



CAMBRIDGE FINANCIAL GROUP 2009 ANNUAL REPORT





### **BY-LAWS**

OF THE

CAMBRIDGE SAVINGS BANK

1374 MASSACHUSETTS AVENUE

HARVARD SOMARE

CAMBRIDGE, MASSACHUSETTS

and in the name of "THE SAVING IN THE TOWN OF CAMBRIDGE April 2, 1834. Name changed by Act of the "CAMBRIDGE SAVINGS BANK

# President's Letter

Bylaws of the company referencing the change of the bank name from 'The Savings Institution in the Town of Cambridge' to 'Cambridge Savings Bank'.

Cambridge Savings Bank celebrated its 175th Anniversary in 2009, concluding the year with strong earnings, low loan delinguencies and high levels of liquidity and capital. Realizing that 2009 was going to be especially difficult for the non-profit community due to projected decreases in contributions and a growing number of requests for assistance, we increased our total giving to close to \$721 thousand. We are proud that we were able to celebrate the Bank's 175th anniversary by increasing donations from both the Bank and its Foundation, particularly through \$175 thousand in grants to local housing not-for-profits as part of this special year.

1834

2009 will long be remembered as a challenging year in our nation's economy. A prolonged recession was marked by continued high unemployment rates, declining property values and rising foreclosure rates. Larger national banks were burdened by problem assets and tightened their credit policies. This created an opportunity for local community banks to generate more commercial and personal loans, and gain a larger share of both business and consumer deposits.

Against this backdrop, Cambridge Financial Group and its subsidiary Cambridge Savings Bank generated \$11.5 million in total earnings in 2009, compared to a net profit of \$606 thousand in 2008. Our Return on Average Assets was .54%, which compares favorably to the .45% reported by our peer group in New England. These results were achieved by actively lending throughout the current financial crisis, focusing on core business and consumer banking operations, and making strategic investments in technology and staff to grow the Bank prudently.

Commercial loans increased 12% from \$555 million at year-end 2008 to \$624 million at year-end 2009. This primarily was the result of a \$61 million increase in commercial real estate loans as area businesses sought the safety and responsiveness of a local, community bank. Residential loan originations increased 72% from \$156 million in 2008 to \$268 million in 2009. The increase was driven by a strong refinance market during a low fixed rate environment, along with increased referrals from area Realtors.

Commercial deposits increased 22% as we continued to strengthen market share among local businesses seeking guality commercial checking, savings and cash management products along with 100% insurance on their deposits. Consumer checking increased 23% to \$199 million, as we continued to build a strong franchise of consumer households. The increase in commercial and consumer checking accounts, coupled with a decrease in higher cost certificates of deposit, helped boost the Bank's net interest margin to over 3% at year-end 2009.

Our trust and investment subsidiary, Cambridge Appleton Trust, N.A., generated over \$40 million in new business during 2009, and now has over \$466 million in total assets under management. Cambridge Appleton Trust provides the kind of hands-on investment expertise and advice that successful individuals, businesses and non-profits need to thrive in this turbulent market.

We continued to invest in technology to better service our customers. This included making online account opening and funding for all consumer deposit accounts available through our website, improving our online bill payment platform and launching online bill presentment. We also began a two-year rollout of new automated teller machines (ATMs) which reduce paper and help promote a better environment.

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Cambridge Savings Bank will continue to focus on delivering competitive products that are reasonably priced; investing in technology and people to ensure our customers get quality service whenever and however they choose to do their banking; and providing meaningful support to our community through donations, volunteerism and financial literacy programs.

> ROBERT M. WILSON PRESIDENT AND CHIEF EXECUTIVE OFFICER

As we look forward to our 176th year in business, I thank our Directors and Corporators for their advice, support and referrals, and our talented staff for their hard work. Together we look forward to growing our business and serving a greater number of area businesses and individuals, and continuing to contribute to the financial well being of both in the best ways that we can.

Robert M. Wilson President and Chief Executive Officer

# Lending

Cambridge Savings Bank continued its commitment to borrowers in 2009, generating over \$400 million in new commercial, residential and small business loans. While some banks may have lost their appetite for loans last year, we recognized lending as a real way to help stimulate the local economy.

