

# **Annual Report**

118th Year June 20, 2023

**Creating** Customer Connections



# To Our Valued Customers

I want to welcome everyone to the 118th Annual Meeting of the Greenfield Cooperative Bank. This evening you will see and hear about the continued robust performance of your bank over the last year. The success we have achieved is the result of the challenging work done by our over one hundred employees, day in and day out. I am proud to say that due to this hard work and attention to customer service we remain as we have always been – profitable, highly liquid, and very well capitalized.

We are all aware of the large bank failures that took place earlier this spring. While they are concerning and a sign of the delicate nature of the overall economy, it is important to remember what makes these banks different from GCB. They were public banks that catered to specialty markets – wealthy individuals and the high-tech industry and Manhattan real estate and crypto related businesses. GCB is not involved in any of these activities. We are proud of the fact that we are a "plain vanilla" bank that continues to do what we have always done – take and hold safe the deposits of our neighbors and lend to our neighbors so that they can do things like buy homes, make improvements to their homes, send their kids to college, start and expand small businesses, and purchase real estate to provide housing for others.

We are not beholden to stockholders, and we are not subject to the whims of Wall Street. As a mutual and independent bank, we can do now what we have done since the bank's founding 118 year ago, that is to make decisions for the long-term health of the bank and the communities we serve.

The 2023 Annual Report follows this letter and will show you details of the success I mentioned above. You'll see how healthy your community bank is and you'll get some insight into the people who make this a special place. As always... Keep telling your family and friends to come on over to the Co-op! They will be glad you did!

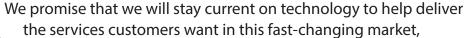
Very truly yours,

**Anthony J. Worden** 

President and Chief Executive Officer

# Greenfield Cooperative Bank Mission Statement

Greenfield Bancorp, MHC and its wholly-owned subsidiary, the Greenfield Cooperative Bank including its Northampton Cooperative division (collectively called the "Bank" or "GCB") is an independent, mutual member-owned, local community bank serving consumers and businesses here in the Pioneer Valley. Our mission is to keep the bank healthy while staying relevant to our customers' needs by providing fairly-priced banking products, financial services and consumer and commercial loans of all types to help local businesses grow, assist individuals and families in achieving their own financial goals, and in this manner make the communities we serve stronger and more prosperous.



but in a way that does not lose the human touch. Our Bank employees seek to be a positive influence in the communities we serve. To carry out this promise, GCB employs caring people who have the experience and training to ensure excellent customer service. GCB will always attempt to take a long term approach (3+ years) when making many of its strategic decisions. GCB's overall goal is to pursue prudent growth while maintaining the profitability necessary to ensure a safe and sound financial institution that will benefit our customers, our local communities and all of our employees.



Proudly Serving the Community 100+ Years

Come on Over to the Co-op!



# No depositor has ever lost a penny in a bank insured by both the FDIC and the DIF.

As a member of both the Federal Deposit Insurance Corporation (FDIC) and the Depositors Insurance Fund (DIF), we provide full insurance for our customers' deposits and accrued interest without limit or exception. Each depositor is insured by the FDIC to at least \$250,000. All deposits above the FDIC insurance amount are insured by the Depositors Insurance Fund (DIF).

#### What is the FDIC?

The FDIC (Federal Deposit Insurance Corporation) is an independent agency of the United States government that protects bank depositors against the loss of their insured deposits in the event that an FDIC-insured bank or savings association fails. FDIC insurance is backed by the full faith and credit of the United States government.

#### What is the DIF?

The DIF is a private, industry-sponsored excess deposit insurance company. Created by a special act of the Massachusetts legislature in 1932, the DIF began operations as a primary insurer in 1934. Today, the DIF insures all deposits in its member banks that are in excess of the FDIC limits.



We take very seriously the responsibility that comes with the position we hold in the communities we serve. Many corporations talk a lot about "corporate responsibility", using a lot of buzzwords and doing a lot of advertising. We don't. We live our responsibility every day and we show it in meaningful and impactful ways.

Our staff volunteers with over 100 community groups and charities – these include the United Way of the Franklin & Hampshire Region, Big Brothers/Big Sisters, the Franklin County Community Development Corporation, CISA, The Food Bank of Western Massachusetts, and many others.



**Top Photo** - The Massachusetts Bankers Association awarded the Children's Advocacy Center of Franklin County and North Quabbin a \$5,000 grant, thanks to a nomination from Greenfield Cooperative Bank.

**Bottom Photo** - Staff members enjoying the Great Falls Festival.

# **Over 100**

community groups and charities volunteered at

\$225,000+ provided in funding

# **Over 200**

local community groups and charities supported through donations and sponsorships

**Photos** - Greenfield Cooperative Bank, and it's Northampton Co-op Bank Division, and our employees, have been long standing supporters of the United Way of Franklin and Hampshire County. Employee's donned shirts to show their support for this wonderful organization and it's 100th Community Campaign.



Matched funds in Support of United Way of the Franklin & Hampshire Region's 100th Community Campaign.





# Stepped up to meet the need for food in our communities.

Left Photo - Greenfield Cooperative Bank President Tony Worden and Merrill Gagne, owner of Gagne Wealth Management in Greenfield stepped up to meet the need after Jodi Falk, Director of Rachel's Table, a program of the Jewish Federation of Western Massachusetts, shared that there was a food shortage affecting Franklin County meal sites and pantries.



# Reaching a Wider Audience Through Digital Marketing



# Improved website performance.

One of the highlights of the past year was the successful launch of our new website, which has improved our online presence and customer satisfaction. The new website features a modern design, improved ADA accessibility, and user-friendly navigation. It also integrates seamlessly with our mobile app and online banking platform.

