

Annual Report 2023 Working Together Towards Success



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A Message of Thanks from the President

Partners Bank is honored to stand side-by-side with our customers, community, and partners near and far, as we embark on another year of working together toward success.

In 2023, the collective efforts of our dedicated Partners Bank team members and the involvement of the communities we serve were the driving force behind our achievements. Together, we engaged in sponsorships, activities, and events designed to uplift one another and create the symbiotic relationship where individual success promotes success for all. Our Partners Bank staff actively participated in numerous donations and sponsorship opportunities, organized employee and customer appreciation events, advanced economic development projects, and furthered specialty banking initiatives tailored to the needs of both our customers and our team members.

With togetherness at the forefront, we are elated to be among the Best Places to Work in Maine for the second consecutive year. This recognition furthers Partners Bank's commitment to understanding the aspirations of our staff, facilitating their professional growth, and giving back to the causes that resonate with them, all while working together to reach their goals and give back to the community. We take great pride in being *The Bank That Listens* to both our community and our staff. We are truly humbled by the ongoing participation of our team and these great organizations.

As we reflect on the accomplishments of 2023, I express my deep pride in the commitment our Partners Bank team has demonstrated. Together, we have forged a path toward success. As we look forward to 2024, we remain dedicated to collaboration, service, and prosperity for all. Thank you for being an integral part of the Partners Bank journey.

My sincerest regards,

Blaine

Blaine A. Boudreau President & CEO



"Standing side-by-side with our customers, community, and partners near and far, as we embark on another year of working together toward success."



2023 Highlights

For Partners Bank, 2023 was another year of remarkable growth. The loan portfolio increased from \$66 million to \$890 million. Over the past three years, the bank's loan portfolio has increased by over \$313 million. Most importantly, the credit quality of our loan portfolio remains pristine.

After a few years of record-setting deposit growth, in 2023 deposits decreased by \$85 million largely due to the rising rate environment, COVID relief funds being spent, and inflation. However, it is important to note that over the previous two years, deposits increased by a total of \$185 million. It takes a high-performing team to achieve the level of growth we've had during those years. Our dedicated and loyal staff have worked diligently to ensure we are providing our customers with the financial products and customer service they need to continue their growth and success. Partners Bank continues to be a safe and trustworthy community bank. Capital increased by \$9 million in 2023 to \$87 million. Partners Bank is considered "well-capitalized", which is the highest category of definition by FDIC standards.

Owned by our customers and dedicated to the local communities we serve, Partners Bank truly believes that by working together we will ALL succeed. We look forward to the year ahead and continue to be *your community bank*.





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2023 Annual Statement (Unaudited)

Balance Sheet

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	2023	2022
Cash & Cash Items	\$3,679,228	\$3,131,265
Short Term Investments	\$11,353,444	\$8,456,244
Investments	\$138,881,995	\$127,760,246
Loans (Net)	\$890,400,185	\$824,440,306
Building Premises & Fixed Assets	\$18,815,914	\$12,893,684
Other Assets	\$28,157,479	\$26,755,717
Total Assets	\$1,091,288,245	\$1,003,437,462
Liabilities & Capital	2023	2022
Tatal Danasita	\$771,960,556	\$856,845,623
Total Deposits	\$224,935,047	\$62,662,478
Borrowings Other Liabilities	\$6,984,651	\$5,297,934
Capital	\$87,407,991	\$78,631,427
Total Liabilities & Capital	\$1,091,288,245	\$1,003,437,462

Statement of Earnings

Loan Interest \$41,988,682 \$31,162,48 Investment Interest & Dividends \$3,991,370 \$2,869,73 Interest Income \$45,980,052 \$34,032,21 Interest Expense \$17,791,722 \$3,973,36 Net Interest Income \$28,188,330 \$30,058,84 Loan Reserve Provision \$47,082 \$125,90 Non-Interest Income \$3,698,391 \$3,954,64 Operating Expenses \$25,129,937 \$24,208,95
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Non-Interest Income \$3,698,391 \$3,954,64
Operating Expenses \$25,129,937 \$24,208,95
Net Operating Income \$6,709,702 \$9,678,63
Security Gains (Losses) \$587,628 \$562,77
Mark-to-Market Adjustment on Equities \$1,739,594 (\$2,835,103
Net Income Before Taxes \$9,036,924 \$7,406,30
Income Taxes \$1,979,823 \$1,517,58
Net Income \$7,057,101 \$5,888,71

Donations and Sponsorships

In 2023, Partners Bank furthered commitment towards community growth and prosperity, supporting local organizations, schools, and individuals. Embracing collaboration, Partners Bank expanded on giving back through donations, events, and sponsorships, addressing diverse needs and nurturing economic development. Together, we build a stronger, more prosperous community for all, working together towards success.