#### DOUGLAS J. FAITHFULL EXECUTIVE VICE PRESIDENT AND CHIEF LENDING OFFICER



PRODUCTS COMME OWNER-OCCUPIED LOAN ACQUISITION LOAN SMALL BUSINESS LOAN SBA LOAN RETAIL LOAN P HOMEBUYER MORTGAGE COMMUNITY MORTGAGES HOME IMPROVEMENT LOAN PERSONAL LOAN AUTO LOANS COMI ACQUISITION LOAN OWNER-OCCUPIED LOAN wo LINE OF CREDIT RETAIL LOAN PRODUCTS FIXED-RATE MORTGAGES JUMBO MORTGAGES ADJUSTABLE-RAT HOME EQUITY LINE OF CREDIT HOME IMPROVEMENT LOAN PERSONAL LOAN

### Commercial Lending

Don't let the word "savings" in our name fool you – Cambridge Savings Bank has a long history serving the commercial lending needs of local businesses. This includes commercial real estate and traditional working capital loans, lines of credit, and equipment and small business loans. Cambridge Savings Bank provides comprehensive solutions to meet the complex needs of a variety of businesses whatever your commercial lending requirements. Our experienced loan officers will put together a competitive loan proposal to suit your individual business. In 2009, we served more local businesses than ever before, and grew our commercial loan portfolio 12% to \$624 million. We expanded our geographic outreach in 2009, establishing commercial and residential loan offices in Wellesley and Acton to meet the growing needs in those markets.





An early poster advertising home financing products available through Cambridge Savings Bank.

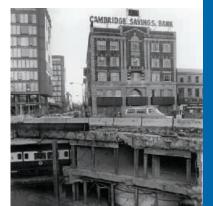
### **Residential Lending**

Cambridge Savings generated over \$268 million in new residential loans in 2009, as local homeowners and buyers sought to take advantage of low fixed interest rates. Our residential loan officers take the time to get to know each borrower's financial circumstances, so they can recommend mortgage loans that are affordable and manageable. We offer a wide array of fixed rate, adjustable rate, first time home-buyer, jumbo and reverse mortgages so we can determine the right loan for each borrower. Our loan officers will travel to a borrower's home or office to take an application, while our support staff will work hard to meet the most demanding of deadlines. This personal attention and commitment is one reason so many borrowers come back when it's time to refinance or purchase a new home.

## 1981

The MBTA expansion of the Red Line past Harvard Square was underway in November 1981. Construction took place right outside our front door.

INVESTMENT PROPERTY LOAN RCIAL REAL ESTATE LOAN CONSTRUCTION LOAN EQUIPMENT TERM LOAN CASH RESERVE LOAN WORKING CAPITAL LOAN LINE OF CREDIT RODUCTS JUMBO MORTGAGES ADJUSTABLE-RATE MORTGAGES FIRST-TIME FIXED-RATE MORTGAGES MASSHOUSING MORTGAGE HOME EQUITY LOAN HOME EQUITY LINE OF CREDIT PROGRAMS IERCIAL LOAN PRODUCTS COMMERCIAL REAL ESTATE LOAN INVESTMENT PROPERTY LOAN CONSTRUCTION LOAN RKING CAPITAL LOAN EQUIPMENT TERM LOAN CASH RESERVE LOAN SMALL BUSINESS LOAN SBA LOAN E MORTGAGES FIRST-TIME HOMEBUYER MORTGAGE COMMUNITY MORTGAGES MASSHOUSING MORTGAGE PROGRAMS HOME EQUITY LOAN JTO LOANS COMMERCIAL LOAN PRODUCTS COMMERCIAL REAL ESTATE LOAN INVESTMENT PROPERTY LOAN CONSTRUCTION LOAN



# Business and Consumer Banking









### **Business Banking**

Our Business Banking team offers a full range of commercial checking, savings, and money market accounts, as well as sophisticated cash management products like sweep accounts, escrow management, payroll and lockbox services. By getting to know each customer and their unique business needs, our Business Relationship Managers craft comprehensive cash management solutions that help each business maximize earnings and reduce fees. Our team approach to local businesses helped us increase commercial deposits 22% to \$408 million at year-end 2009. Our commercial checking portfolio grew 24% as a greater number of local businesses recognized the value of doing business with a locally-focused community bank.

Our business solutions encompass a wide variety of technology solutions including business remote capture, positive pay, wire transfers, merchant card processing,

Cambridge

Savings Bank

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CSB CAMBRIDGE SAVINGS BANK

Five versions of the Cambridge Savings Bank logo throughout the years.



ACH transactions, online banking and bill payment. All combine to provide 24 hour access to information and accounts, whenever and wherever your business needs us.