### 4 % Increase in users

More people are accessing and using our website.

## 13% Reduction in bounces

People who are visiting the site are staying longer.

### 3% Increase in new users

We are reaching people who have never visited our site before.

## 2% Increase in page views

Our website is being seen by more people.



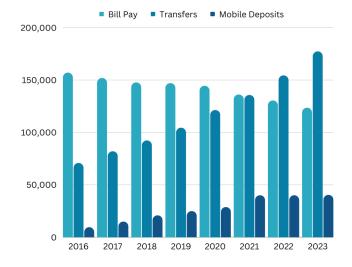
## Focusing on the Future

One of our strategic priorities in the coming year will be working to increase our digital marketing presence to drive more traffic to the website. The goal will be to appeal to a wider audience of future customers, with a focus on younger individuals, who are increasingly looking for convenient and accessible banking services.

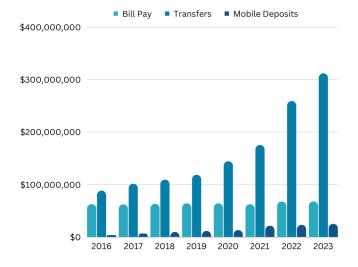


We have been able to keep pace with the advancements in technology and are proud of the fact that we offer a full suite of state-of-the-art online banking products and services that make accessing your accounts, convenient, easy, and safe. We have the same online capabilities of a bank much larger – so you don't give up functionality by choosing GCB over a national or regional bank – but you get the added benefit of our customer first focus.

# Total Number of **Transactions**



# Total Dollar of **Transactions**





## Person-to-Person Payment System

In the last few months, we have unveiled the newest member in our online banking suite of products, a person to person (P2P) payment system called "PayltNow". With PayltNow customers can electronically pay other individuals securely and directly via our online banking from any of their GCB deposit accounts.

### Investments in

# **Data Security**

- We subscribe to a service named
   Fraudnet that monitors all bill pay transactions for fraudulent activity.
- We subscribe to a service called EnFact that monitors all ATM/Debit card transactions for fraudulent activity.
- We make available free identity theft recovery services to all consumer checking account customers.
- All GCB staff members receive annual training and testing on data security and privacy rules.



- We contract with an outside security firm to test our systems against cybersecurity threats.
- We utilize industry standard encryption and authentication protocols for our systems.
- Our systems are monitored 24/7 by qualified information security analysts.

In the last eight years the number of GCB customers who use online services has nearly doubled and over that same timespan the number who use our mobile services has more than tripled.





# Committed to Excellence in Local Banking

Our highly accomplished retail staff bring with them years of banking knowledge. We continue to invest in their education – particularly concerning the newest trends and concepts in the banking industry. We remain committed to a robust branch network knowing the value and accessibility it brings to our customers. Our staff has strong roots in the communities we serve and their commitment to local non-profit organizations and involvement with various fundraising events is a direct reflection of our continued commitment to our customers and our community.

We were very pleased to begin issuing contact-less "tap" cards to our customers during calendar 2022. Contact-less payments provide a smoother and quicker checkout experience to our customers with chip technology that protects against fraudulent purchases through encryption and dynamic data technologies. We have also invested in a more robust fraud monitoring system alerting our customers via text message of any suspected fraudulent transaction and providing the option to deny or authorize the transaction.

# Helping Our Community Grow and Thrive



# Building the future, together.

Our core activity here at the Bank is taking, and holding safe, the deposits of local residents and then in turn lending that money back out to local residents to purchase homes, renovate or expand their current homes, and tap into the equity in their homes to help with life events. We also make commercial loans to help start new small businesses and help existing small businesses expand, which supports the growth of good jobs here in Franklin and Hampshire counties. Whether the loan you need is residential or commercial, you can rest assured that all loan decisions are made right here by dedicated professionals who are your neighbors.

\$84 million in commercial lending, including nearly \$32 million in municipal loans.





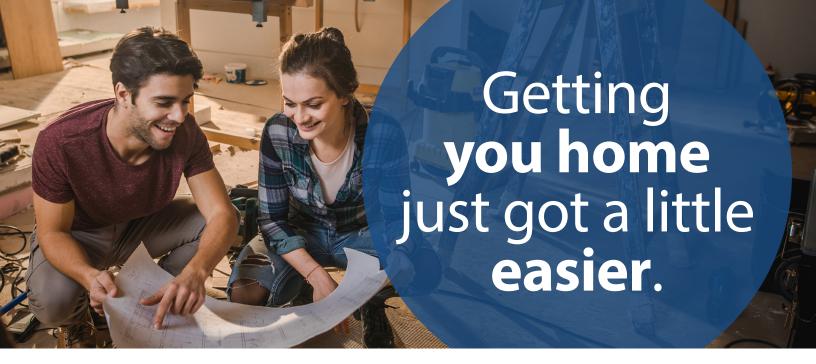
More than **\$40 million** in residential mortgages.



**52% increase** in home equity loans and lines.



**48% increase** in Mass Save® "zero-interest" loans.



# Improvements in residential lending.

We invested in a new residential Loan Origination software package, called Encompass, that began the migration process in July 2022. The project was successfully completed in October 2022. This has resulted in a significant improvement to our processes, leading to a more streamlined workflow and improved timeliness. We no longer need to utilize multiple platforms outside of the origination software to complete tasks – all needed tasks are within Encompass. Completed loans are efficiently uploaded to our core system in a much more effective process, which has reduced department workload without sacrificing accuracy.