Partners Bank Ranked Amongst The Best Places To Work In Maine For The Second Consecutive Year

Partners Bank has stood out as a beacon in the Maine and New Hampshire communities it serves, notably known as *The Bank That Listens*. It is with this dedication to the community and our Partners Bank team members that we proudly share the news that Partners Bank has ranked among "The Best Places to Work in Maine" for a second year in a row!

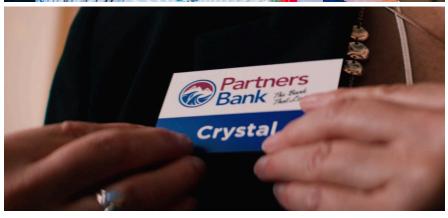
The Best Places to Work in Maine program is a prestigious, annual initiative designed to recognize and celebrate Maine's top employers who consistently prioritize the happiness and job satisfaction of their staff and a commitment to the community. This recognition serves as a testament to Partners Bank's unwavering dedication to creating a positive workplace culture that values collaboration, innovation, and the professional growth of its employees and community members. At Partners Bank, employees are at the core of its success story. The organization goes above and beyond to provide a supportive environment where each team member is empowered to reach their full potential. This steadfast commitment to employee development, engagement, and satisfaction has not only secured a place for Partners Bank among the Best Places to Work in Maine, it has also significantly contributed to the bank's growth and success in the highly competitive financial services industry.















Connecting With The Community

Partners Bank Employee Donation Program Celebrates It's 8th year!

Furthering our mission of giving back to the community and our team members, Partners Bank continues to draw a monthly winner for our Employee Donation Program, raising over \$84,000 and giving back to over 80 organizations since its inception in 2016.

A Donation For The Dogs At Grammy Rose With Stacie Parker

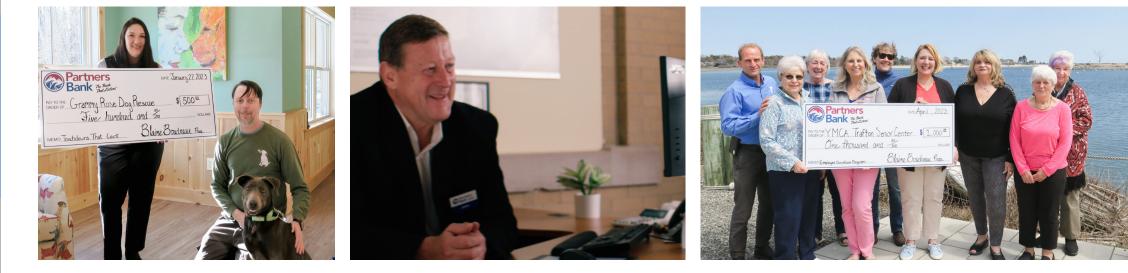
Our own Market Manager, Stacie Parker, selected Grammy Rose Dog Rescue as the recipient of the December Employee Donation Program. Grammy Rose specializes in rescuing dogs from kill shelters around the country, providing them with quality care in a unique homelike setting. Stacie serves as a frequent volunteer to the organization, and we give this group four paws way up for all that they do!

The Sisters Wish With John Tanguay

John Tanguay chose to support The Sisters Wish who was selected for the second year in a row for the Employee Donation Program funds. "This group has worked so hard over the years to raise money to provide 'wishes' to terminally ill people in our local area and I'm thrilled to be able to continue to support their mission," said Tanguay. The Sisters Wish organization serves New England communities fulfilling the wishes of terminally and chronically ill adults aged 18 - 30.

It's Fun To Give To The Y.M.C.A With Kim Stewart

In April, Kim Stewart, Partners Bank AVP Mortgage Consultant, selected YMCA's Trafton Center, an organization near and dear to her heart, to receive \$1,000 as part of the Partners Bank Employee Donation Program. The Trafton Center is dedicated to providing individuals 50 and older with a place to socialize and participate in learning and wellness opportunities.





Ice Cold Lemonade Here!

Partners Bank & Aroma Joe's Support Food Pantry

Partners Bank knows a thing or two about small businesses, so when our team was tasked to create a business venture to raise money for a local nonprofit, they couldn't resist choosing a beloved and timeless option that resonates with entrepreneurs of all ages - a lemonade stand! Together with Aroma Joe's, their tasty cool summer beverage was a hit at South Berwick's Strawberry Festival in June, helping to raise over \$1,000 for the South Berwick Community Food Pantry.