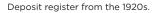
### **Consumer Banking**

Cambridge Savings Bank launched two new high yield checking accounts in 2009 that rewarded consumers with higher interest rates for using a greater number of our services. As a result of this and other programs, consumer checking accounts grew 23% to \$199 million at year-end 2009. We continue to focus on attracting individuals and families who want the convenience and security of a community bank along with the online products that make banking easier than ever. Today, consumers can open and fund all of our deposit accounts online without

COMMERCIAL DEPOSIT PRODUCTS & SERVICES COMMERCIAL CHECKING FREE BUSINESS CHECKING BUSINESS SAVINGS ACCOUNT COMMERCIAL MONEY MARKET ACCOUNT IOLTA ACCOUNT REPURCHASE AGREEMENTS CERTIFICATES OF DEPOSIT BUSINESS REMOTE CAPTURE LOCKBOX SERVICES POSITIVE PAY BUSINESS WEBBANK BILL PAY ESCROW MANAGEMENT SERVICES WIRE TRANSFERS CAMBRIDGE SAVINGS BUSINESS DEBIT CARD BUSINESS ATM CARD PAYROLL SERVICE

Account with Cambridge Sautuge

NIGHT DEPOSITORY MERCHANT CARD PROCESSING **RETAIL DEPOSIT PRODUCTS & SERVICES** SUPERSMART CHECKING SMART CHECKING RELATIONSHIP CHECKING NO FEE CHECKING STUDENT RELATIONSHIP CHECKING STATEMENT SAVINGS ACCOUNT MONEY MARKET ACCOUNT CERTIFICATE OF DEPOSIT (CD) SIMPLE IRA SIMPLIFIED EMPLOYEE PENSION (SEP) PLAN PROF ATM CARDS WEBBANK BILL PAY ETRANSFERS WIRE TRANSFERS P



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We take pride in consistently delivering an innovative product line, first class technology and exceptional customer service.



KAREN B. KINDLE SENIOR VICE PRESIDENT BUSINESS AND CONSUMER BANKING



## Cambridge Savings Bank

ever visiting a branch. Our online banking solution includes bill presentment, so consumers can view and pay bills online – which helps the environment. They can even receive their Cambridge Savings Bank statements online, another of our "Green Initiatives" that was extremely popular last year. While technology is an important part of our overall strategy to provide best-in-class service, it is no substitute for the individual attention our customers receive in our banking centers.

RELATIONSHIP SAVINGS ACCOUNT ESAVINGS ACCOUNT TRADITIONAL IRA ROTH IRA T SHARING AND MONEY PURCHASE PLANS 529 PLANS MOBILE BANKING DEBIT CARDS HONEBANK ESTATEMENTS OVERDRAFT PROTECTION LINE OF CREDIT DIRECT DEPOSIT SAFE DEPOSIT BOX ONLINE ACCOUNT OPENING & FUNDING BANK TO BANK TRANSFERS



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The personal attention and customized portfolio management that we provide to our clients is the key to our success. Cambridge Appleton Trust is a welcome relief to those clients weary of the indifference of the large and impersonal investment firms.

> JAMES M. O'NEIL, JR., ESQ. CHIEF EXECUTIVE OFFICER

> > Cambridge Appleton Trust attracted a significant number of new clients in 2009 as individuals and nonprofit institutions sought the expertise and experience of our team. The strength and stability of a locally owned and managed trust company is a distinct advantage in these challenging economic times. As of year-end 2009, our

TRUST AND FIDUCIARY SERVICES ENDOWMENT AND FOUNDATION SERVICES RETIRE CUSTODIAL SERVICES INVESTMENT MANAGEMENT SERVICES TRUST AND FIDUCIARY ENDOWMENT AND FOUNDATION SERVICES RETIREMENT SERVICES

# Cambridge Appleton Trust, N.A.

assets under management had increased to over \$466 million. During the year, we also enhanced our focus on the endowment and foundation sector by providing an array of advice-based solutions. Our nonprofit sector clients benefit from the personal attention and portfolio management that our individual clients and their families enjoy.

Cambridge Appleton Trust was created in 1999 as a joint venture between Cambridge Savings Bank and Appleton Partners, a privately owned \$3.9 billion investment firm. Located in the heart of the financial district in Boston, Cambridge Appleton Trust is a full service national trust company. Through the resources of Appleton Partners, we provide high quality investment portfolios tailored to meet the needs of our clients. Employing a disciplined investment philosophy, we are well positioned to serve the unique needs of our individual and nonprofit clients. Cambridge Appleton Trust is a boutique trust company with an emphasis on consultative client service and comprehensive investment management capabilities. As we are relationship driven, we are able to provide the proper investment portfolio and fiduciary oversight to enhance and conserve our clients' wealth.