In February we implemented a residential mortgage Pre-Approval Program. Applicants can now apply for a mortgage before identifying a property with all their information being verified prior to the approval. This greatly assists them during the home buying process and puts them in a position to make a stronger offer to the seller that could potentially put their offers above others, which is important in this competitive home buying environment.





# Locally Grown Business

At our bank, we are proud to have a team of local commercial lenders who have the authority to make lending decisions on their own. This means that our customers can benefit from faster and more flexible financing solutions for their business needs. Our lenders understand the local market and the challenges and opportunities that our customers face. They are committed to building long-term relationships and providing personalized service. Whether customers need a loan for equipment, real estate, or expansion, our local commercial lenders are ready to help achieve those goals.





# Investments

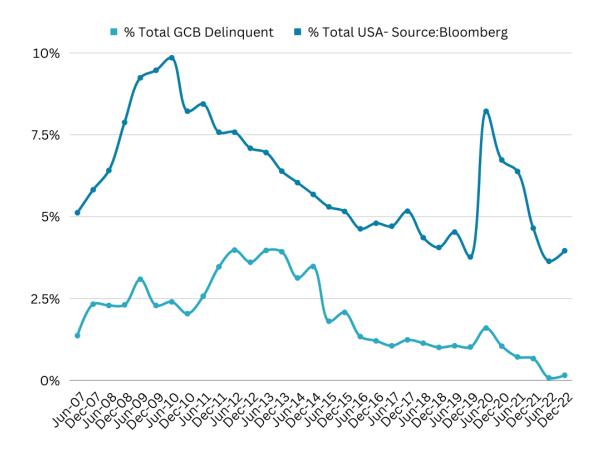
The Bank's investment portfolio is managed to maximize portfolio yield over the long term in a way that prioritizes liquidity needs, pledging requirements, asset/liability strategies, and safety/soundness concerns. GCB's investment portfolio has often been described as "vanilla" or quite conservative. We say that if we don't understand an investment we will not invest in it. Reaching for rate or maturity outside of our routine stable of investments is rarely considered without research and analysis to weigh any potential risks or exposures.

Currently 96% of the investment portfolio consists of bonds with the explicit or implicit guarantee of the US government. Of those over 75% have additional collateral guarantees beyond just the full faith and credit of the US government. All of these bonds are pledgeable to Federal Home Loan Bank System, Federal Reserve and the Fed Facility.

All investment securities are categorized on the balance sheet as "available for sale" (AFS). All AFS portfolios are required under GAAP to be "marked to market" each month. This currently creates an "Unrealized Loss" (U/R Loss) position for GCB, no different from the great majority of U.S. Banks, because most of the investments were purchased at lower yields and are now being compared to higher yielding bonds. GCB's practice of holding investment securities until maturity allows those U/R Losses to never be realized. The Bank's U/R Loss position as it relates to Tier 1 Capital is modest and the Bank's Tangible Capital remains strong even with it included.



Our loan delinquency continues to be historically low and remains well below the National average, as illustrated in the chart below. We remain committed to our prudent underwriting guidelines and are appreciative of the efforts made by our Residential Underwriting team and our Commercial Credit Analysts. Beyond adhering to our credit beliefs, a lot of the success we've had over the last few years in keeping delinquency levels so low is the focus on our borrowers and our knowledge of them and their financial needs. One of the advantages of being a true community bank is the close relationships we form with our customers, which places us in good position to be able to react to their needs.



