



# CELEBRATING 150 YEARS





*Dedicated to Mark C. Yanarella whose fifty-year career at Naugatuck Savings Bank/Ion Bank culminated in holding the titles of President, Chief Executive Officer, and Chairman of the Board of Directors. Today, Mark serves as an Ion Bank Corporator providing guidance and leadership to those of us who continue to follow his example of caring for our customers, employees, and the communities we proudly serve.*



## Dear Friends,

It is with much gratitude that I have the honor and privilege to serve among the ranks of the Bank's past leaders, who helped shape this innovative and progressive community bank. I am excited to continue to set the pathway for our bright and promising future of growth and stability for our Bank, our communities, and for you, our customers.

Since 1870, our mission remains the same. We build lifetime relationships by partnering with our customers to help them identify and achieve their financial goals. At Ion Bank, we live our service standards every day – **Safety & Security, Accuracy, Responsiveness, and Friendly Personalized Service.**

As a Connecticut based, independent, mutual community bank not owned by shareholders, we are very proud to continue to serve our communities as an exemplary corporate citizen through volunteerism and financial support.

From our humble beginnings of recording cash deposits and mortgage loans in a handwritten ledger, we have adapted our processes through the years. Ion provides customers the ability to perform a multitude of services through various delivery channels. Since our 125<sup>th</sup> anniversary celebration in 1995, the world has shifted to online and electronic services and we remain committed to growing and embracing the technological advancements of tomorrow.

We are fortunate to expand our branch network into a wider footprint in the state. Ion Bank currently has 19 branches with additional branch openings in new towns on the horizon. When local businesses and consumers look to bank with a true community bank, we aim to fulfill their needs by being in their neighborhood and being connected.

As we celebrate our 150<sup>th</sup> Anniversary, Ion Bank has been through many recessions, the Great Depression and way too many times of war. Unfortunately, the worldwide COVID-19 Coronavirus pandemic has the potential to have a greater impact on our economy than all those combined. However, the entire Ion team has never been more determined and focused to do everything we can to help our customers and the communities we serve get through this crisis and throughout the process of rebuilding the economy.

Ion Bank is proud to offer insurance and wealth management services through our family partners, Ion Insurance and Ion Investments to help further protect you and your financial future.

We look forward to partnering with you to meet your financial needs and exceeding your expectations for personal attention and service for another 150 years and beyond.

Sincerely,

David J. Rotatori  
President & CEO







Founding Fathers

## WHEN HISTORY CREATES THE FUTURE

Step back with us to 1870 in Naugatuck, Connecticut, with a population of 2,832.

People were doing their best to reestablish their lives with only five years between them and the end of the Civil War. Two hundred and thirty-six men from Naugatuck served in that war. Armies and regiments had since been disbanded while soldiers returned to their families, farms and mills as the Industrial Revolution made way for the future with new ideas and changing times. The telephone, typewriter, phonograph, railroad, and the light bulb were changing the way people lived. Each day more and more industrial sounds were emerging as with the new technology of the miracle of steam power.

People held hopes and dreams for their future but required a way to obtain funds to achieve them. Most often, well-to-do families lent money to people with little or no means. The borrowers were required to pay back the debt by working on the lender's estate or other properties. Whatever hard-earned wages people garnered, they had no safe place to keep it other than with one's employer or clergyman.

## A STEP TOWARDS CHANGE

Those conditions being as they were would soon change for the better. Evening had set in on **Monday, July 15, 1870** as a group of men met at the Naugatuck Hotel, with their minds set on organizing a savings bank. Mr. John Peck, a dealer in general merchandise and manufacturer of cutlery, was chosen to preside and Mr. L.D. Warner, who was associated with the Tuttle & Whittemore Company, served as secretary of the meeting.

Prior to this meeting, a charter was granted at the May Legislative session allowing for the organization of such an institution.

## INCORPORATORS - JULY 15, 1870

A.J. Pickett	Homer Twitchell	Samuel Hopkins
Hiel S. Stevens	John L. Isbell	Bronson B. Tuttle
John A. Peck	B.M. Hotchkiss	Calvin A. Hotchkiss
John H. Whittemore	Francis Spencer	Lucian D. Warner
George A. Lewis	David Smith	Luther S. Platt

The charter was voted and accepted on July 18, 1870 and was followed by the task of organizing and adopting bylaws.

Those chosen to lead the new venture included:

- **President**, John L. Isbell
- **First Vice President**, Francis Spencer
- **Second Vice President**, Hiel S. Stevens
- **Secretary and Treasurer**, A.J. Pickett
- **Trustees**: John H. Whittemore, John A. Peck, A.J. Pickett, Luther S. Platt, David Smith
- **Auditors**: Lucian D. Warner, George A. Lewis

With this bold vision and foresight, **Naugatuck Savings Bank** came into existence, and played a significant role in the development of Naugatuck and surrounding communities. The Bank paved the way to a new era in lending, one clearly meant to be more equitable to people from all walks of life, providing a whole new range of opportunities and benefits to borrowers.

