



**Franklin Savings Bank**



# Franklin Savings Bank

## A Message from President and CEO Tim Thompson

This past year an employee ended an email with the statement "Proud to be FSB!" This has become a mantra at Franklin Savings Bank since it perfectly captures the spirit that each employee embodies. It also reflects our customers' confidence in the strength and longevity of the Bank and their appreciation for Franklin Savings Bank's unrelenting community support. There are so many reasons we are Proud to be FSB.

We are Proud to be FSB because as employees we are dedicated to the Bank, our customers and to the communities we serve. We pride ourselves on volunteering our time and our passion to important local causes. This was most apparent in 2019 when, in the wake of local tragic event, our employees, the Bank and our communities united in support of those in need.

We are Proud to be FSB because we continue to grow customer relationships. We finished 2019 with record growth in deposits and consistent loan growth, buoyed by a determination to take customer service to the next level. Once again, Franklin Savings Bank is the leading combined residential and commercial mortgage lender in all of Franklin County.

We are Proud to be FSB because, in 2019, the Franklin Savings Bank Community Development Foundation provided \$36,000 in scholarships to graduating seniors in area high schools and financially supported more than 100 non-profit organizations and educational purposes.

Our financial results are the true measure of our success; driven by the enhancement of customer relationships, old and new.

Franklin Savings Bank ended 2019 with total assets of \$457.0 million and net income of \$3.9 million. We closed 443 consumer mortgages and home equity loans for a total of \$56.2 million. We also closed 557 commercial loans, totaling \$65.3 million and 879 non-mortgage consumer loans totaling \$9.1 million. Our lending efforts resulted in loan balances totaling \$407.8 million, representing a 7.0% increase above 2018 levels. Deposits totaled \$305.6 million at year end, a 16.1% increase for the year.

Western Mountain Financial Services also had a very productive year while serving the investment needs of their many clients, with assets under management increasing 17.6% over 2018 year-end numbers.

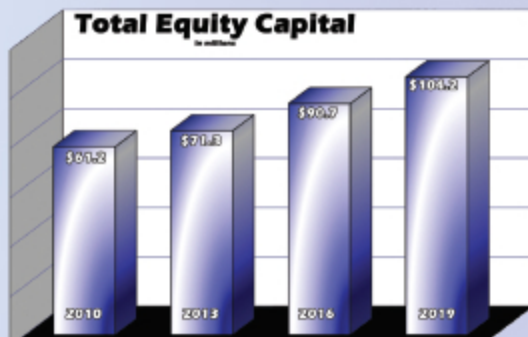
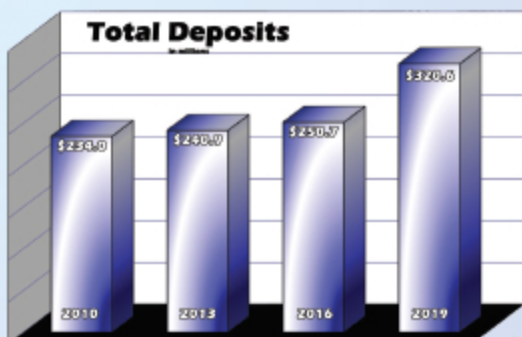
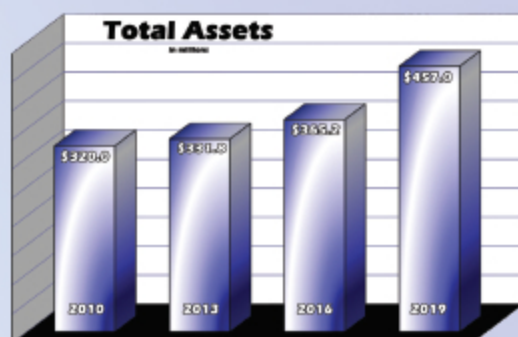
To our customers; thank you for choosing Franklin Savings Bank and Western Mountain Financial Services to be your financial partners and to our employees, Corporators and Directors; thank for your dedication to our customers and communities.

2020 is the beginning of a new decade and with that we renew our commitment to the Mission of Franklin Savings Bank - to remain a financially strong, independent community bank, dedicated to superior customer and community service.

*Proud to be FSB!*



## The decade at a glance



### Retirement Notes: Anna Lyon

Anna started at the Bank on April 28, 1997. Since that time she has produced the bank's advertising, marketing, public relations, social media and web page in-house. In addition, as a community banker,

Anna has immersed herself in various events, ranging from charitable fund-raisers to general community-building. She was a driving force in founding and carving out the bank's role in the Fire and Ice Festival and the Chester Greenwood Christmas Tree Lighting, as well as numerous other events. She was also instrumental in establishing the bank's tradition of creating Thanksgiving baskets for service families.