# Financial Highlights









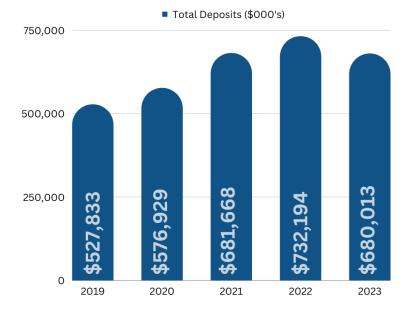
As of March 31, 2023





Whole Sale Funding as % of Assets







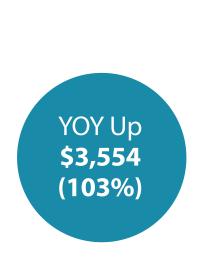


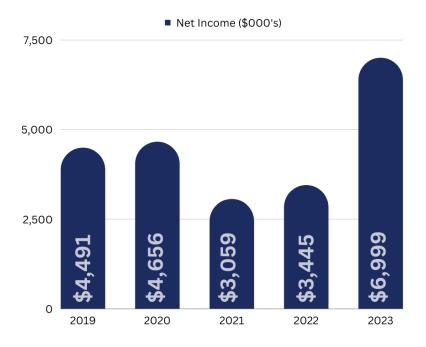


\* Compound Annual Growth Rate

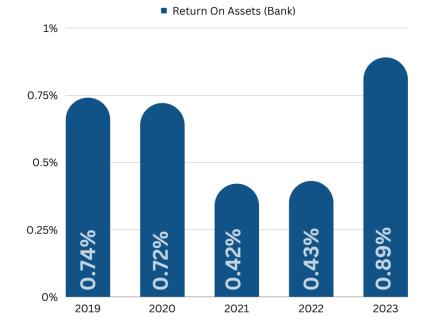












# For the Fiscal Year Ended March 31, 2023

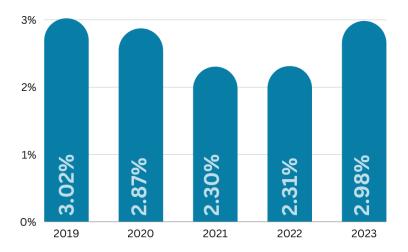




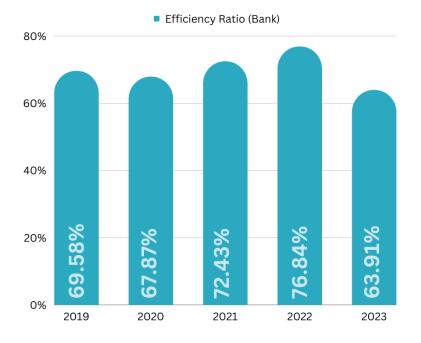


**ALLL % of Gross Loans** 









YOY Improvement 12.93%

# **Greenfield Bancorp, MHC and Subsidiary**

# Unaudited Consolidated Statement of Condition As of March 31, 2023 and March 31, 2022

Assets						
(\$000's)	2023	2022				
Cash and due from banks	\$95,746	\$173,851				
Short-term investments	475	414				
Total cash and cash equivalents	96,221	174,265				
Securities available for sale, at fair value *	175,401	150,760				
Investment in Bank	-	-				
Federal Home Loan Bank stock, at cost	860	1,360				
Loans, net of allowance for loan losses of \$4,481 and \$4,65	59					
at March 31, 2023 and 2022, respectively	461,033	464,712				
Premises and equipment, net	8,965	9,321				
Accrued interest receivable	2,063	1,376				
Net deferred tax asset	6,129	3,662				
Bank-owned life insurance	18,832	18,369				
Mortgage servicing rights	351	323				
Core deposit intangible	45	90				
Other assets	1,463	1,190				
Total assets	\$771,363	\$825,428				
Liabilities and Surplus						
Deposits	\$680,013	\$732,194				

Liabilities and Surplus					
Deposits	\$680,013	\$732,194			
Long-term borrowings	8,511	10,785			
Mortgagors' escrow accounts	1,607	1,780			
Accrued expenses and other liabilities	3,356	2,060			
Total liabilities	693,487	746,819			
Surplus	68,231	61,232			
Additional capital	24,474	24,474			
Accumulated other comprehensive loss	(14,829)	(7,097)			
Total surplus	77,876	78,609			
Total liabilities and surplus	\$771,363	\$825,428			
Standby Letters of Credit as required by					
FDIC Rules and Regulations 337.2 (D)	\$306	\$416			

<sup>\*</sup> Pursuant to FASB Accounting Standard Codification ("ASC") Topic 320 - "Investment - Debt and Equity Securities", Securities Available For Sale have been reflected at fair market value

# **Greenfield Bancorp, MHC and Subsidiary**

# Unaudited Consolidated Statement of Condition As of March 31, 2023

	Assets			
			Consolidating	Consolidated
(\$000's)	Bank	Bancorp, MHC	Entries	BankCorp, MHC
Cash and due from banks	\$95,746	\$26	(\$26)	\$95,746
Short-term investments	475	720	(\$20)	475
Total cash and cash equivalents	96,221	26	(26)	96,221
Securities available for sale, at fair value *	175,401	-	-	175,401
Investment in Bank	-	29,976	(29,976)	-
Federal Home Loan Bank stock, at cost	860	-	-	860
Loans, net of allowance for loan losses of \$4,481 and \$4,659				
at March 31, 2023 and 2022, respectively	461,033	-	-	461,033
Premises and equipment, net	8,965	-	-	8,965
Accrued interest receivable	2,063	-	-	2,063
Net deferred tax asset	5,983	146	-	6,129
Bank-owned life insurance	18,832	-	-	18,832
Mortgage servicing rights	351	-	-	351
Core deposit intangible	45	-	-	45
Other assets	1,463	-	-	1,463
Total assets	\$771,217	\$30,148	(30,002)	\$771,363

	Liabilities and Surplu	s		
Deposits	\$680,039	-	(\$26)	\$680,013
Long-term borrowings	8,511	-	-	8,511
Mortgagors' escrow accounts	1,607	-	-	1,607
Accrued expenses and other liabilities	3,270	86	-	3,356
Total liabilities	693,427	86	(26)	693,487
Surplus	68,145	30,062	(29,976)	68,231
Additional capital	24,474	-	-	24,474
Accumulated other comprehensive loss	(14,829)	-	-	(14,829)
Total surplus	77,790	30,062	(29,976)	77,876
Total liabilities and surplus	\$771,217	\$30,148	(\$30,002)	\$771,363

<sup>\*</sup> Pursuant to FASB Accounting Standard Codification ("ASC") Topic 320 - "Investment - Debt and Equity Securities", Securities Available For Sale have been reflected at fair market value