Play Ball With Our Friends The Sanford Mainers Sanford Mainers Presenting Sponsor

Partners Bank is proud to be the Presenting Sponsor of the Sanford Mainers baseball team with a \$10,000 donation to this incredible organization. Established in 2001, the Sanford Mainers are a staple of our Southern Maine community providing entertainment for all ages and bringing the joy of the game to all in attendance at Goodall Park. They work with local host families who feed and house the players during the season and the players and coaches also run summer camps and clinics.

They are one of the country's premier wooden-bat, collegiate summer leagues and they aspire to be Southern Maine's Premier Baseball Experience. The Sanford Mainers help players build their skills in hopes of making it to the big leagues. Partners Bank also participates in an employee night every summer giving our team and their families a fun night out.



2023 was another year of community support and partnership for Partners Bank. We can't wait to see what the future holds for our community members and customers.



Forbes Ranked Partners Bank Amongst The Best In Maine

In a year marked by financial challenges, Partners Bank emerged as a communityfocused institution that earned recognition among the best, as highlighted by Forbes in their June listing of America's Best Banks in Each State. Forbes conducted a comprehensive survey, polling around 31,000 U.S. residents on various aspects, including the quality of financial advice provided, transparency regarding fees, ease of navigating the company website, branch services, and the overall level of trust in the company. This designation serves as a huge recognition of Partners Bank on a national level, and we are thrilled to be featured among so many great organizations.

Cheers To 70 Years Of The Ogunquit Museum Of Art

Our Partners Bank team jumped at the opportunity to get involved with the Ogunquit Museum of Art's charity auction event, Art by the Sea. Partners Bank team members Chantal Upton, Amanda Fitzgerald, Rachel Perez, and Karyn Morin all were in attendance and helped kick off the show by checking people in, managing some of the event tasks, and more. The team was looking sharp as they helped to raise over \$300,000 setting a historic event record for the museum! In 2023, Partners Bank donated \$5,000 and fulfilled a pledge for an additional \$7,500 to this local organization.





Customer Appreciation Week

Our Partners Bank branches really went the extra mile for another great Customer Appreciation Week in 2023. Each branch featured daily activities and promotions, along with our Partners Bank Pick Your Passion Giveaway in which entrants could choose between seeing a Boston-based baseball or football game, or see Aerosmith live at TD Garden. These events encouraged customers to stop into any of our branches and brought our community together. In addition to some neighborhood fun (including mini ponies lining the parking lot of our Portsmouth branch), we also implemented a donation portion of the week's festivities, generating over \$3,000 to local organizations across Maine and New Hampshire.

Heat Week Returns For Another Year Of Providing Heat For Families In Need

With a successful event in 2022, and the continued rise in the cost of living, the team behind the Heat Week Telethon and the Partners Bank Heating Assistance Program answered the call of our community members with a return of this fundraising telethon and community initiative. Not only did we further this initiative by extending awareness across Maine and New Hampshire leading up to the event, but we listened to our communities' feedback, eliminating any barriers to qualify and providing 100-gallons of heating fuel to whoever made the call. The Bank continued to collect donations throughout the entire month of December. The end result was Partners Bank was able to donate \$200,000, help to raise an additional \$27,105, and heat over 500 homes for families in need in our community.







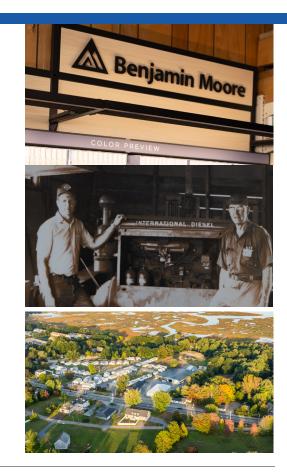
BUSINESS PROFILE



Morse Hardware & Lumber

Morse Hardware & Lumber is a full-service, family-owned and operated hardware store and lumber yard. The business was started in the 1930's as a sawmill. Now, as a fifthgeneration business, they still operate out of their original location on Route One in Wells, Maine. They do business throughout most of Southern York County with both contractors and homeowners.

All of Morse Hardware & Lumber's materials are of the most superb quality and stored correctly to ensure the best quality products for their customers. Being a small, family-run business, they can offer high-quality input and advice to their customers.



Seth Morse Owner, Morse Hardware & Lumber

They still have the appeal of being directly connected to their customers and community because each employee is fully equipped with the tools and knowledge to offer unique and valuable insight. Every employee has one goal: to ensure that the customer receives the highest-quality service.

