



Making good things happen.
2022 Report to Our Customers and Our Community



Member
FDIC

| NMLS #466063



TO OUR CUSTOMERS, COMMUNITY AND EMPLOYEES



We have heard people say 2022 felt “normal” once again. We believe 2022 reflected our “new normal” as we recover from and adapt to life beyond the recent global pandemic. At Savings Bank of Walpole, we continue to be overwhelmed by the response to the many ways we were able to support our community throughout the pandemic and we’re pleased to report that 2022 was another record setting year for our bank.



THE POWER OF LOCAL.



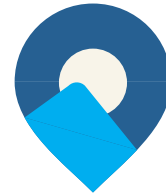
A few years ago we adopted the motto, “Live Local, Buy Local, Bank Local” as a symbol of our commitment to being the Monadnock Region’s local bank. This philosophy guides us every day.

LIVE LOCAL.



The Monadnock Region is an amazing place to live, raise our families and work (just ask our 100+ employees). We're passionate about actively supporting a wide range of local events, nonprofits and civic organizations in our community.

LIVE
LOCAL



LIVING THE DREAM IN THE MONADNOCK REGION.

For SBW, the Monadnock Region isn't just a pin on a big national map of locations. It's our whole map! The Monadnock Region isn't just an agenda item for our management and Board of Directors, it *is* our agenda, our home. We are proud to live, work and raise our families here, which is why—more than any other bank—we continue to grow and invest locally. Our community matters to us and we are committed to ensuring we all thrive.

LIVE
LOCAL

WE LOVE WHERE WE LIVE . . . OUT AND ABOUT IN THE MONADNOCK REGION.



For our staff, “*Live Local*” is not just an idea—it’s quite literally a way of life. Nearly all of our employees live in the Monadnock Region and are actively involved in our community. In 2022, SBW joined our community and friends at events such as [Taste of Keene](#), the [Clarence DeMar Marathon](#), Winchester’s [Pickle Festival](#), and the [Keene Swamp Bats](#) season, just to name a few examples. We were also happy to continue our annual [Concerts on the Green Series](#) in Walpole—a quintessential part of summer in our historic hometown.

LIVE
LOCAL



SBW showed our support for local nonprofit organizations.

“Live Local” means we proudly support local organizations that help others in our community. We do this not only by donating funds, but also by coordinating service work, encouraging board membership and regularly participating in events put on by our partners in the community.

2022 HIGHLIGHTS INCLUDED . . .

- Over 40% of our employees served on the boards of local nonprofits and other organizations.
- The Bank supported over 200 local organizations.
- We donated over \$400,000 to local organizations, initiatives and events.
- Leveraging the power of SBW’s website and social media footprint, we launched [SBW Nonprofit Spotlights](#)—an ongoing profile series designed to help create awareness about local organizations.

BUY LOCAL.



SBW's Ben Wheeler with Doni Ash
Owner | The Shattuck Golf Club and The Dublin Road Taproom & Eatery
Jaffrey, NH

We recognize the importance of helping local businesses—
the drivers of our local economic engine.

BUY
LOCAL

ACTIONS SPEAK LOUDER THAN WORDS.

At SBW, we work hard to be sure people know that when they bank local with us, their deposits are reinvested in our community. Recognizing that money *kept in our community* is as valuable as new money *brought into our community*, we are proud to support the local businesses that make our region's economy stronger.



SBW's Andrew Richardson with John Byrnes and April Reynolds Owners | Norm's Ski & Bike Shop Keene, NH



INVESTING IN OUR COMMUNITY

In 2022 we funded more than \$188 million in loans in our community, including \$87 million for local businesses and nonprofits, and \$71 million in residential mortgages.

\$2 MILLION PAID TO LOCAL VENDORS

We are committed to supporting local businesses in our community, which is why we use local companies and vendors whenever possible.

BUY
LOCAL



Cathy Watson
Owner | Barn & Thistle
Westmoreland, NH

HELPING LOCAL BUSINESSES SUCCEED.