# **Greenfield Bancorp, MHC and Subsidiary**

# Unaudited Consolidated Statement of Condition For the Fiscal Year Ended March 31, 2023

Interest and dividend income:   Loans, including fees   518,207   -   518,207       Securities   3,330   -                 Dividend   -                       Short-term investments   3,557   -                 Short-term investments   3,557   -                 Short-term investments   3,557   -                 Short-term investments   3,557   -                 Short-term investments   25,094   15     (15)             Interest expense:    Interest expense:    Deposits   2,033   -                   Borrowings   144   -                   Total interest expense   2,177   -                 Net interest income   22,917   15     (15)               Provision (credit) for loan losses   1030   -                       Net interest income, after provision (credit) for loan losses   1,592   -                       Submer service fees   1,592   -                           Gain on sales of loans, net   75   -                             Loan servicing fees   50   -                                   Bank-owned life insurance income   463   -	(\$000's)	Bank	Bancorp, MHC	Consolidating Entries	Consolidated BankCorp, MHC
Coans, including fees   \$18,207       \$18,207   Securities   3,330       3.330       3.330       3.330       3.330       3.357     3.559     3.559	Interest and dividend income:	,			
Securities         3,330         -         -         3,330           Divided         -         15         (15)         -         3,557           Short-term investments         3,557         -         -         3,557           Total interest and dividend income         25,094         15         (15)         25,094           Interest expense:         Deposits         2,033         -         -         2,033           Borrowings         144         -         -         2,177           Not interest expense         22,177         -         -         2,177           Net interest income         22,917         15         (15)         22,917           Provision (credit) for loan losses         103)         -         -         (103)           Net interest income.         23,020         15         (15)         23,020           Non-interest income.         -         -         -         1,592         -         -         1,592           Customer service fees         1,592         -         -         -         -         -         2,592         -         -         -         -         -         -         -         -         -         -		\$18.207	_	-	\$18.207
Dividend	-		_	-	
Short-term investments         3,557         -         -         3,557           Total interest and dividend income         25,094         15         (15)         25,094           Interest expense:         Use of the properties of the prope		-	15	(15)	-
Interest expense:   Deposits   2,033   -   2,033     Borrowings   144   -   -   144     Total interest expense   2,177   -   -   2,177     Net interest income   22,917   15   (15)   22,917     Provision (credit) for loan losses   (103)   -   -   (103)     Net interest income, after provision (credit) for loan losses   (103)   -   -   (103)     Net interest income, after provision (credit) for loan losses   (103)   -   -   (103)     Net interest income, after provision (credit) for loan losses   (103)   -   -   (103)     Net interest income, after provision (credit) for loan losses   (103)   -   -   (103)     Non-interest income:   (1592   -   -   1.592     Gain on sales of loans, net   75   -   -   75     Loan servicing fees   50   -   -   50     Bank-owned life insurance income   463   -   -   201     Total non-interest income   2,381   -   -   2,381     Non-interest expenses:   (1348   -   -   2,381     Non-interest expenses:   (1348   -   -   3,488     Data processing   753   -   -   753     Professional fees   417   7   -   424     FDIC insurance   217   -   -   217     Advertising   378   -   -   753     Other general and administrative   3,523   -   -   3,523     Total non-interest expenses   16,176   14   -   16,190     Income before income taxes   9,225   1   (15)   9,211     Provision for income taxes   9,225   1   (1		3,557			3,557
Deposits         2,033         -         -         2,033           Borrowings         144         -         -         144           Total interest expense         2,177         -         -         2,177           Net interest income         22,917         15         (15)         22,917           Provision (credit) for loan losses         (103)         -         -         (103)           Net interest income, after provision (credit) for loan losses         23,020         15         (15)         23,020           Net interest income, after provision (credit) for loan losses         23,020         15         (15)         23,020           Not interest income.         1,592         -         -         1,592         -         -         1,592         -         -         75         -         -         75         -         -         -         75         -         -         -         1,592         -         -         -         -         75         -	<del>-</del>		15	(15)	
Deposits         2,033         -         -         2,033           Borrowings         144         -         -         144           Total interest expense         2,177         -         -         2,177           Net interest income         22,917         15         (15)         22,917           Provision (credit) for loan losses         (103)         -         -         (103)           Net interest income, after provision (credit) for loan losses         23,020         15         (15)         23,020           Net interest income, after provision (credit) for loan losses         23,020         15         (15)         23,020           Not interest income.         1,592         -         -         1,592         -         -         1,592         -         -         75         -         -         75         -         -         -         75         -         -         -         1,592         -         -         -         -         75         -	Interest overage.				
Non-interest income   22,917   15   (15)   22,917		2.022			2.022
Total interest expense         2,177         -         -         2,177           Net interest income         22,917         15         (15)         22,917           Provision (credit) for loan losses         (103)         -         -         (103)           Net interest income, after provision (credit) for loan losses         23,020         15         (15)         23,020           Non-interest income.         3,592         -         -         -         1,592           Customer service fees         1,592         -         -         -         75           Loan servicing fees         50         -         -         -         50           Bank-owned life insurance income         463         -         -         -         50           Bank-owned life insurance income         463         -         -         -         201           Total non-interest income         201         -         -         2,381           Non-interest expenses:         Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753     <	•		-	-	
Net interest income         22,917         15         (15)         22,917           Provision (credit) for loan losses         (103)         -         -         (103)           Net interest income, after provision (credit) for loan losses         23,020         15         (15)         23,020           Non-interest income:         Usual colspan="2">Usual co	-		<del>-</del>		
Provision (credit) for loan losses         (103)         -         -         (103)           Net interest income, after provision (credit) for loan losses         23,020         15         (15)         23,020           Non-interest income:         "**Customer service fees         1,592         -         -         1,592           Gain on sales of loans, net         75         -         -         75           Loan servicing fees         50         -         -         463           Miscellaneous         201         -         -         201           Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         3,732           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses	lotal interest expense	2,1//		<u>-</u>	
Net interest income, after provision (credit) for loan losses         23,020         15         (15)         23,020           Non-interest income:         Customer service fees         1,592         -         -         1,592           Gain on sales of loans, net         75         -         -         75           Loan servicing fees         50         -         -         -         50           Bank-owned life insurance income         463         -         -         -         463           Miscellaneous         201         -         -         -         201           Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         3,523           Order general and administrative         3,523         -         -         3,523 <t< td=""><td>Net interest income</td><td>22,917</td><td>15</td><td>(15)</td><td>22,917</td></t<>	Net interest income	22,917	15	(15)	22,917