1900s

View of the Harvard Square lobby from the early 1900s.

INVESTMENT MANAGEMENT SERVICES TRUST AND FIDUCIARY SERVICES

ENDOWMENT AND FOUNDATION SERVICES RETIREMENT SERVICES

CUSTODIAL SERVICES INVESTMENT MANAGEMENT SERVICES TRUST AND FIDUCIARY SERVICES

ENDOWMENT AND FOUNDATION SERVICES RETIREMENT SERVICES

CUSTODIAL SERVICES INVESTMENT MANAGEMENT SERVICES

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SERVICES





Harvard Square looking toward Harvard University, visible in the background. Circa 1920.

# **Financial Performance**

Total assets increased 3% from \$2.1 billion at December 31, 2008 to \$2.2 billion at year-end 2009. Total loans decreased from \$1.5 billion at year-end 2008 to \$1.4 billion at December 31, 2009, as we made a strategic decision to reduce the size of our residential lending portfolio and sell fixed rate mortgages on the secondary market. This was a significant source of fee income for the Bank, particularly given the large number of residential loans we generated last vear.

ARLINGTON

SURLINGTON

BEDFORD

CAMBRIDGE

BELMONT

BURLINGTON

CAMBRIDGE

NEEDHAM

NEWTON

SOMERVILLE



An aerial view of Harvard Square, with the Cambridge Savings building slightly to the right of center, circa 1940. Cambridge Financial Group maintained exceptionally high levels of liquidity in 2009 – 15.40% at year-end 2009 compared to 9.97% at year-end 2008. Short term investments increased from \$57 million at year-end 2008 to \$146 million at year-end 2009, as we positioned the Bank to take advantage of rising rates when appropriate.

Cambridge Financial Group's capital to asset ratio increased from 7.94% at December 31, 2008 to 8.90% at the 2009 year-end, representing a \$26 million increase in total capital. The Bank's total Risk-Based Capital Ratio was 13.82% at year-end 2009, exceeding the FDIC's 10.0% guideline for a well capitalized bank.

CONCORD

WATERTOWN

LEXINGTON

LINCOLN

BILLERICA

ON

CARLISLE

NEWTON

SUDBURY

WILMINGTON

WATERTOWN

MAYNARD

WOE

A deposit book from the Harvard School Savings Bank, an early example of Cambridge Savings' commitment to helping people in our communities save.

BROOKLINE CONCORD LETINGTON ... The babit of saving is an essential part of a true practical education. THE arrand SCHOOL SAVINGS BANK Cambridge, Mass. Depositors are requested to keep this card clean and bring it to school whenever depositing or withdrawing money.

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BELMONT

Cambridge Savings Bank's financial strength and stability allowed us to increase lending during the current economic downturn and helped us position the Bank for continued success.

#### WAYNE F. PATENAUDE EXECUTIVE VICE PRESIDENT, TREASURER AND CHIEF FINANCIAL OFFICER

Non-performing loans to total loans were 0.58% at December 31, 2009, compared to 1.57% for our New England peer banks. The Bank's disciplined approach to underwriting reflects our commitment to local businesses and consumers – we don't "over-qualify" borrowers for loans just to meet internal sales quotas. The result is credit quality that is among the highest in New England, while growing our loan portfolios to include a greater number of qualified borrowers.



# Independent Auditor's Report

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## The Board of Trustees Cambridge Financial Group, Inc:

We have audited, in accordance with auditing standards generally accepted in the United States of America, the consolidated balance sheets of Cambridge Financial Group, Inc. and Subsidiaries as of December 31, 2009, and the related consolidated statements of income, changes in equity capital, and cash flows for the year then ended (not presented herein); and in our report dated March 16, 2010, we expressed an unqualified opinion on those consolidated financial statements. The consolidated financial statements of Cambridge Financial Group, Inc. and Subsidiaries, as of and for the year ended December 31, 2008, were audited by other auditors whose report dated March 30, 2009 expressed an unqualified opinion.

In our opinion, the information set forth in the accompanying condensed consolidated financial statements is fairly stated, in all material respects, in relation to the consolidated financial statements from which it has been derived.

Caturano and Company, P. C.