If you have a project or need some materials or assistance, visit Morse Hardware & Lumber. They have a small showroom with various products, Benjamin Moore Paint, and a full lumber yard. Someone from their five-person staff will be happy and ready to assist you.





Waltz & Sons Propane

Waltz & Sons Propane is a residential-only propane supply company founded in 1996 by Sue Waltz and her husband, Skip, out of their home in Buxton, Maine. The need for a residentialonly propane supplier came about when Sue and Skip realized that many of the local companies who did both oil and propane weren't as in-depth with their services and knowledge and didn't offer a high level of service to residential propane customers. Since 1996, Waltz & Sons Propane has grown more extensive, providing Southern Maine homeowners with all the benefits of clean and cost-efficient propane. They provide affordable propane delivery, installation, propane service, and indoor and outdoor propane appliances for families and residents. As Waltz & Sons Propane grew, they knew they needed to find a new location to operate the business. Being a community-based business, it was vital for them to be located in the heart of Buxton. That was when they officially moved to 29 Parks Place in Buxton, Maine. Due to the increase in demand for propane and the dire need for heat in the cold months in Maine, Waltz and Sons Propane opened an additional 90,000-gallon storage facility in Gorham, Maine, to help ensure that the residents of Southern Maine have access to propane whenever it is needed.





Sue Waltz Co-Owner Waltz & Sons Propane

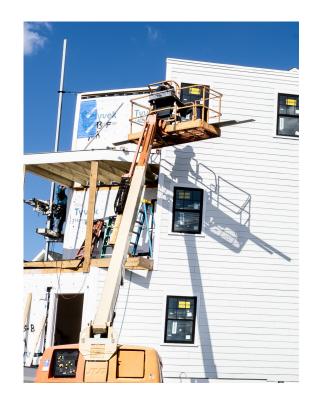




Seacoast Modular Homes

Seacoast Modular Homes is a custom, modular home builder in Greenland, New Hampshire. They have a showroom where people can come in and view homes, design their own homes, and learn more about the home-building process. They service most of coastal Maine, New Hampshire, and the North Shore of Massachusetts.

Their modular homes are built in a climate-controlled environment by true craftsmen. From design through construction, Seacoast Modular Homes helps their customers reach their building and housing goals with a one-stop-shop approach. From ideation through the final construction and closing process, Seacoast Modular Homes puts the customer's needs at the forefront of their service.



Drew Pierce

Owner Seacoast Modular Homes

With a primary goal of helping people understand the intricacies of building and designing a house, Seacoast Modular Homes is unique from a traditional building company because they equip the customer with the knowledge they need to make informed decisions. Seacoast Modular Homes are customizable and truly built with each customer's unique desires in mind.

Whether the idea is from a magazine, completely original, or designed by an architect, Seacoast Modular Homes are completely customizable and truly built to bring the customer's vision to life. They also have an in-house design team for customers needing help planning and mapping their dream home. Seacoast Modular Homes wants to make sure the customer leaves with a better understanding of what a modular home actually is and how they can help create a house that can be passed down for generations.





Grammy Rose Dog Rescue

Grammy Rose Dog Rescue saves dogs from euthanasia and provides them with quality care in a unique, homelike setting to get them prepared for their forever home. Founded by the granddaughter of the Remick and Wentworth family, the Rescue is named after "Grammy" Rose Kessler Wentworth. She was a dog lover known for making her dogs scrambled eggs every Sunday. Grammy Rose and her husband "Wicky" Ralph Wentworth lived in the 1800s farmhouse just a short walk through the woods from the rescue. The farmhouse sits on land in Acton, Maine, which has been owned by the same family since the Revolutionary War. They are 100% donor funded. The six-acre campus features six residential-style dog cabins inspired by local architecture, a welcome center with offices, a conference center, and a small retail gift shop. The campus also includes acres of wooded hiking trails, a seasonal ice cream shop, and an 18-hole dog-themed mini-golf course whose proceeds support the rescue's daily operations.



Glen Co-Owner Grammy Rose Dog Rescue





Since their opening in 2022, Grammy Rose Dog Rescue has saved over 375 dogs from euthanasia and has acclimated them to everyday household life. There are six residential dog cabins in which every dog has a room, and every cabin has a kitchenette and a living room to simulate home life. They have volunteers who sit with the dogs, watch TV, and help them develop a routine.

In addition to the fenced-in play areas behind each cabin, a larger fenced-in, hilltop play area overlooks the campus where dogs can interact, run, and play with staff and volunteers. Their goal is to help the dogs become as familyready as possible, which in turn helps the people who are adopting them.