Anna with some of the local children who participated in her State Quarter design project, in which the students' submissions earned them an exhibit and tea at the Blaine House in 2002. At right, as Jacob Marley, she places the ribbon on the float from the bank's interpretation of A Christmas Carol, one of many such floats in the Chester Greenwood Parade.



"Anna has always strongly believed in Franklin Savings Bank and the positive impact the bank has on our communities. For her entire career here, she has taken great ownership in how we are presented in the eye of the public, well beyond our banking services, and has enjoyed telling our story," said Tim Thompson.

Anna looks forward to having time to spend on many creative projects, not to mention doting on her new grandchild.



# Success

## Western Mountain Financial Services

The team at Western Mountain Financial Services provide various financial planning and wealth management services to their clients and bank customers. From establishing individual retirement accounts to saving for college, their expertise and professionalism aid clients in becoming more financially prepared for life. WMFS serves individuals and businesses within our communities and across 28 states.



2019 represented another successful year for the staff at Western Mountain Financial Services. Assets under advisement grew 17 percent to more than \$315,000,000. This growth was supported by a 7 percent increase in new clients and 5 percent increase in new accounts.

The team at Western Mountain Financial Services celebrated two milestone anniversaries. Aaron Knapp, LPL Financial Advisor and program manager, celebrated 20 years with WMFS. Lisa Thompson, Financial Services Office Administrator, celebrated 30 years with Franklin Savings Bank, 15 of those years with WMFS.

Other staff members include Jared Ranger, LPL Financial Advisor and OSJ, Amy Bond, LPL Registered Sales Assistant, and Penny Meservier, Financial Services Assistant.



### Western Mountain Financial Services

198 Front Street, Farmington, ME 04938  
Telephone: 800-300-9779 - 207-778-9779

[www.WesternMountainFinancial.com](http://www.WesternMountainFinancial.com)

Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC).

Insurance products are offered through LPL or its licensed affiliates. Franklin Savings Bank and Western Mountain Financial Services are not registered as a broker-dealer or investment advisor. Registered representatives of LPL offer products and services using Western Mountain Financial Services, and may also be employees of Franklin Savings Bank. These products and services are being offered through LPL or its affiliates, which are separate entities from, and not affiliates of, Franklin Savings Bank or Western Mountain Financial Services.

Securities and insurance offered through LPL or its affiliates are:

Not Insured by FDIC or Any Other Government Agency	Not Bank Guaranteed
Not Bank Deposits or Obligations	May Lose Value



# Bank Financial Highlights

Highlights	2017	2018	2019
Assets	\$394 million	\$419 million	\$457 million
Loans	\$360 million	\$384 million	\$411 million

## Statement of Condition

### Assets

Cash and Due from Bank	\$8,660,341
Bonds	16,604,523
Stocks	2,165,950
Mortgage Loans	357,658,204
Other Loans	53,564,646
Allowance for Loan Losses	(3,400,000)
Bank Premises and Fixed Assets	5,127,128
Other Assets	16,619,667

### TOTAL ASSETS

**\$457,000,479**

### Liabilities

Deposits	320,630,314
Other Liabilities	32,162,794

### TOTAL LIABILITIES

**\$352,793,108**

### Equity Capital

Surplus and Reserves	104,207,371
----------------------	-------------

### TOTAL LIABILITIES AND EQUITY CAPITAL

**\$457,000,479**

Please Note: Letters of Credit outstanding not included in above figures, \$425,000

## Statement of Earnings Twelve Months: ended December 31

Interest and fee income on loans	\$20,609,411
Interest and dividend income on investments	332,877
Non-interest income	3,363,691
Total interest and other income	<b>\$24,305,979</b>
Interest paid on deposits	1,750,013
Other non-interest expense	17,452,132
Earnings after interest and other expenses	<b>\$5,103,834</b>
Net gains (losses) on securities	0
Earnings before taxes	<b>\$5,103,834</b>
Income taxes	1,127,200
<b>NET INCOME FOR THE PERIOD</b>	<b>\$3,976,634</b>



# Proud to be FSB!

Community Strength Integrity Compassion Excellence

## FSB employees celebrate and reach for the Next Level

2019 was the first full year of Franklin Savings Bank's comprehensive employee training program, which seeks to fine-tune employee focus on customer needs and take the bank to the "Next Level" of customer service.

"Everything great about Franklin Savings Bank starts with our employees."