Caturano and Company, P.C. March 16, 2010 Boston, Massachusetts

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# Cambridge Financial Group, Inc. & Subsidiaries Condensed Consolidated Balance Sheets

#### December 31, 2009 and 2008 (in thousands)

ASSETS	2009	2008
Cash and due from banks	\$15,987	\$12,377
Short-term investments	146,085	57,284
Total cash and cash equivalents	162,072	69,661
Investment securities available for sale, at fair value	434,852	377,343
Investment securities held to maturity, at amortized cost	16,963	7,952
Loans held for sale, net	3,705	4,342
Loans:		
Residential mortgage loans	687,460	849,210
Commercial real estate loans	563,269	502,241
Commercial and industrial loans	60,575	52,444
Other loans	94,641	97,998
	1,405,945	1,501,893
Less allowance for loan losses	(10,481)	(10,051)
Net loans	1,395,464	1,491,842
Premises and equipment, net	36,746	38,036
Accrued interest receivable	7,073	8,237
Deferred income tax asset, net	24,556	32,539
Cash surrender value of life insurance	44,058	42,452
Other assets	40,862	31,434
Total assets	\$2,166,351	\$2,103,838
Liabilities:	¢1 770 700	¢1 COO 000
Deposits	\$1,730,389	\$1,629,892
Advances from Federal Home Loan Bank of Boston	194,724	250,479
Repurchase agreements	33,791	41,712
Accrued interest payable	955	1,183
Accrued expenses and other liabilities Total liabilities	13,591	13,461
Total hadilities	1,973,450	1,936,727
Equity Capital:		
Cambridge Financial Group, Inc. equity capital:		
Undistributed earnings	203,953	189,783
Accumulated other comprehensive income (loss)	(11,058)	(22,678)
Total Cambridge Financial Group, Inc. equity capital	192,895	167,105
Noncontrolling interest in subsidiary	6	6
Total equity capital	192,901	167,111
Total liabilities and equity capital	\$2,166,351	\$2,103,838

# Cambridge Financial Group, Inc. & Subsidiaries Condensed Consolidated Statements of Income

### Years Ended December 31, 2009 and 2008 (in thousands)

	2009	2008
Interest income:		
Residential mortgage loans	\$39,360	\$46,436
Commercial real estate loans	31,083	29,725
Commercial and industrial loans	2,580	4,145
Other loans	4,428	4,951
Investment securities	18,077	23,362
Short-term and other investments	372	1,845
Total interest and dividend income	95,900	110,464
Interest expense:		
Deposits	26,478	41,217
Advances from Federal Home Loan Bank of Boston	10,199	12,012
Repurchase agreements	1,001	1,388
Notes payable	-	18
Total interest expense	37,678	54,635
Net interest and dividend income	58,222	55,829
Provision for loan losses	1,361	3,169
Net interest and dividend income		
after provision for loan losses	56,861	52,660
Noninterest income:		0.005
Deposit account fees	3,115	2,925
Rental income	2,478	3,763
Trust fee income	1,837	1,823
Losses on write-downs and sales of investments, net	(878)	(18,273)
Gain on sales of loans	2,725	358
Other	2,786	2,689
Total noninterest income (loss)	12,063	(6,715)
Noninterest expense:		
Salaries and employee benefits	27,622	24,545
Office occupancy and equipment	9,015	9,001
FDIC deposit insurance	3,446	592
Other operating expenses	11,583	12,737
Total noninterest expense	51,666	46,875
Income (loss) before income taxes	17,258	(930)
Income tax expense (benefit)	5,711	(1,536)
Net income	\$11,547	\$606

# Cambridge Financial Group, Inc. & Subsidiaries Condensed Statements of Changes in Equity Capital

### Years Ended December 31, 2009 and 2008 (in thousands)

	UNDISTRIBUTED EARNINGS	ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)	NONCONTROLLING INTEREST	TOTAL EQUITY CAPITAL
BALANCE AT DECEMBER 31, 2007	\$189,177	\$1,715	\$6	\$190,898
Net Income	606	—	—	606
Other comprehensive income:				
Increase in unrealized loss on securities available for sale, net of \$15,315 of deferred income taxes	_	(24,324)	_	(24,324)
Change in director's pension liability, net of tax	_	(69)	—	(69)
Total comprehensive loss				(23,787)
BALANCE AT DECEMBER 31, 2008	189,783	(22,678)	6	167,111
Cumulative effect of adjustment to equity capital relating to impairment of securities and the adoption of ASC Topic 320, net of tax	2,623	(2,623)	_	_
Net income	11,547	_	—	11,547
Other comprehensive income: Decrease in unrealized loss on securities available				
for sale, net of \$8,677 of deferred income taxes	_	14,316	_	14,316
Change in director's pension liability, net of tax	_	(73)	—	(73)
Total comprehensive income				25,790
BALANCE AT DECEMBER 31, 2009	\$203,953	\$(11,058)	\$6	\$192,901