## NOT MERELY AN INSTITUTION

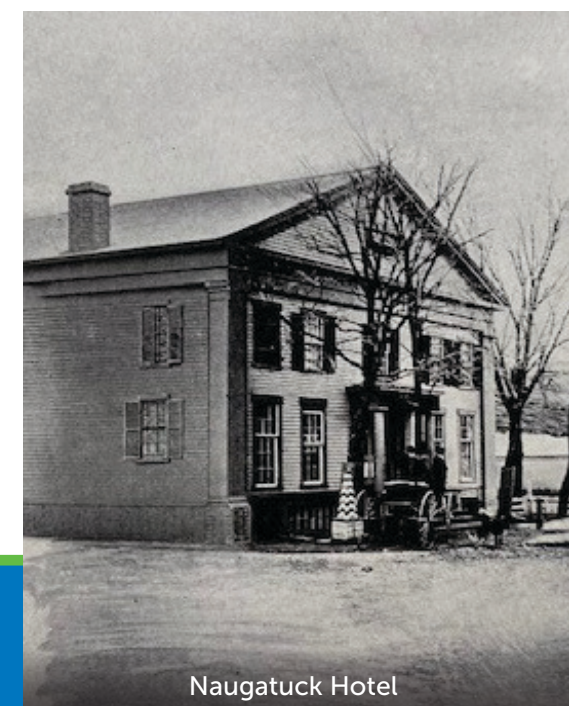
It was one thing to create a business entity and quite another to establish it with specific principles that would endure. By providing betterment for others, the Bank would itself benefit and grow. In order for such a long-term initiative to take hold, the originators had to be men of purpose and accomplishment to bring in proven principles and successes, especially with a fledgling organization. As time moved forward, they would need to bring in others that were like minded to strengthen the foundation of its purpose.



A.J. Pickett's desk

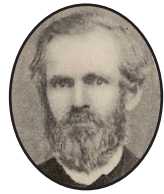
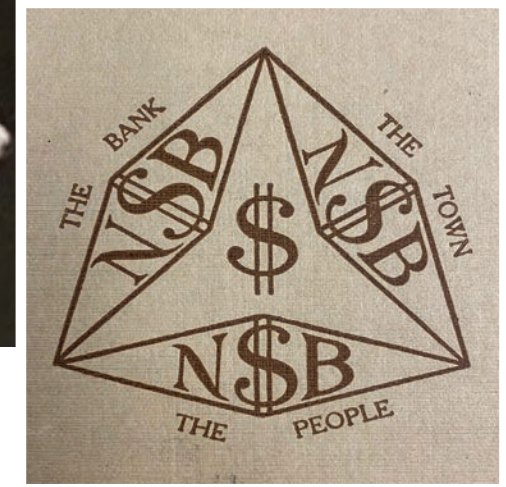


Teller line at 251 Church Street



Naugatuck Hotel





**Mr. John L. Isbell, President**

On Prospect Street, not far from Main, stood the Naugatuck Machine Company of which Mr. Isbell was the proprietor. As a solid and able citizen of Naugatuck, he focused on all things pertaining to the support and welfare of the town.

Photo unavailable

**Mr. Francis Spencer, First Vice President**

On south Church Street, he operated a store of general merchandise and was known to all by the familiar name, "Uncle Frank."



**Mr. Hiel Stevens, Second Vice President**

He was a prominent carpenter and builder.



**Mr. John Howard Whittemore, Office of Trustee**

A respected financier, Mr. Whittemore recognized the need to provide a place where savings could provide citizens a fair return on a safe investment, a means to borrow money to purchase homes, and serve the best interests of the community.

George A. Lewis, one of the original Board Incorporators, had been prominently involved in the rubber industry in Naugatuck.

The involvement of Naugatuck and the rubber industry ultimately changed the world, leaving an unsurpassed imprint on Naugatuck. As the area began to thrive, Naugatuck Savings Bank was in a position to support the financial needs of the entire area. It should be noted that significant credit is due to John Whittemore and John Isbell, for much of the preliminary work of organizing the Bank. Both remained active in the Bank's affairs throughout their lives.

The first savings banks were established to be philanthropic with the goal of uplifting the poor and working classes. Generally speaking, these banks were founded by philanthropists, who took on the managing positions of the savings bank intending to demonstrate to the working class the value of saving and self-reliance.

With the first United States incorporated mutual savings bank founded in 1816, the Incorporators of the Naugatuck Savings Bank stepped into a relatively new concept in the business of finance. They had to figure out what worked and what did not, what benefits they could offer to depositors, and had to build trust to draw people in to deposit their hard-earned money in an institution with very little history behind it.