Our [Ask a Local](#) profile series celebrates SBW's strong working relationships with local businesses and non-profits—promoting not only the Bank's services, but also our business customers' important roles in our community.

BANK LOCAL.



As a truly local bank, 100% of our success is directly tied to the success of our local customers and community. That's why we offer products and services that are in the best interest of our customers.



“BANK LOCAL”

MORE THAN JUST WORDS.

Savings Bank of Walpole’s entire purpose and local reputation reflects our deep commitment to making a difference for our customers, employees and community. We truly believe in the many benefits that a local bank brings to its home community. The SBW Local Advantage includes local decision-making, reinvestment of your dollars into lending power for local families, businesses and organizations, and the ability to talk in person or by phone with someone right here in your community whenever needed. Savings Bank of Walpole is invested in continually enhancing our critical role in advancing the vitality of our community. We are indeed proud to be the Monadnock Region’s truly local bank.

BANK LOCAL



DOING GOOD ALSO PROVES TO BE GOOD BUSINESS.

Not surprisingly, supporting our community and ensuring that our employees are happy and productive turns out to be good for business as well. Once again in 2022, Savings Bank of Walpole achieved record levels of growth.

- We are proud to have welcomed 1,800 new deposit customers.
- Our deposits grew by \$42 million to a total of \$655 million.
- These deposits helped to fund \$87 million of loans to businesses, as well as \$71 million in local mortgages.
- The overwhelming majority of these funds remained right here in the Monadnock Region.

**BANK
LOCAL**

MUTUAL BANK. MUTUAL SUCCESS.

For most banks, success is measured in profit. But at Savings Bank of Walpole, we're different.

As a mutual bank, we have no shareholders demanding corporate profits. We only answer to our customers and our communities. Our definition of success is when a local business expands to a new location in town, or when a local business owner utilizes a business line of credit to help streamline operations and better serve customers. We make investments in our community because, frankly, when we invest in local businesses and the vision of the people who own them, there's a unique synergy that occurs—and we succeed right alongside them.



BANK
LOCAL

PROUD TO BE PART OF NEW HAMPSHIRE MUTUAL BANCORP.

In 2018, SBW joined an affiliation with [New Hampshire Mutual Bancorp](#) (NHMB)—a shared services organization providing operational support for three premier independent mutual savings banks, [Savings Bank of Walpole](#), [Meredith Village Savings Bank](#), and [Merrimack County Savings Bank](#), as well as a financial advisory and trust company, [NHTrust](#). The first relationship of its kind in northern New England, this affiliation gives us the ability to maintain our local brand, products and decision-making while gaining the type of scale a small bank could never achieve on its own. While maintaining local management, a local board, our local staff and local decision-making, our affiliation with NHMB has allowed us to make the necessary investments to upgrade our infrastructure—and as promised, we continue to add jobs in our community as well as new opportunities for existing staff.

NEW HAMPSHIRE
MUTUAL BANCORP



MERRIMACK
COUNTY SAVINGS BANK



NHTrust
FINANCIAL ADVISORS

**BANK
LOCAL**



BRINGING THE MONADNOCK REGION'S TRULY LOCAL BANK TO RINDGE.

In the summer of 2022, we were excited to begin renovations for our new branch in Rindge, located at 31 Sonja Drive. Opening in March 2023, our newest branch joins Savings Bank of Walpole's six other locations in Keene, Walpole and Winchester—and marks our 7th community location in the Monadnock Region.

2022 FINANCIAL HIGHLIGHTS

SBW had a strong financial year in 2022, as local businesses, organizations and families supported the Monadnock Region's local bank at record levels.

In 2022, the Bank closed \$188 million of new loans. Deposits grew \$42 million (7%) to a total of \$655 million. Since the start of the pandemic, deposits have grown \$241 million (58%). In 2022 we added a record 1,800 new customers who deposited \$43 million. We are pleased that our continued growth demonstrates the strength and relevance of the Bank in the eyes of our community.