Tim Thompson





# Community

## Giving back

At Franklin Savings Bank, we value community. Each year our employees contribute more than 3,000 hours of their own time volunteering for local nonprofits and community events. They serve on various boards, participate in fundraising events, and offer their banking expertise to help however it is needed.

We are always very proud of their dedication to the community and this year, we are especially proud of Kelsea Pinkham and Angie Alexander. These two, both from our main office, jumped into action to help those in need after the September 16 propane explosion at LEAP. Kelsea and Angie, who are also married to Farmington firefighters, stepped up by committing themselves to coordinating meals, fielding phone calls and communicating with and finding resources for those who had lost their homes. They also realized that the Farmington Fair, which had just begun the day before the explosion, was the Fire Department's major annual fundraiser. They quickly called upon their co-workers who were anxious to hear of ways they could be of help. It was no surprise that Franklin Savings Bank employees eagerly jumped in to staff both department booths at the fair for the entire week. Kelsea said it best when she said, "we all felt it was the right thing to do." We quite agree!

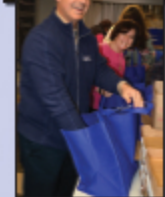


While all eyes were on the Farmington Fire Department following the tragedy this past fall, all FSB branches have been supportive of local police and fire departments. Pictured are staffers at the Farmington FD fair booth, the River Valley Branch wearing red in support, as well as presenting smoke detectors in Peru and cookies in Farmington for Firefighters Appreciation Day in May.

On facing page, employees dive deep to volunteer with community activities, ranging from fun local events to Franklin Savings Bank Community Development Foundation-sponsored projects, such as scholarships, backpacks for students and creating a bandstand garden at Veterans' Memorial Park in Rumford.









# Expertise

## Board of Directors

Richard M. Walker, *Chairman*  
Bradford S. Adley  
Robert L. Berry III  
Mary Ellen Carpenter  
Peter L. Judkins  
Richard H. Smith  
Timothy J. Thompson  
James M. Witt IV

William J. Bernard, *Director Emeritus*



## Board of Corporators

Bradford S. Adley  
Deborah Aseltine  
Noel E. Austin, DMD  
Robert L. Berry III  
Jennifer F. Bjorn  
Caitlin J. Bogar  
John D. Bogar  
Stephen S. Boivin  
Brenda L. Brochu  
Jon L. Bubier  
Mary Ellen Carpenter  
Linda S. Cipriano  
Mark J. Cote  
Laurie A. Danforth  
Shelley W. Deane  
Daniel S. DiPompo  
Gary M. Downs  
Caryn Dreyfuss  
Matthew P. Dubois  
John H. Duffy  
Sally A. Dwyer  
James L. Eastlack  
Patricia A. Ellis  
Ronald A. Gelinas  
Richard B. Gould Jr.

Marco A. Grimaldi  
Curtis C. Haley  
Duane A. Hardy  
Barbara B. Hitchcock  
Mary B. Howes  
Leroy Ireland  
Pamela James-Powers  
James A. Jannace  
Craig A. Jordan  
Peter L. Judkins  
Glenn P. Kapiloff  
Aaron C. Knapp  
Jennifer F. Kreckel  
Charles C. LaVerdiere  
Frederick H. Marshall III  
Justin L. Merrill  
Paul H. Mills  
Jessica L. Nichols  
James A. Nicols Jr.  
Troy A. Norton  
Virginia G. Nuttall  
Gary F. Paling  
Meredith J. Pike  
Thomas N. Puia  
Mark S. Remick

Jan Roberts, MD  
Bruce A. Ross, DMD  
Ronald W. Savage  
Thomas L. Sawyer  
Gary J. Shaffer  
Juanita Bean Smith  
Richard H. Smith  
Lynn M. Soriano-Noyes  
Roger J. Soucy Jr.  
Brian St. Louis  
Douglas F. Spencer  
Robert H. Susbury Jr.  
Steven J. Swasey  
Timothy J. Thompson  
Robert A. Thorndike  
James D. Timberlake  
Peter F. Tracy  
Richard M. Walker  
Bruce D. Waugh  
Robert C. Welch  
James M. Witt IV  
Katherine W. Yardley  
Ann B. Yorks



The FSB Board of Directors: Patrick Dore with Kristina Cannon of Main Street Skowhegan, Mike and Corporator Matt Dubois; Tim Thompson; Corporator Deb Aseltine and Shelley Deane; and Thompson with an encouraging chart.