## A BACKGROUND OF IMPORTANCE

The Bank's motives from the beginning have assured the weight of value that has been placed on the customer. A strong foundation allows building a legacy that remains consistent with the intentions of the founders. The men that founded the Bank and guided it were principled in the notion of "success", each exemplary in their own business or industry. Upon this legacy of high caliber, the Bank has not experienced failure, assuring a significant benefit to its customers.

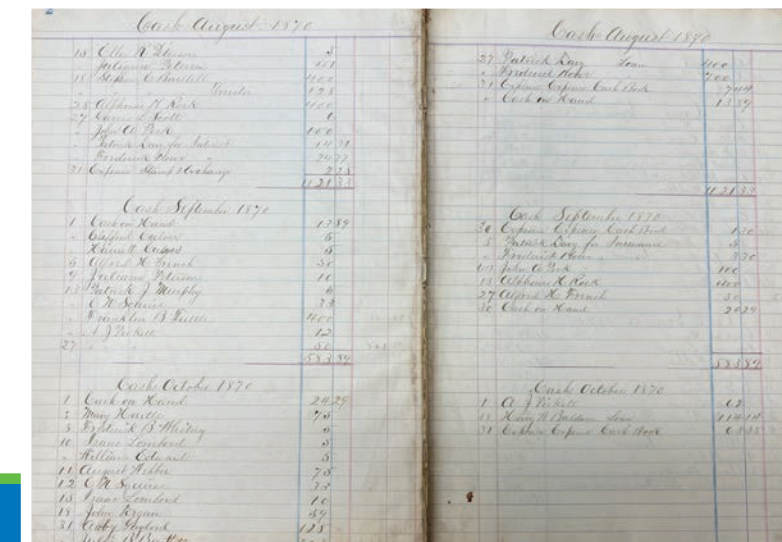
## IT ALL STARTED WITH FIVE DOLLARS

In this case, it sparked the growth of a new enterprise. On August 15, 1870, 15-year-old Miss Ella R. Peterson made the very first deposit in the Bank of five dollars, equivalent to \$98.40 in today's value. Those five dollars placed the Bank in motion. Interestingly Ella's father, 47 year old Julian Peterson, made the second deposit of fifteen dollars. Only twelve days following those deposits, two mortgage loans were approved:

- A \$700 mortgage was made to Frederick Howe
- A \$400 mortgage was made to Patrick Davy

On January 1, 1871, after four and a half months in operation, Bank deposits reached \$3,330.25 with \$31.48 paid in interest to depositors at the rate of six percent annually.

- At that time, mortgage loans totaled \$1,100
- Cost for expenses were \$138.42 with a surplus fund of \$33.43
- In January 1872, deposits reached \$9,113
- By January 1873, deposits increased to \$13,471
- In 1874, deposits totaled \$20,964
- The deposits grew larger in 1875 to \$23,375



First Bank ledger





Tuttle Manufacturing Company

## MIGRATING LOCATIONS FOR A BASE OF OPERATIONS

The search to find a location for Naugatuck Savings Bank was no small task. At the time, the Bank did not possess the means to construct its own building nor could it afford a rent. Mr. A.J. Pickett, NSB's first Secretary and Treasurer, also served as an officer of the Tuttle Manufacturing Company with an office on Rubber Avenue. This small frame building became the Bank's new home.

David Smith, more often referred to as "Captain Dave Smith," took the temporary reign of secretary and treasurer from Mr. Pickett until the position was permanently filled.

Mr. Smith's business on South Main Street became the office of operations for the Bank from August 1873 to May 1874. Mr. Luther S. Platt was elected to succeed Mr. Smith who owned both an insurance and real estate business with an office along the block owned by Harry S. Hotchkiss that was located on the east side of Water Street. In 1907, this business block was removed to make way for the New York, New Haven & Hartford Railroad.

Mr. Platt brought a honed set of business acumen to the work that benefited the numerous decisions and plans that were underway to grow the Bank. Mr. Platt was succeeded by Arthur H. Dayton who had served as the cashier of the newly organized Naugatuck National Bank, which at that point conducted its business in the room occupied by the Borough Clerk in the Town Hall.