2022 net income of \$2.7 million represented the Bank's fifth consecutive year at or above the \$2 million mark. Net interest income—the foundation of our business model—increased by \$3.1 million (17%). Our strategy to deploy funds into higher yielding assets (mainly loans in our community) continues to result in higher earnings and a stronger SBW.

While we continue to grow, our Board and Management remain committed to maintaining a sound balance sheet capable of achieving the Bank's long-term mission and commitment to our community.



Loans grew by \$78 million, or 17%

**Closed \$188 million of loans—
including \$87 million to local
businesses and \$71 million to
local families**

**Deposits increased \$42 million,
or 7%—growth of 58% since the
start of the pandemic**

Net income of \$2.7 million

**Net interest income increased
by \$3.1 million, or 17%**

**Savings Bank of Walpole had another strong financial year and the Bank's
commitment to support our community was reciprocated as our community
chose to support its local bank at record levels.**



FINANCIAL HIGHLIGHTS - BALANCE SHEET

..... \$ THOUSANDS

DECEMBER 31, 2022

DECEMBER 31, 2021

ASSETS

Cash and cash equivalents	\$11,888	\$53,558
Securities available for sale	115,818	127,734
Net loans	545,807	468,144
Other assets	28,685	19,240
Total Assets	\$702,198	\$668,676

LIABILITIES AND CAPITAL

Deposits	\$654,576	\$613,209
Other liabilities	5,418	2,674
Total Liabilities	659,994	615,883

CAPITAL

Undivided profits	56,534	54,291
Accumulated other comprehensive loss/gain	-14,330	-1,498
Total Capital	42,204	52,793

Total Liabilities and Capital	\$702,198	\$668,676
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FINANCIAL HIGHLIGHTS - INCOME STATEMENT

..... \$ THOUSANDS

	DECEMBER 31, 2022	DECEMBER 31, 2021
Interest and dividend income	\$22,071	\$19,081
Interest expense	825	911
Net interest income	21,246	18,170
Provision for loan loss	1,296	2,350
Non-interest income	3,009	3,103
Non-interest expenses	19,626	16,532
Income before income taxes	3,333	2,391
Provision for income taxes	678	411
Net income	\$2,655	\$1,980

KEY STATISTICS

Return on average assets	0.39%	0.32%
Net interest margin	3.15%	3.07%
Tier 1 leverage ratio	7.90%	8.38%
Total risk-based capital	12.97%	15.13%



DIRECTORS AND CORPORATORS

DIRECTORS

Mark Bodin, *Chester, VT*
(President, Savings Bank
of Walpole)
Kathleen Collinsworth, *Keene*
Joseph Coneeny*, *Walpole*
Mark Gavin, *Keene*
Yvonne Goldsberry, *Walpole*
Nathalie Houder, *Walpole*
Jason Houston**, *Keene*
Gary Kinyon, *Keene*
Zachary Luse, *Keene*
Sylvia McBeth, *Keene*
Gregg Tewksbury, *Keene*
(President and CEO,
New Hampshire Mutual Bancorp)

*Chair

**Vice Chair

LOCAL NHMB CORPORATORS

Thomas Bates, *Westmoreland*
Jill Batty, *Keene*
Katie Beam, *Walpole*
Mark Bodin, *Chester, VT*
Peter Bowman, *Walpole*
Sarah Bradeen, *Swanzey*
Kathleen Collinsworth, *Keene*
Joseph Coneeny, *Walpole*
Martha Curtis, *Keene*
Philip Davis, *Walpole*
Bradley Dunbar, *Saxtons River, VT*
Jayson Dunbar, *Walpole*
Mark Gavin, *Keene*
Yvonne Goldsberry, *Walpole*
Christopher Hamblet, *Surry*
Nathalie Houder, *Walpole*
Jason Houston, *Keene*
Susan Howard, *Walpole*

EMERITI CORPORATORS

Donald Houghton, *Walpole*
Robert Perry, *Keene*
Paul Trask, *Keene*
Joseph Walier, *Keene*

