancorp; Mark Bodin, President, Savings Bank of Walpole and 2023 Community Banker of the Year Recipient; Jason Hicks, EVP/Chief Financial & Risk Officer, NH Mutual Bancorp; Stephen Bianco, SVP/Sr. Commercial Lender, Savings Bank of Walpole; Marcus Weeks, President, Meredith Village Savings Bank.

Preferred Partners

To support member banks, we work to find the highest quality products, services and solutions the industry has to offer. Our mission is to find those companies that are offering what NH Bankers members need and provide the research and due diligence necessary to ensure that only the very best receive an endorsement. Each partner undergoes board review and approval to ensure that our members are in capable and reliable hands.



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Referral Partners



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NH Bankers ASSOCIATION



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