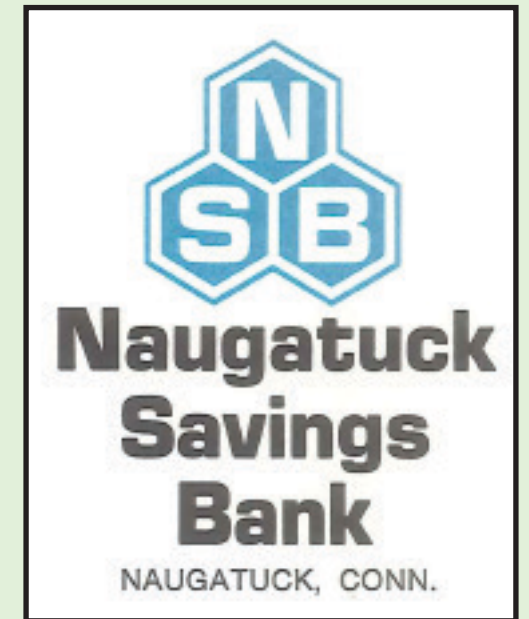
## FUNCTIONING AND GROWING ON THE MOVE

With creativity, innovation, and detail, the Bank continued to make sound decisions to serve and support the greater Naugatuck community. In 1893, the Bank moved from the Town Hall to a location just north of there where operations continued until 1910 and for the first time through the years of relocating, settled in its own facility. The original structure of the executive offices at 251 Church Street was erected in 1910, built by the Tide-Water Building Company. As the Bank continued to grow, more space was needed so W.J. Megin, Inc. was hired in 1954 to expand the building to double its size.

## ENDURANCE AND COMMITMENT CREATE A LASTING LEGACY

Institutions often flounder during times of crises but Naugatuck Savings Bank has endured through the darkest days of panic, uncertainty, confusion, and financial stress.

Through the Panic of 1873, a time when the entire country experienced a sense of confusion, there is no record the Bank was materially affected, and the regular six percent dividend was paid to depositors. These few examples pay tribute to the original, bold vision and foresight of the Bank's originators to create a new era in lending.

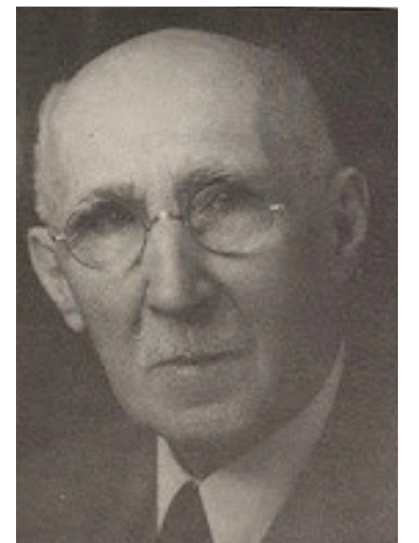


## ALL IN A NAME

We are all familiar with synonymous phrases such as bread and butter, horse and carriage and so on. If we could step back in time, the name of A.H. Dayton would be synonymous with "the Bank". At the time of our 100th anniversary, no other name would have been so deeply associated with the business of banking in Naugatuck. A.H. Dayton, born in Waterbury in 1854, started working at the National Bank of New England.

Steadily rising through the ranks, he attained the position of cashier, a post he filled until his employment with the Naugatuck National Bank in 1883. Dayton took the reins of management of the Savings Bank in connection with that of the National Bank and carried his responsibilities on with superb credibility.

However, A.H. Dayton's tenure record with Naugatuck Savings Bank was later broken by Hilding N. Olson.





Hilding started with Naugatuck Savings Bank in 1924, at the age of 17. He was considering working at the local grocery store until his mother convinced him to apply for a position with the Bank. It proved to be a wise choice as he rose through the ranks, much like his predecessor, A.H. Dayton.

Hilding would become Secretary and a Trustee of the Bank in 1932, a Corporator in 1933, Treasurer in 1939, President in 1943, and Chairman of the Board in 1968. He retired from daily activities with the Bank in 1971 but would continue to serve as a Corporator until 1982, marking 58 years of service.