Non-interest income:           Customer service fees         1,592         -         -         1,592           Gain on sales of loans, net         75         -         -         75           Loan servicing fees         50         -         -         50           Bank-owned life insurance income         463         -         -         463           Miscellaneous         201         -         -         201           Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         217           Advertising         378         -         -         3,523           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -	Provision (credit) for loan losses	(103)	-		(103)
Customer service fees         1,592         -         -         1,592           Gain on sales of loans, net         75         -         -         75           Loan servicing fees         50         -         -         50           Bank-owned life insurance income         463         -         -         463           Miscellaneous         201         -         -         201           Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         217           Advertising         378         -         -         3,523           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before	Net interest income, after provision (credit) for loan losses	23,020	15	(15)	23,020
Gain on sales of loans, net         75         -         -         75           Loan servicing fees         50         -         -         50           Bank-owned life insurance income         463         -         -         463           Miscellaneous         201         -         -         201           Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         217           Advertising         378         -         -         3,523           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provis	Non-interest income:				
Loan servicing fees         50         -         -         50           Bank-owned life insurance income         463         -         -         463           Miscellaneous         201         -         -         201           Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         -         -         2,381           Non-interest expenses:         -         -         2,381           Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDC insurance         217         -         -         217           Advertising         378         -         -         3,523           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)	Customer service fees	1,592	-	-	1,592
Bank-owned life insurance income         463         -         -         463           Miscellaneous         201         -         -         201           Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         -         -         2,381           Non-interest expenses:         -         -         9,547           Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         217           Advertising         378         -         -         3,523           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provision for income taxes         2,216         (4)	Gain on sales of loans, net	75	-	-	75
Miscellaneous         201         -         -         201           Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         217           Advertising         378         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provision for income taxes         2,216         (4)         -         2,212	Loan servicing fees	50	-	-	50
Total non-interest income         2,381         -         -         2,381           Non-interest expenses:         Salaries and employee benefits         9,540         7         -         9,547           Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         217           Advertising         378         -         -         378           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provision for income taxes         2,216         (4)         -         2,212	Bank-owned life insurance income	463	-	-	463
Non-interest expenses:         Salaries and employee benefits       9,540       7       -       9,547         Occupancy and equipment       1,348       -       -       1,348         Data processing       753       -       -       753         Professional fees       417       7       -       424         FDIC insurance       217       -       -       217         Advertising       378       -       -       378         Other general and administrative       3,523       -       -       3,523         Total non-interest expenses       16,176       14       -       16,190         Income before income taxes       9,225       1       (15)       9,211         Provision for income taxes       2,216       (4)       -       2,212	Miscellaneous	201	-	-	201
Salaries and employee benefits       9,540       7       -       9,547         Occupancy and equipment       1,348       -       -       1,348         Data processing       753       -       -       753         Professional fees       417       7       -       424         FDIC insurance       217       -       -       217         Advertising       378       -       -       378         Other general and administrative       3,523       -       -       3,523         Total non-interest expenses       16,176       14       -       16,190         Income before income taxes       9,225       1       (15)       9,211         Provision for income taxes       2,216       (4)       -       2,212	Total non-interest income	2,381	-	-	2,381
Salaries and employee benefits       9,540       7       -       9,547         Occupancy and equipment       1,348       -       -       1,348         Data processing       753       -       -       753         Professional fees       417       7       -       424         FDIC insurance       217       -       -       217         Advertising       378       -       -       378         Other general and administrative       3,523       -       -       3,523         Total non-interest expenses       16,176       14       -       16,190         Income before income taxes       9,225       1       (15)       9,211         Provision for income taxes       2,216       (4)       -       2,212	Non-interest expenses				
Occupancy and equipment         1,348         -         -         1,348           Data processing         753         -         -         753           Professional fees         417         7         -         424           FDIC insurance         217         -         -         217           Advertising         378         -         -         378           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provision for income taxes         2,216         (4)         -         2,212		9.540	7	-	9.547
Data processing       753       -       -       753         Professional fees       417       7       -       424         FDIC insurance       217       -       -       217         Advertising       378       -       -       378         Other general and administrative       3,523       -       -       3,523         Total non-interest expenses       16,176       14       -       16,190         Income before income taxes       9,225       1       (15)       9,211         Provision for income taxes       2,216       (4)       -       2,212	. ,		<i>-</i>	-	
Professional fees         417         7         -         424           FDIC insurance         217         -         -         217           Advertising         378         -         -         378           Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provision for income taxes         2,216         (4)         -         2,212			_	_	
FDIC insurance         217         -         -         217           Advertising         378         -         -         378           Other general and administrative         3,523         -         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provision for income taxes         2,216         (4)         -         2,212			7	_	
Advertising       378       -       -       378         Other general and administrative       3,523       -       -       3,523         Total non-interest expenses       16,176       14       -       16,190         Income before income taxes       9,225       1       (15)       9,211         Provision for income taxes       2,216       (4)       -       2,212			_	-	
Other general and administrative         3,523         -         -         3,523           Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provision for income taxes         2,216         (4)         -         2,212			-	-	
Total non-interest expenses         16,176         14         -         16,190           Income before income taxes         9,225         1         (15)         9,211           Provision for income taxes         2,216         (4)         -         2,212			-	-	
Provision for income taxes 2,216 (4) - 2,212			14	_	
Provision for income taxes 2,216 (4) - 2,212	Income hafara income tayor	0.225	1	(15)	0.211
				(13)	
Net income \$7,009 \$5 (\$15) \$6,999	Provision for income taxes	2,210	(4)	-	
	Net income	\$7,009	\$5	(\$15)	\$6,999