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# Trustees & Corporators

Cambridge Financial Group (CFG)

As of March 31, 2010

## **CFG Trustees & Corporators** CSB Directors

ANNE ADAMS CUSHMAN PRINCIPAL/OWNER Advise and Consult

THOMAS W. FALWELL. ESQ. PARTNER/ATTORNEY Comins & Newbury

**KEVIN J. FITZGERALD** FORMER CHAIRMAN & CEO Cambridge Financial Group and Cambridge Savings Bank

HOWARD B. HODGSON, JR. PARTNER Cabot Properties, Inc.

ALAN MCCLENNEN, JR. CHAIRMAN Cambridge Financial Group and Cambridge Savings Bank

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FAITH D. MCDONALD

Citv of Cambridge

**ARTHUR C. PARRIS** 

Raytheon Company

RETIRED, DEPUTY DIRECTOR

RETIRED, FORMER SENIOR ENGINEER

# Directors Cambridge Savings Bank (CSB)

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RICHARD D. WALSH, ESQ. PRINCIPAL/ATTORNEY Walsh & Fadden

MARY ALLEN WILKES, ESQ. ATTORNEY

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ANDREW LEIGHTON RETIRED, FORMER **BUSINESS MANAGER** Buckingham, Browne & Nichols FRANCIS W.K. SMITH, ESQ. RETIRED, FORMER ATTORNEY Bicknell & Smith

**BENJAMIN T. WRIGHT** RETIRED, FORMER SENIOR VICE PRESIDENT AND GENERAL COUNSEL The Badger Company. Inc.

# **Officers & Managers**

ROBERT M. WILSON\* PRESIDENT & CHIEF EXECUTIVE OFFICER

## **Finance & Operations**

WAYNE F. PATENAUDE\* EXECUTIVE VICE PRESIDENT, CHIEF FINANCIAL OFFICER & TREASURER

DANA S. PHILBROOK SENIOR VICE PRESIDENT CONTROLLER

EDWARD CAMPANELLA VICE PRESIDENT

KURT HEINRICH VICE PRESIDENT

GIACOMO BERARDINELLI, JR. ACCOUNTING OPERATIONS MANAGER

KIFAYA ABDURAHMAN ASSISTANT MANAGER SUBSIDIARY ACCOUNTING

# Bank Technology & Operations

MARK T. TRACY\* SENIOR VICE PRESIDENT

VALERIE KERVICK APPLICATIONS ADMINISTRATOR PROJECTS MANAGER

#### Facilities

DANIEL E. FRAINE SENIOR VICE PRESIDENT

BERT L. CHESTERTON, JR. VICE PRESIDENT SECURITY OFFICER

DANIEL MARTELL OPERATIONS OFFICER FACILITIES MANAGER

WILFREDO TORO ASSISTANT MANAGER

#### Bank Operations

ROSEMARIE VALENTE-HUBBARD SENIOR VICE PRESIDENT

#### Bank Secrecy Act

NOREEN B. GILPATRICK VICE PRESIDENT

JOHN R. SABATINO OPERATIONS OFFICER SENIOR BSA ANALYST

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MARY CAMARA ASSISTANT VICE PRESIDENT

LUCIE M. JOHNSON ASSISTANT VICE PRESIDENT

CYNTHIA MICHELSON OPERATIONS OFFICER ASSISTANT TRUST OFFICER

CHERYL HARRIS DEPOSIT OPERATIONS MANAGER

JESSICA KEEGAN QUALITY CONTROL MANAGER

GABRIELLA PIRES ASSISTANT MANAGER QUALITY CONTROL

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THOMAS S. KURIAKOSE ASSISTANT VICE PRESIDENT

JEN CHEN EBS QUALITY CONTROL MANAGER

ALEENA TULADHAR EBS OPERATIONS MANAGER

#### Item Processing

ERINN M. CUIPA VICE PRESIDENT

STEVEN MILLIKEN ITEM PROCESSING MANAGER

#### Information Systems

RANDALL H. BASSETT FIRST VICE PRESIDENT

MATTHEW MCGOVERN OPERATIONS OFFICER IS MANAGER

STEVEN P. PARENTE IS TECHNICAL COMPLIANCE MANAGER

### Lending

DOUGLAS J. FAITHFULL\* EXECUTIVE VICE PRESIDENT & CHIEF LENDING OFFICER

Commercial Real Estate Lending DARYL S. SMITH

SENIOR VICE PRESIDENT

MICHAEL LINDGREN SENIOR VICE PRESIDENT

KENNETH R. DILLON FIRST VICE PRESIDENT

DAVID A. AULT VICE PRESIDENT

IAN BRANDON VICE PRESIDENT

CATHERINE REURS VICE PRESIDENT

TINA PAULDING OPERATIONS OFFICER COMMERCIAL ADMINISTRATION MANAGER

#### Commercial Lending

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MICHAEL ST. JEAN FIRST VICE PRESIDENT