**"Hilding Olson set the culture and tone for the bank going forward more than anyone else has."** Mark C. Yanarella



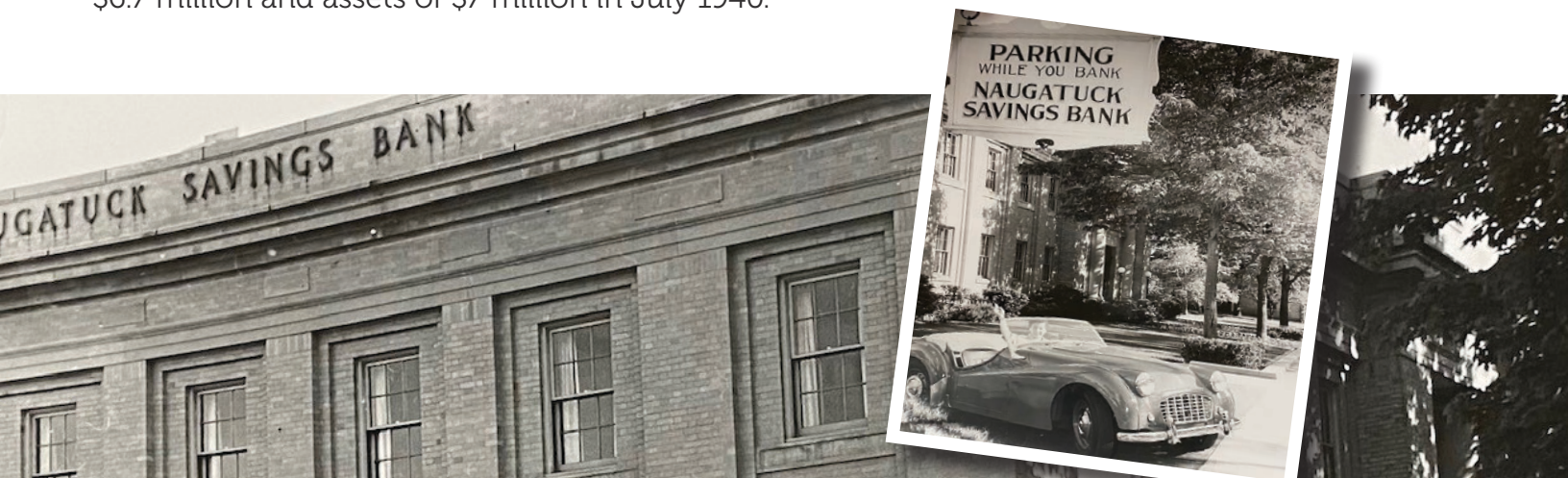
## DREAMS ENTRUSTED TO OTHERS

With a legacy of sound leadership and valued customers, the Bank realized unprecedented achievements. In the opening days of July in 1900, deposits reached the million-dollar mark reaching yet another milestone. One wonders if the originators of 1870 would have dreamed that the Bank would hold assets in excess of a million dollars. To be sure, considering the world in 1870, the thought of such accrued assets would have been simply unheard of. By 1910, the Bank's assets nearly doubled by another \$974,000, despite the financial depression of 1907.

Between 1910 and 1920, the Bank truly surged upward as Naugatuck grew and prospered. The nation and the town had stepped into the "Roaring Twenties," when deposits hit an all-time record of \$4,562,334 as assets skyrocketed to a record \$4,806,399 moving the Bank into a phenomenal position.

## DARK CLOUDS ARE INEVITABLE

Even with the dismal start of the 1930s, just eight months following the stock market crash, the Bank held deposits of \$6.4 million with assets of \$6.6 million. The 1930s proved to be the gloomiest of times in the Bank's 100-year history along with the community it served. Considering the effects of the Great Depression, Naugatuck Savings Bank recorded only a minimum number of foreclosures. Despite the economic climate at the time, the Bank managed to make slight gains with deposits of \$6.7 million and assets of \$7 million in July 1940.



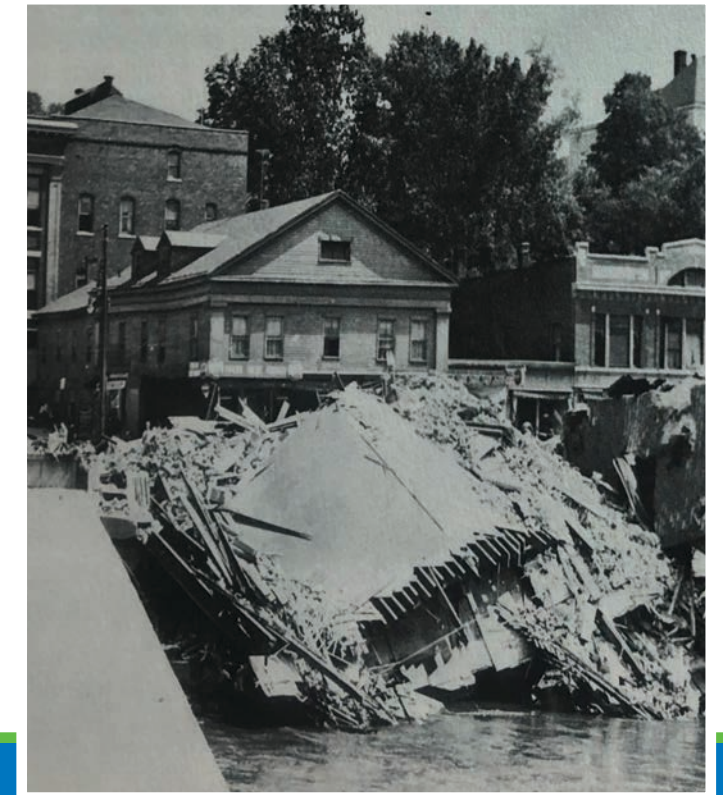
## THE BEGINNINGS OF THE BOOM

During the 1940s and the distressing years of World War II came the post-war financial slump. However, the Bank managed to double in size by July 1954 showing deposits over \$13 million with assets of \$15 million. Thus, began the building boom in Naugatuck ushering in the new theme of garden-type apartment complexes and large home development. That new wave of building began in the 40s and launched a record period of mortgages for the Bank.