Board of Directors

D. Bruce McNamee Chairman of the Board

Todd C. Baker Vice Chairman of the Board Patricia Aprile Blaine A. Boudreau Robert W. Dubois Barbara Low

Mark T. Mickeriz

David C. Nickerson James J. Shirley



Senior Management

Blaine A. Boudreau President - Chief Executive Officer

Anthony J. Cataldi EVP - Chief Operating Officer **Christopher Allen** SVP - Chief Risk Officer

Sean O'Connell SVP - Chief Information Officer **Karyn Scharf Morin** SVP - Chief Deposit Officer

Jennifer A. Stauffis SVP - Chief Financial Officer

Corporators

Constance Abell Todd Adelman Patricia Aprile Todd Baker Roger Berube Blaine Boudreau Steven Brunette Jerome Bshara David Cabana Stephen Cabana Paul Careno James Carroll Anthony Cataldi Andre Chabot Kyle Chandler Linwood Chase Robert Clark Roxane Cole Steven Cook Joseph Disanza Michele Dubois Robert Dubois Clifford Emery

Brian Ferguson Jim Foy David Frye John Garnsey Peter Garthwaite Eugene Gaudette Diane Gray Robert Gray Roger Guerin Dana Hall Robert Hardison Ann Harris David Hicks William Hobbs Chad Humphrey David Jagger Bruce Lamb Kevin Langlais Ann Lapierre Gary Leech Barbara I ow Jonathan Mapes Colin McGuire

D Bruce McNamee Lynne Merril Mark Mickeriz Leslie Morissette Seth Morse David Nickerson Rodney Normand Andrew Orazio David Quellette Keith Patterson Mark Patterson Joanne Payeur Marcel Payeur Ryan Payeur William Plante Joan Plummer David Porter Steven Poulin Solveiga Purens Jennifer Putnam Michael Ralston Robert Reinken Jeremy Reynolds

John Rivard Jackie Roberts Warren Roberts Raphael Roman John Roux Terry Kenyon Rowden Daniel Roy Kevin Sevigny Monique Shevlin James Shirley Shawn Shoemaker Michael Sillon Kevin St. James Jason St. Jean Marguerite Stanley Richard Stanley Alden Thayer Andrew Thayer Gregory Thayer Edward Titcomb **Rachel Titherington** Tracy Troiano Joseph Tucker

Thomas Ursia II James Van Tassell King Weinstein Walter Woods

Office Locations

Main Office

900 Main Street Sanford, ME 04073-0472 207.324.2285 or 1.888.226.5747 Fax 207.324.1928

Branches

Commercial Office

902 Main Street, Sanford, ME 04073-04072 207.324.2285 or 1.888.226.5747 Fax 207.324.1928

Buxton

254 Long Plains Road, Route 112 & 22, Buxton, ME 04093 207.727.3121 • Fax 207.727.3123

Kingston

53 Church Street PO Box 860 Kingston NH 03848 603.642.6831 • Fax: 603.642.6832

Limerick

32 Central Avenue Limerick, ME 04048 207.793.2242 • Fax 207.793.4224

Portsmouth

501 Islington Street Portsmouth, NH 03801 603.430.0042 • Fax 603.430.0044

Rye

243 Central Road Rye, NH 03870 603.964.9855 • Fax 603.964.9030

South Sanford

1459 Main Street So. Sanford, ME 04073 207.324.8047 • Fax 207.490.5195

Springvale

484 Main Street Springvale, ME 04083 207.324.1672 • Fax 207.490.5179

Waterboro

Waterboro Crossing Shopping Center 40 Sokokis Trail, East Waterboro, ME 04030 207.247.8777 • Fax 207.247.8009

Wells

1149 Post Road (Rt. 1) Wells, ME 04090 207.646.2256 • Fax 207.646.5370

York

408 U.S. Rt. 1 York, ME 03909 207.363.1627 • Fax 207.363.1698

Who is Partners Bank?

Allow us to introduce ourselves - We are *The Bank that Listens*. By listening to our customers, we are better aligned to provide more of the types of financial services our customers want. We've heard our customers' comments and responded with enhanced products and services that will help them achieve their financial goals as well as the 24/7 bank access they need. With 11 convenient branch locations from Southern Maine to Seacoast New Hampshire, there is always a Partners Bank branch ready to serve you. Additionally, our online and mobile banking options give you access to your accounts remotely at www.partners.bank.



207.324.2285 • 1.888.226.5747 • partners.bank