## FSB Bancorp MHC Board of Directors

*Franklin Savings Bank is a wholly-owned subsidiary of FSB Bancorp MHC*

Gary M. Downs, *Chairman*  
Richard M. Walker, *Vice Chairman*  
Bradford S. Adley

Robert L. Berry III  
Mary Ellen Carpenter  
Peter L. Judkins

Richard H. Smith  
Timothy J. Thompson  
James M. Witt IV

## Officers

### Main Office - Farmington

Timothy J. Thompson, President, Chief Executive Officer  
Shelley W. Deane, Executive Vice President,  
Administration and Human Resources  
Pamala J. Dixon, Senior Vice President, Chief Financial Officer  
Derek W. Hayes, Senior Vice President, Director of  
Commercial Lending  
Lorna D. Niedner, Senior Vice President, Director of  
Residential and Consumer Lending  
Morgan A. Allarie, Vice President, Director of Branch  
Administration and Deposit Services  
Brad A. Martin, Vice President, Director of Information  
Technology  
Deidre C. LaPlant, Vice President, Operations & Compliance  
Nancy W. Jones, Vice President, Underwriter Loan Service  
Cindy A. Spencer, Vice President, Credit Risk Management  
RaeAnn A. Pike, Vice President, Commercial Loan Officer  
Anna C. H. Lyon, Assistant Vice President, Marketing Director  
Bernice P. Cote, Assistant Vice President, Customer  
Service and Farmington Branch Manager  
Christine A. St. Laurent, Assistant Vice President, Loan Officer  
Bett E. Hardy, Assistant Vice President, Loan Processing  
Manager and Underwriter  
Lindsay E. Coolidge, Loan Officer  
Elizabeth K. Beaudoin, Loan Officer  
Heather L. Erskine, Loan Compliance Officer & Internal  
Audit Coordinator  
Sarah J. Baker, Collections Officer  
Beckie L. Bowering, Business Solutions Officer  
Melissa A. Spencer, Human Resources & Benefits Officer

### Branch Locations

Diane M. Perry, Vice President, Manager, River Valley Branch  
Richard E. Allen, Vice President, Commercial Loan Officer,  
River Valley Branch  
Leanne Gagne, Loan Officer, River Valley Branch  
Stacy L. Fortin, Loan Officer, River Valley Branch  
Diane L. Jackson, Vice President, Manager, Jay Branch  
Leeanna J. Wilbur, Vice President, Manager, Rangeley Branch  
Crystal W. Haley, Assistant Manager, Rangeley Branch  
Patrick A. Dore, Vice President, Manager, Skowhegan Branch  
Sherri A. Lewis, Assistant Manager, Skowhegan Branch  
Amanda A. Look, Vice President, Commercial Banking  
Officer, Ellsworth Business Center

### Western Mountain Financial Services

Aaron C. Knapp, LPL Financial Advisor  
Jared P. Ranger, LPL Financial Advisor



Beckie Bowering speaks at a FSB-hosted business fraud seminar.



Aaron Knapp and RaeAnn Pike at the 2019 Annual Meeting.



Rich Smith and Sherri Lewis at the 2019 Annual Meeting.



Amanda Look and Cindy Spencer at the 2019 Annual Meeting.



Dee LaPlant welcomes guests to the FSB Business Fraud Seminar.



Leeanna Wilbur at the Rangeley Branch.





River Valley



Ellsworth



Wilton



Rangeley



Jay

## Locations

### Farmington

ATM & Drive Up

197-209 Main Street and 198 Front Street,  
PO Box 825

Farmington ME 04938

800-287-0752 - 207-778-3339

Loan Center: 207-778-2900

### River Valley

ATM & Drive Up

155 Congress Street, PO Box 579

Rumford ME 04276-0579

Telephone: 207-364-7866

### Wilton

ATM & Drive Up

603 Main Street, PO Box 520

Wilton ME 04294-0520

Telephone: 207-645-2583

### Jay

ATM & Drive Up

9 Main Street, PO Box 30

Jay ME 04239-0030

Telephone: 207-897-3982

### Rangeley

ATM & Drive Up

2573 Main Street, PO Box 650

Rangeley ME 04970-0650

Telephone: 207-864-3386

### Skowhegan

ATM & Drive Up

194 Madison Avenue, PO Box 368

Skowhegan ME 04976-0368

Telephone: 207-474-5574

### Ellsworth Business Center

130 Oak Street, Suite 9

Ellsworth ME 04605-1668

Telephone: 207-610-5068

### Mt. Blue High School

Seasonal

Mt. Blue Campus, 129 Seamon Road

Farmington ME 04938

Telephone: 207-778-5268



**Franklin  
Savings Bank**

Western Mountain  
FINANCIAL SERVICES