## WATER, WATER EVERYWHERE

The decade of the 1950s once again showed NSB moving forward with an increase of more than \$7 million in deposits with \$10 million in assets. On August 19, 1955, Naugatuck and the rest of the Valley was crippled by the devastation of the Great Flood of the Naugatuck River. Naugatuck Savings Bank served as the nerve center for financial aid to affected homeowners. Teams of appraisers worked out of the Bank's office as did the Naugatuck chapter of the American Red Cross to provide relief services to the community. The Bank remained open day and night, conducting business as usual during the day, and accommodating the Red Cross and others at night.

By the end of 1960, deposits totaled \$22 million with record assets of \$25 million. As men walked on the moon breaking new ground, the Bank surpassed all records with \$36 million in deposits and assets of \$41 million. Also noteworthy was the conversion to off-site data processing, along with new equipment for Tellers and Customer Service Representatives, which offered the best in modern technology services to customers. By 1970 as the Bank marked its 100th anniversary, deposits totaled \$37 million. In celebration of this momentous occasion, the Bank gifted a new ambulance to the Borough of Naugatuck.







## MORE THAN NUMBERS ALONE

During the years between 1970 and 1995, more and more people opened accounts and the Bank grew to be over seven times larger than it had during its entire first century. Over the next 25 years, assets increased to \$324 million.

Strong growth came with new branch offices making it more convenient for customers. In 1971, the first branch opened in the Mountview Shopping Plaza on Rubber Avenue in Naugatuck. The second branch opened in Oxford in the fall of 1974.

During the 1970s, the Bank was the first savings bank in CT to install Automatic Teller Machines (ATMs), which allowed customers to make deposits and withdrawals using an ATM card. Also introduced was the NOW (negotiable order of withdrawal) checking account, which enabled customers to earn interest and write checks. Previously, only commercial banks could offer checking accounts to individuals.

Richard D. Coe was a loyal employee of Naugatuck Savings Bank for over 35 years. During his tenure, he served in many capacities, holding the title of President & CEO from 1980 to 1997. Mr. Coe retired in 1997 as Chairman of the Board. He was a native of Waterbury. Not only was he dedicated to the Bank, he also devoted a lot of time serving the Naugatuck community involved in many non-profit and civic organizations.

During Dick's time as President & CEO, the Bank ventured into business lending and related commercial services that helped enhance the business community as a whole. In 1995, Naugatuck Savings Bank celebrated 125 years of providing top-notch customer service and security to the community. The Bank's progressive moves tempered by tradition and prudence continued to create financial opportunities for its customer base.

In 1980, the Bank's assets reached \$102 million and the employee staff count had risen to 45.

A third branch opened in 1982 at the Four Corners Shopping center in Middlebury. In 1988, a new branch opened in the heart of downtown Naugatuck at 87 Church Street with safe deposit boxes and a convenient drive-up teller window and ATM. This branch, the former Finast grocery store, housed the Naugatuck Historical Society until 2001 when they moved to the Naugatuck Train Station. As growth continued, a fifth branch opened in Sherman Village on Main Street South in Woodbury in 1989. By 1990, assets stood at \$245 million with a staff count of 69 people.

The year 1993 brought us a new partnership with CTAS, later known as Infinex Investments, a broker-dealer offering financial institution based investment programs, allowing the Bank to offer investment, insurance and wealth management solutions to our customers. Naugatuck Savings Bank was one of the original investors in this program, along with several other local banks.

In 1995, the Bank celebrated its 125th Anniversary and offered a complete menu of financial services and products backed by 115 employees and \$324 million in assets. The capital to asset ratio of 12.8% poised the Bank as one of the strongest capitalized in Connecticut. Proudly proclaiming itself "safe and secure since 1870", this statement stands as a testament to the power of intention and commitment to lift the people of Naugatuck and provide financial means to all. To celebrate serving the local community for 125 years, the Bank gave the Waterbury Community Foundation a gift of \$125,000 to assist with providing funds to area non-profit organizations.



*"Celebrating our 125th year demonstrates that as a mutual savings bank, we continue the central theme of our founders, providing a safe depository and a source from which to borrow for growth and improvement of our communities." -Richard D. Coe*





## CHANGING OF THE GUARD

Mark C. Yanarella worked with his mentor Richard Coe for most of his professional life. Mark retired as Chairman of the Board in 2020 after 50 years of service. During Mark's tenure, he held several positions at the Bank rising up the ranks as President & CEO in 1997 when Richard Coe retired.