# Corporate Changes

Jeremy Payson joined the bank as Senior Vice President – Controller. Jeremy has more than 30 years of corporate finance experience, including the previous 10 years in finance management at two Massachusetts based banks.

Paul Mokrzecki joined the bank as Senior Vice President – Government Banking. Paul has 45 years of experience in the field, first working in local municipal government and for the last 23 years on the banking side. He was responsible for establishing, growing, and maintaining newly created government banking departments for two local banks before joining GCB. Eugene L'Etoile is retiring from the Board of Directors at this Annual Meeting. Gene has served as a Director of the bank since 2005 and over that time he has provided conscientious leadership. He is the long-time Chair of the Board's Security Committee. We thank him for his years of service to the bank and we are pleased to note that Gene will remain associated with Greenfield Bancorp, MHC as a Corporator until June 2031.

Josiah Simpson is retiring from the Board of Directors at this Annual Meeting. Josh, who has served as a Director of the bank since 2011, has been an active and thoughtful member of the Board. He has been the long-time Chair of the Board's Community Reinvestment Act Committee. We thank him for his years of service to the bank.

**Susan Fentin, Esq.** is retiring from the Board of Directors at this Annual Meeting. Susan, who has served as a Director of the bank since 2014, has generously shared her legal knowledge and her advocacy for women's leadership. We thank her for her years of service to the bank.

# Greenfield Cooperative Bank Director Terms

Greenfield Bancorp, MHC and Greenfield Cooperative Bank Directors Terms (As of 6/20/2023)

Name	Age at 2023 Annual Meeting	1st Elected In
3 Year Term Expires in 2023**		
Nancy Fournier, CPA *Eugene L'Etoile *Josiah J.L Simpson, Jr. *Susan Fentin, Esq. JoAnne Finck Peter Whalen	63 72 73 73 66 63	2005 2005 2011 2004 Merger Merger
3 year term expires in 2024		
Robert Underhill Michael Tucker, Esq. William Dufraine Anthony Worden	70 66 65 50	2004 2003 2000 2021
3 year term expires in 2025		
Kevin OʻNeil Keith Finan Daniel Graves, Esq. Robb Morton, CPA	68 68 53 64	1987 2013 2013 Merger



<sup>\*</sup>Mandatory Retirement Age per Article II, Section (f) (3) - no person shall be eligible for nomination, election or re-election as Director or Clerk of the Corporation if such person has reached the age of 72.

<sup>\*\*</sup> Reelect at 2023 Annual Meeting for a 3-year term ending in 2026.

# Greenfield Bancorp, MHC Officers

### As of June 20, 2023

Kevin J. O'Neil Chairman of the Board

Daniel F. Graves, Esq. Clerk

Peter J. Whalen Assistant Clerk

Anthony J. Worden President & Chief Executive Officer

Michael F. Turley Executive VP, Treasurer & CFO

### Company Information

Greenfield Bancorp, MHC Greenfield Cooperative Bank P.O. Box 1345

63 Federal Street, Greenfield, MA 01302-1345 Tel (413) 772-0293 Fax (413) 773-3808

#### www.BestLocalBank.com

Officers and Managers for Greenfield Cooperative Bank and its Northampton Cooperative Bank Division As of June 20, 2023

#### **Senior Officers**

Kevin J. O'Neil Chairman of the Board (outside officer)
Anthony J. Worden President & Chief Executive Officer

Lisa D. Kmetz Executive Vice President – Retail Banking & Security Brandon S. Lively Executive Vice President – Information Systems

Mary J. Rawls Executive Vice President – Compliance, BSA, & co-CRA

Michael F. Turley Executive Vice President, Treasurer & Chief Financial Officer

Jane H. Wolfe Executive Vice President – Residential Mortgage & co-CRA

Kevin J. Bowler Senior Vice President – Loan Resolution
Michael P. Buckmaster Senior Vice President – Commercial Loans
Christopher P. Caouette Senior Vice President – Credit Officer

Jeremy P. Payson Senior Vice President - Controller

Sean S. Sormanti Senior Vice President – Human Resources

### Officers and Managers for Greenfield Cooperative Bank and its Northampton Cooperative Bank Division As of June 20, 2023 (continued)

#### **Other Officers**

Paul J. Mokrzecki Senior Vice President – Government Banking

James E. Alexander Vice President – Commercial Loans
Adam C. Baker Vice President – Commercial Loans
Casey L. Cusson Vice President – Branch Manager

Chelsea R. Depault Vice President – Commercial Operations Officer

Jenicca R. Gallagher Vice President – Branch Manager Cynthia E. Gonzalez Vice President – Branch Manager Lisa E. Granger Vice President – Branch Manager Maureen A. Guzik Vice President – Commercial Loans Dawn E. Hibbert Vice President – Branch Manager Jeremy M. Lajoie Vice President – Mortgage Operations Jay C. Seyler Vice President - Commercial Loans Melissa A. Tetreault Vice President – Mortgage Originations

Katherine N. Babinski Assistant Vice President – Security and Facilities Administrator

Stacey A. Barnes Assistant Vice President – Mortgage Originations Assistant Vice President – Commercial Loans Barbara E. Campbell Alyssa Dansereau Assistant Vice President – Assistant Controller Assistant Vice President – Branch Manager Courtney E. Huxley Anita M. Michonski Assistant Vice President – Branch Manager Shawn F. Streeter Assistant Vice President – Branch Manager Erin A. Tautznik Assistant Vice President – Branch Manager Christopher J. Wilkey Assistant Vice President – Information Systems

Julie E. Gonzales Human Resources Officer
Matthew J. Welcome Branch Manager Officer
Daniel F. Graves Clerk (outside officer)