Ruth Jacobs, *Keene*
David Johnson, *Walpole*
Robert Kimball, *Walpole*
Gary Kinyon, *Keene*
Linda Lacey, *Keene*
Zachary Luse, *Keene*
Sylvia McBeth, *Keene*
Jennie Meister, *Alstead*
Robert Miller, *Walpole*
James Neal, *Walpole*
Mark Putnam, *New London*
P. Michael Snide, *Walpole*
Gregg Tewksbury, *Keene*
Donald Tisdale, *Walpole*
William Tyson, *Walpole*
Peter Whittemore, *Swanzey*
David Wichland, *Keene*
Jonathan Wildes, *Alstead*



BANK OFFICERS

EXECUTIVE

Mark Bodin, President *
Christine Scheiner, VP, Executive Administration

COMMERCIAL LENDING

Stephen Bianco, SVP, Senior Commercial Lender *
Chris Kebalka, SVP, Commercial Loan Officer
Amy Lehr, SVP, Credit and Administration *
Ben Wheeler, SVP, Commercial Lending Team Leader
Andrew Richardson, VP, Commercial Loan Officer
Kimberly Drone, AVP, Credit Manager

COMMUNITY ENGAGEMENT

Danielle Ruffo, AVP Community Engagement and Marketing *

CONSUMER LENDING

Arthur Letendre, SVP, Consumer Loan Officer

HUMAN RESOURCES

David Cronin, EVP, Chief Human Resource Officer *
Tamara Richardson, VP, Diversity & Inclusion Officer *

INFORMATION TECHNOLOGY

Robert Soloway, EVP, Chief Information Officer *
Joanne Pearce, SVP, Chief Digital Officer
Jay Bisson, VP, Security Officer and Information Security Officer
Matthew Guild, VP, Digital Development

* Senior Leadership Team

FINANCE

Jason Hicks, EVP, Chief Financial & Risk Officer *
Jeffrey Smith, VP, Corporate Treasurer and Investment Officer
Nathan Rounds, Financial Accounting Officer

RESIDENTIAL LENDING

Mark Danahy, SVP, Residential Mortgage Lending *
Christine Greenwood-Smart NMLS #865412,
VP, Residential Mortgage Sales Manager *
Dawn Martin, VP, Mortgage Lending
Roy Graves NMLS #1526227, Mortgage Loan Officer
Samantha Monson NMLS #2126877, Mortgage Loan Officer
Sarah Rosley NMLS #1722915, Mortgage Loan Officer

RETAIL BANKING

Dominic Perkins, SVP, Retail Administration *
Michelle Howard, Regional VP and Branch Manager
Lisa Bierweiler-Franks, AVP and Branch Manager
Kendra Carter, AVP Retail Operations Officer
Katherine Hanks, AVP and Branch Manager
Crystal Lewis, AVP, Business Development Officer
Wallace Reney, AVP & Bank Officer
Heather Scheck, Branch Manager & Bank Officer
Eric Schlim, Branch Manager & Bank Officer
Lindsey Swett, Branch Manager & Bank Officer

RISK, COMPLIANCE AND OPERATIONS

Angela Strozewski, EVP, Chief Operating Officer *
Wendy Clark, SVP, Senior Compliance Officer and BSA Officer
Tara Mudgett, VP, Enterprise Risk & Audit Liaison
Kathryn Settupane, AVP, Customer Resource Center Officer



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NMLS #466063



LIVE LOCAL, BUY LOCAL, BANK LOCAL . . .

I am proud to report that Savings Bank of Walpole is stronger than ever. Perhaps I am even more proud to report that Savings Bank of Walpole is doing more for our community than ever before. Quite simply, the Monadnock Region is our home and there is no greater reward than working towards its growth, its health, its strength, its vitality. That's what neighbors do.

We believe that "Live Local, Buy Local, Bank Local" is a philosophy that serves Savings Bank of Walpole well. We hope you feel the same.

Thank you sincerely for your support.

Mark Bodin, President