Mark's numerous accomplishments included the integration of a new level of technology, allowing for greater efficiency and customer convenience. With the Bank consistently donating every year to support a variety of causes, a formalized method of giving was set up in 1998 with the inception of the Naugatuck Savings Bank Foundation, which was the milestone of Mark's proudest achievement. Within the first six years, charitable grants exceeded \$1 million. Soon after Mark entered his presidency, the sixth branch opened in Cheshire.

By 2008, the Naugatuck Savings Bank Foundation had awarded more than \$2.6 million in grants to area nonprofit agencies to support a broad range of programs and services with an emphasis on promoting education and the encouragement of homeownership.

The introduction of secure internet technology offered remarkable convenience to customers with online banking services enabling them to check balances, transfer money between accounts, and pay bills easily online right from their personal computer. Another benefit of this new technology enabled residential mortgages to be submitted and processed online with an electronic application.

To strengthen the commitment of providing superior customer service, the Bank developed service standards to live by every day. Safety & Security, Accuracy, Responsiveness, and Friendly Personalized Service. To support this mission and foster a positive work culture, an employee recognition program was established to honor employees who best represent the principles of the service philosophy and service standards.

In further progression, Naugatuck Savings Bank formed Nutmeg Financial, MHC in 2005 for the purpose of preserving and promoting independent community-based financial service companies. Its mission was to provide capital and support functions to its subsidiary companies in order to create operating efficiencies and growth. Castle Bank and Trust Company was purchased by Nutmeg and became a wholly owned subsidiary. This partnership provided the customers of Castle Bank access to an expanded product line, enhanced technology and convenience along with greater lending opportunities.

Launching new delivery channels, Business Online Banking enabled banking convenience on a personal computer. Transaction records and check images were viewable online with the introduction of eStatements. Nutmeg Financial added to the organization again in February 2006, with the acquisition of a new sister company, John M. Sutherland Insurance, offering property and casualty insurance products.

The Bank increased its customer reach by growing the branch network during 1998 to 2012 with branches opening in Ansonia, Cheshire, Hamden, Meriden, Naugatuck, Prospect, Southbury, Wallingford, Waterbury, Watertown and limited service school branches at Naugatuck High School and Nonnewaug High School.

With full service for the customer in mind, a unique branch design with an Investment Center and Computer Café was introduced to our branch network. The Southbury branch was the first branch designed with the new style. The modern design allowed a place for our customers to sit, relax, browse the internet, and enjoy a cup of coffee.

To support the growing branch infrastructure, a 23,000 square foot building was built at 1430 New Haven Road, which housed a branch and Operations Center comprised of the Call Center and Technology, Training, Operations and Compliance departments.

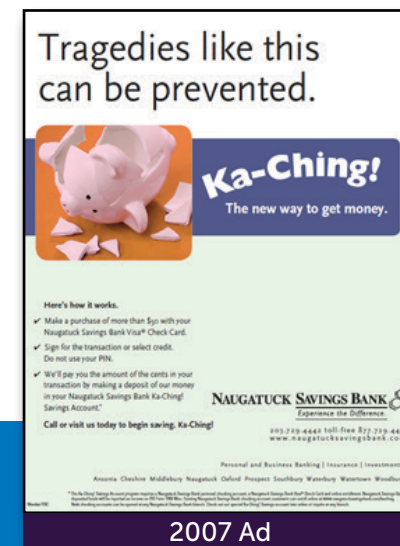
## CENTS MAKE SENSE

A unique savings program Ka-Ching! was introduced which offered great value to customers. The Bank would deposit the amount of cents from a transaction over \$50 into customers' savings account when they used their Naugatuck Savings Bank debit card.

Another innovation was the introduction of the First Time Homebuyers program in which the Bank allocated \$5 million to help qualified individuals and families achieve their dream of homeownership.

As Business Banking continued to grow, introduced was a Certificate of Deposit Account Registry Service® (CDARS®) used to extend FDIC insurance on deposits up to a total of \$50 million. Remote Deposit Capture, a convenient way for a business to deposit their checks electronically right from their own office without a trip to the bank, was added to the business product lineup.

*"Our success is made possible due to the dedication of our employees who always strive to outperform the customer's expectations, whether in a branch or with us online." -Mark C. Yanarella*



2007 Ad



2015 Ad



## EDUCATING THE NEXT GENERATION

Naugatuck Savings Bank teamed up with Woodbury's Nonnewaug High School and Naugatuck's Naugatuck High School in an innovative program that teaches financial responsibility and brings real life job training to students. The students work as Tellers at the in-school bank under the direction of a Naugatuck Savings Bank Branch Manager. The student bankers gain hands-on experience to help them manage their own finances and provides them with a chance to explore financial careers, while earning school credit.