Peter Whalen Assistant Clerk (outside officer)

# Corporators of Greenfield Bancorp, MHC

Name	Occupation	Term Ending
Ms. Darci L. Brown	President, Brown Motors, Inc.	2023
Dr. Jeffrey M. Collura, DMD	Owner, Turners Falls Dental	2023
Ms. Susan G. Fentin, Esq.	Skoler Abbott & Presser, P.C.*not eligible for re-election	2023
Mr. Josiah L. Simpson	President, Simpson Contemporary Glass*not eligible for re-election	2023
Ms. Molly L. Wood	Owner, Small Corp.*not eligible for re-election	2023
Ms. Elizabeth A. Dolby	Managing Partner, Cypress Physical Therapy	2024
Ms. Christine M. Eugin	Retired	2024
Ms. Elizabeth G. Fisk	Account Executive, WHAI, WPVQ	2024
Mr. Thomas C. Hodgkins	Retired	2024
Mr. William R. Pratt	Padula Brothers, Inc.	2024
Mr. Arjen P. Vriend	Owner, Pioneer Gardens	2024
Mr. Kevin D. Parsons, Esq.	Attorney at Law	2025
Mr. Douglas P. Clarke	Retired	2026
Mr. John W. Kuhn	Kuhn Riddle Architects, Inc.	2026
Mr. Peter W. MacConnell, Esq.	Bacon Wilson, P.C.	2026
Mr. Robb D. Morton, CPA	Boisselle, Morton & Associates, LLP	2026
Mr. Edward D. Etheredge, Esq.	Etheredge & Steuer, P.C.	2027
Ms. JoAnne J. Finck	Vice President, Finck & Perras	2027
Ms. Lora M. Hodges	Exec. Director- Center for Responsive Classrooms	2027
Ms. Susan M. Renfrew	Renfrew Real Estate	2027
Mr. William T. Stapleton	Retired	2027
Mr. Peter J. Whalen	President, Whalen Insurance	2027
Ms. Martha S. Borawski	President, Pioneer Valley Travel	2028
Ms. Deborah J. Falcon	Retired	2028
Ms. Jenny R. Papageorge	Community Foundation of Western Mass	2029
Ms. Ann C. Dillon	CFO, Stevens & Associates	2029
Mr. Jeffrey I. Fialky, Esq.	Bacon Wilson, P.C.	2029
Dr. Yves P. Salomon-Fernandez	SVP, Southern New Hampshire University	2029
Mr. William A. Dufraine	Retired	2029
Mr. Michael E. Tucker, Esq.	Retired	2029
Mr. Daniel F. Graves, Esq.	Law Offices of Daniel F. Graves	2030
Mr. Robert L. Underhill	Retired	2030
Mr. Anthony J. Worden	President & CEO, Greenfield Cooperative Bank	2030
Ms. Amanda L. Garcia	Dir. Center of Entrepreneurial Leadership, Elms College	2030
Ms. Molly Feinstein	Strategic Initiatives Director, Mass General Brigham Health Plan	2030
Mr. Nathanial A. Tripp	Law Office of Gruber & Tripp, LLC	2030
Mr. Dylan E. Korpita	AVP, Smith College	2030
Mr. Kevin O'Neil	Retired	2031
Mr. Eugene A. L'Etoile	President, Four Star Farms	2031
Ms. Colleen T. Bugbee	Retired	2031
Ms. Catherine G. Coleman	Retired Astronaut	2031
Mr. Timothy D. Grader	President, Cohn & Company	2031
Mr. Marc R. Murphy	Co-owner, Lock and Key Realty	2031
Mr. Adam G. Robinson	Financial Adviser, Ostberg & Associates	2031
Mr. Gregory M. Schmidt, Esq.	Doherty, Wallace, Pillsbury, & Murphy P.C.	2031
Mr. Andrew C. Chase	Head of School, Eaglebrook School	2032
Mr. Keith C. Finan	Retired	2032
Ms. Nancy A. Fournier, CPA	CPA / Director, Marcum, LLP	2032
Mis. Namey A. Fourther, CFA	City Director, Marcall, LLI	2032



# Congratulations on your retirement!

We would like to extend our gratitude and congratulations to three of our long-time serving directors of Greenfield Cooperative Bank. **Gene L'Etoile** has served 18 years, **Josh Simpson** 12 years, and **Susan Fentin** 9 years.

They have been valuable board members and we credit them with the continued success of the Bank.

Best of luck in your retirement from the board!

# Greenfield Cooperative Bank Branch Locations

#### 277 Federal Street Branch

277 Federal Street Greenfield MA 01301

### **College Street Branch**

390 College Street Amherst MA 01002

#### **Florence Branch**

6 Main Street Florence MA 01062

#### **Main Office Branch**

63 Federal Street Greenfield MA 01301

#### **Northfield Branch**

144 Main Street Northfield MA 01360

### **Northampton Branch**

67 King Street Northampton MA 01060

#### **Shelburne Falls Branch**

33 Bridge Street Shelburne Falls MA 01370

#### **South Hadley Branch**

487 Newton Street South Hadley MA 01075

#### **Sunderland Branch**

18 Amherst Road Sunderland MA 01375

#### **Turners Falls Branch**

176 Avenue A Turners Falls MA 01376

### **Commercial & Residential Lending & Operations Department**

62 Federal Street Greenfield MA 01301





Main Office: 63 Federal Street, Greenfield, MA 01302-1345 10 locations throughout Franklin & Hampshire Counties Tel (413) 772-0293 Fax (413) 773-3808

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