BARBARA K. CRYSTAL VICE PRESIDENT

PETER J. DONOVAN VICE PRESIDENT

DAVID W. HOLT VICE PRESIDENT

PAUL RUOCCO VICE PRESIDENT BUSINESS BANKING OFFICER

MICHAEL KUHN ASSISTANT VICE PRESIDENT BUSINESS BANKING OFFICER

#### Residential and

Consumer Lending MARY M. KEARNEY SENIOR VICE PRESIDENT

#### Loan Administration

DEBORAH E. MARCELLA VICE PRESIDENT

#### Residential and Commercial Loan Servicing

AMEDEO J. MARINI VICE PRESIDENT

ANNA M. CASEY ASSISTANT TREASURER

ROCCO CAMMARATA OPERATIONS OFFICER COMMERCIAL LOAN SERVICING MANAGER

#### Residential and

Consumer Loan Operations JOANNE DONOVAN

VICE PRESIDENT TIMOTHY MCNEICE ASSISTANT MANAGER

#### Residential

Mortgage Origination LYNN HARVEY ASSISTANT VICE PRESIDENT LOAN OFFICER

RICHARD E. GARBER LOAN OFFICER

ROBERT W. MADDEN LOAN OFFICER

NIELS W. SOKOL LOAN OFFICER

### Auditing

BRIAN A. FARRELL SENIOR VICE PRESIDENT BANK AUDITOR

THOMAS S. BERTON VICE PRESIDENT AUDIT MANAGER

KEVIN F. DESIMONE AUDIT OFFICER

### Cambridge Appleton Trust, N.A.

JAMES M. O'NEIL, JR.\* CHIEF EXECUTIVE OFFICER & TRUST OFFICER

TERRANCE J. DUGAN VICE PRESIDENT

DEBORAH PEARCE VICE PRESIDENT

# Officers & Managers (Continued)

### Cambridge Appleton Trust, N.A.

JONAH LUPTON ASSISTANT VICE PRESIDENT

DAVID FALANGA ASSISTANT MANAGER TRUST OPERATIONS

MARK MUNGER ASSISTANT MANAGER TRUST OPERATIONS

### **Commercial Credit**

JERRY D . PETERSON\* SENIOR VICE PRESIDENT

SCOTT TOWER VICE PRESIDENT

EVAN C. ROZANTES CREDIT OFFICER

DMITRIY G. SHNEYDERMAN CREDIT OFFICER

DANA R. DIMARTINIS ASSISTANT VICE PRESIDENT LOAN REVIEW OFFICER

JONATHAN PARISI ASSISTANT MANAGER LOAN REVIEW OFFICER

VENESSA GIRARDIN COMMERCIAL CREDIT ADMINISTRATION MANAGER

### **Community Relations**

SUSAN LAPIERRE\* SENIOR VICE PRESIDENT CRA OFFICER

### Human Resources

MARIE S. LODI\* SENIOR VICE PRESIDENT

DIANE M. RYAN ASSISTANT VICE PRESIDENT

TRACEY C. KOOTZ EMPLOYMENT OFFICER

CRISTINA TRONCOSO BENEFITS MANAGER

#### Training

PAULA E. DICKERMAN VICE PRESIDENT

ROBIN BATTLES PC TRAINING MANAGER SOFTWARE SUPPORT SPECIALIST KRISTEN CARROLL RETAIL TRAINING MANAGER

## Legal/Compliance

QUENTIN J. GREELEY, ESQ.\* SENIOR VICE PRESIDENT GENERAL COUNSEL

ELAINE M. SASSI VICE PRESIDENT COMPLIANCE OFFICER

MARY J. WRIGHT ASSISTANT TREASURER

### Marketing

KAREN E. MARRYAT\* SENIOR VICE PRESIDENT

KIMBERLEE A. CORDS VICE PRESIDENT

JERI S. FOUTTER ASSISTANT VICE PRESIDENT

ASHLEY JOYNER WEB SYSTEMS MANAGER

#### Customer Service Center

KELLY M. ORLANDO VICE PRESIDENT

DONNA F. LEE ASSISTANT VICE PRESIDENT

ARLENE GUAN-KENNEDY ASSISTANT MANAGER

#### e-Commerce

JENNIFER L. A. CLARK VICE PRESIDENT

EDWARD F. HEFFERNAN OPERATIONS OFFICER E-COMMERCE PRODUCT MANAGER

### Retail & Business Banking

KAREN B. KINDLE\* SENIOR VICE PRESIDENT

