

Bank anytime, anywhere

Need to check your balances, see if a check has cleared or move money from one account to another?

Phone Connection: (888) 226-5973

Home Connection: www.haverhillbank.com

Free Identity Fraud Expense Coverage

Haverhill Bank checking customers automatically receive FREE Identity Fraud Expense Coverage—up to \$10,000 on regular accounts and up to \$25,000 on Gold Accounts.

Haverhill Bank Connection

**News from
Haverhill Bank**

February, 2007

Vol. 5, No. 1

All Systems Go! benefits business

Haverhill Bank is ready to help your business succeed. Need a business loan for new equipment? Haverhill Bank can make that happen with All Systems Go.

The idea is simple: If your office machines and other equipment related to your business are always breaking down and need replacing, Haverhill Bank can turn that red light green.

This loan can benefit any business from manufacturers to packaging companies to builders and contractors. Any type of business can be helped by All Systems Go – from the small office or shop to the large manufacturer.

LOANS

An investment in new equipment means saving time and saving money. Decide today to replace that old out of date equipment instead of calling the repair company one more time.

With 7.5% APR and a three year payback, All Systems Go is a great way for businesses to purchase the equipment needed today. Make an investment in yourself and your company.

Learn more about applying for the loan by stopping by any branch of Haverhill Bank and speaking with a commercial loan officer or call (978) 374-0161. ♦

Borrowers benefit from lending staff training

Two Haverhill Bank executives now offer customers even more expertise in commercial loans.

Thomas O. Faulkner, Loan and Business Development Officer, and Janet F. Odenwelder, Assistant Vice President, Loan and Business Development Officer, both completed a week-long program at the School of Commercial Lending at Babson College, through the Center for Executive Education.

The School of Lending uses real life case studies to help those who attend obtain a better understanding of how businesses operate today and the challenges they face in the marketplace.

“The presentation of case studies of actual businesses was extremely interesting. It gave me solutions I can offer my customers,” said Faulkner.

Training continued on page 2



The YMCA's \$8 million expansion and improvement project is complete.

Haverhill YMCA expansion is complete

This quarter, Haverhill Bank turns the Civic Spotlight of its Web site on the Haverhill YMCA.

The YMCA just completed a year long \$8 million expansion.

The newly expanded YMCA features a brand new work out room, new climbing gym, new gymnastic equipment and improvements to the pool and locker rooms. A key part of the expansion was the addition of new and improved affordable housing on the top two floors.

To learn more about the newly renovated YMCA, visit the Haverhill Bank Web site at www.haverhillbank.com. ♦



New climbing wall.



Thomas O. Faulkner



Janet F. Odenwelder

Borrowers benefit from lending staff training

Training from page 1

“Helping small business succeed requires understanding the challenges small businesses face today. The real life case studies were particularly helpful,” said Odenwelder.

Topics included market forces confronting businesses today; the various components of a successful business, including asset mix and financing requirements; and how to develop a full commercial loan package for a business customer.

The class was offered through the Massachusetts Bankers Association. Continuing education for staff is part of Haverhill Bank’s commitment to better serving its customers. ♦

Bank takes steps to better serve home mortgage needs

Haverhill Bank Vice President Anita M. Purcell recently completed an advanced mortgage banking course.

Purcell is vice president of lending. She oversees the sales and service of mortgages, including construction loans, home equity loans, second mortgages and auto loans.

“Mortgages are a very complicated business for both the bank and the customer. The constantly changing and complex real estate market makes this series of courses invaluable,” Purcell said.

There are so many mortgage products in the marketplace today. A course of this type helps Haverhill Bank better understand the needs of its customers and offer programs that best serve customers.

The class Purcell completed was Course III – Advance Mortgage Banking: Principles of the Secondary Market. It was offered by the Massachusetts Mortgage Bankers Association.

It is the third part of the Management Development Programs in Residential Lending offered by MMBA. The course is offered in conjunction with Northeastern University.

After completion of all three courses, participants have a comprehensive knowledge of the latest trends in the lending industry.

Certification from Northeastern University is given to students who successfully complete the three courses of the Management Development Program in Residential Lending. ♦



Anita M. Purcell



Coin counting machine ends rolling chore

Q.: Who may use the coin counting machine?

A.: Anyone may use the coin counting machines.

Customers pay 3 percent of the total coins sorted and non-customers pay 10 percent. Coin counting machines are located in the Bradford office, 163 South Main St. and the Rosemont office, 1094 Main St.

Customer Corner

Customers will see the coins sorted and receive a receipt at the end, which is given to any teller. The teller dispenses funds in the denomination of the customer’s choice. Money can either be taken as cash or deposited into a Haverhill Bank account. ♦

Officers

Thomas R. Faulkner *President*
Raymond P. Smith *Executive Vice President*
Patrick R. Dwyer *Treasurer*
Anita M. Purcell *Vice President*
Charlene Laprel *Vice President*
Karen E. Alvino *Assistant Vice President*
Theresa J. Sarratora *Assistant Vice President*
Maureen M. Stillwell *Assistant Vice President*
Janet F. Odenwelder *Assistant Vice President*
Thomas O. Faulkner *Loan Officer*
Deborah A. Flanagan *Branch Manager—Bradford*
Tricia St. Cyr *Branch Manager—Main Office*
Maria A. Karcasinas *Branch Manager—Rosemont*

Board of Directors

Hartley R. Cranton, *Chairman of the Board*
Mary E. Carrington
Thomas R. Faulkner
Dana A. Fields
Stuart B. Davis
Glen A. Lewandowski

Henry T. DiBurro
Dr. Frederic Rose
Duncan C. Farmer
Richard J. Sheehan Jr.
Norman J. Shepherd, *DMD*

Honorary Directors

Dr. John E. Callahan
H. Louis Farmer Jr.
Norman H. Gerson
Malcolm D. Kimball
F. Kenneth Martin
J. Leo Ouellette
Nancy A. Paszko



163 South Main Street (978) 374-2600
180 Merrimack Street (978) 374-0161
1094 Main Street (978) 556-4200
Member FDIC/Member SIF • Equal Housing Lender • www.haverhillbank.com