Business Banking CHARLES VAN HISE VICE PRESIDENT

SETH LOPES ASSISTANT VICE PRESIDENT

JOHN WARE ASSISTANT VICE PRESIDENT

LORI BEAL BUSINESS BANKING OFFICER

#### Branch Administration

MICHELLE KINBERG VICE PRESIDENT REGIONAL OPERATIONS MANAGER

DAVID W. WALKER VICE PRESIDENT

CHRISTINA MAURAS BRANCH ADMINISTRATION MANAGER (POLICIES)

MARGARET HAGGERTY BRANCH ADMINISTRATION MANAGER (BSA)

#### Retail Banking Centers

RUTH L. BARNETT VICE PRESIDENT REGIONAL SALES COACH

GREGORY W. BOWE VICE PRESIDENT REGIONAL SALES MANAGER

MICHAEL P. MOREL VICE PRESIDENT REGIONAL SALES MANAGER

CHERYL CANNON ASSISTANT VICE PRESIDENT SENIOR BRANCH SALES & SERVICE MANAGER

SUZANNA KRMZIAN ASSISTANT VICE PRESIDENT SENIOR BRANCH SALES & SERVICE MANAGER

ELIZABETH ASH ASSISTANT VICE PRESIDENT

KEVIN CHAVES ASSISTANT VICE PRESIDENT

ROBERT HALLS ASSISTANT VICE PRESIDENT

KUSUM JAIN ASSISTANT VICE PRESIDENT

MICHELLE V. PEREZ ASSISTANT VICE PRESIDENT

LINDA ROGERS ASSISTANT VICE PRESIDENT

SUSAN SALADINO ASSISTANT VICE PRESIDENT

CHERYL SANTEE ASSISTANT VICE PRESIDENT

SANTOSH TANEJA ASSISTANT VICE PRESIDENT

VANESSA SILVA SALES & SERVICE MANAGER ROBERT H. CLARK ASSISTANT BRANCH OPERATIONS OFFICER

ROY AUGER ASSISTANT BRANCH OPERATIONS MANAGER

RICHARD BERTOLUCCI ASSISTANT BRANCH OPERATIONS MANAGER

CATHERINE BRUNO ASSISTANT BRANCH OPERATIONS MANAGER

KEITH COSTANZA ASSISTANT BRANCH OPERATIONS MANAGER

LUCY DEPASQUALE ASSISTANT BRANCH OPERATIONS MANAGER

LEONARD ERLICHMAN ASSISTANT BRANCH OPERATIONS MANAGER

CHESTER GRAHAM ASSISTANT BRANCH OPERATIONS MANAGER

LA'CHIJA JONES ASSISTANT BRANCH OPERATIONS MANAGER

SATTIE MARAJ ASSISTANT BRANCH OPERATIONS MANAGER

ANGELA PESIRIDIS ASSISTANT BRANCH OPERATIONS MANAGER

JOSEPHINE RUBINO ASSISTANT BRANCH OPERATIONS MANAGER

ESMERALDA SIMONYAN ASSISTANT BRANCH OPERATIONS MANAGER

ALDA SOARES ASSISTANT BRANCH OPERATIONS MANAGER

#### Savings Bank Life Insurance

CAROLYN A. MAHONEY ASSISTANT VICE PRESIDENT SBLI OFFICER



# For a copy of Cambridge Financial Group's complete audited financial statements, please contact us at:

Marketing Department Cambridge Savings Bank 1374 Massachusetts Avenue Cambridge, MA 02138

Cambridge Financial Group is a Mutual Holding Company for:



cambridgesavings.com



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cambridgeappleton.com





1374 Massachusetts Avenue - Cambridge, MA 02138

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Sappi McCoy Silk is made with 10% post consumer waste. 100% of the electricity used to manufacture McCoy was generated with Green-e certifiable renewable energy. All McCoy items are certified to the Forest Stewardship Council's (FSC) standards by SmartWood, a program of the Rainforest Alliance. FSC certification ensures responsible use of forest resources.