## CELEBRATING 140 YEARS

In 2010, Naugatuck Savings Bank marked the 140th year of service to its communities. The proud tradition of financial stability, sound lending practices and exemplary customer service that began in 1870 continued strong. Mr. Yanarella carried the Bank forward through the 21st century to a rock-solid financial standing. Mark remained at the helm of NSB until 2012, and the legacy of NSB's compass continued pointing forward.

## BETTERMENT OF LOCAL COMMUNITIES

As a leading corporate citizen, Ion Bank believes that reinvesting in the communities served is one of the most important duties and a fundamental part of their mission. Established in 1998, the Foundation has grown from an initial \$2 million contribution by the Bank to more than \$12.5 million in assets, through earnings and additional contributions. Since its inception in 1998, cumulative grants for purposes ranging from improving social services to enhancing the arts have exceeded \$8.8 million.

The Ion Bank Foundation contributes annually to a wide range of organizations such as health, education, economic development, human and social services, and the arts. The Foundation partners with non-profit organizations by providing direct support to make local communities a better place to live, work and prosper. The vision is to build a legacy of good works and to preserve funds to continue those good works in perpetuity.

The Foundation established an annual Community Awards Program to involve their customers to help give away \$60,000 to local non-profit organizations. Customers can submit one vote for their favorite non-profit with the organization earning \$25 for each vote.



2019 Community Awards Program Winners



## A NEW LEADER TAKES OVER

Charles J. Boulier III joined Naugatuck Savings Bank in 2004 as Executive Vice President, Corporate Administration. In 2009, he was elected President and Director of Castle Bank & Trust, which eventually merged into Naugatuck Savings Bank. He also served as Vice President, Treasurer and Director of Nutmeg Financial MHC. In 2011, Chuck became the President and was named Chief Executive Officer of NSB in 2013. He would move forward to be proactive to the diverse customer needs. The Bank experienced continued successes.

- NSB was the first bank in the state to introduce Personal Teller Machine technology providing banking via video technology and extended hours of service.
- The Bank launched a Mobile Banking app allowing customers to access their bank accounts and perform transactions online on a hand held device such as a mobile phone or computer tablet.
- As social media started to grow in popularity, NSB joined Facebook and Twitter. The public can "follow" the Bank on Facebook and "like" them on Twitter.
- The Bank reached a major milestone crossing over \$1 billion in assets.

## PERSONAL TELLER MACHINES

Introduced to the branch network in 2012, the Personal Teller Machine (PTM) connects to a live banker via video to perform real-time transactions with extended hours even when the branch is closed. As the first bank in Connecticut to offer PTM technology, it is the ultimate in convenience.



*"Experience the difference. That is our employee's commitment to provide friendly and personalized service to every customer, every day. Our employees live out this commitment and customers tell us that's the reason they keep coming back." -Charles J. Boulier, III*



## A DYNAMIC CHANGE

Naugatuck Savings Bank remained a symbolic brand name with a proven customer-first approach since 1870. As the Bank continued to evolve and expand to serve a broader customer base, a strategic decision was made to change the name to better reflect the evolution from a small community bank to a broader, more comprehensive institution and elevate the retail image in the marketplace, while holding to the core values and mission of the founders. In 2013, Naugatuck Savings Bank officially became Ion Bank. The name of the parent company also changed to align with the progression of the organization's direction to a more encompassing institution - Nutmeg Financial, MHC, became Ion Financial, MHC.

Ion Bank is a financial services brand on the move. The Bank's progressive visionary, innovative and tech-savvy approach creates the banking experience of tomorrow, today, while building lifetime relationships.



Change is in the air

Naugatuck Savings Bank is becoming Ion Bank

To reflect our evolution as a banking institution, as well as our vision to serve and benefit an even broader market, we recently have embarked on a comprehensive process to update the brand image of our organization. A major leap forward in redefining our image for the future, while preserving close ties to our honored past, we want to share with you, our trusted customers, the most important elements of this change.



FDC



### Bank's name gets a trim

Naugatuck Savings will be called ion Bank

BY DAVID KRZYZEWSKI  
REPUBLICAN/AMERICAN

Sometime this fall, there will no longer be two banks with "Naugatuck" in their name. Nutmeg Financial Mutual Holding Co. announced plans Monday to change the name of its 143-year-old subsidiary from Naugatuck Savings Bank to ion Bank by the fourth quarter of this year.

Similarly, bank officials said, the holding company will change its name to ion Financial MHC, and its insurance subsidiary, John M. Sutherland Inc., will change its name to ion Insurance. All of the changes require approval by state and federal regulators. Charles J. Boulier III, president and chief executive officer of the holding company

and bank, said the intent is to create a single brand. "The reason for that is we're a full-service financial services company," Boulier said. "We'd like to market all under one name, so our customers know. It's very difficult now when you have different brand names and different products."

See BANK, Page 2C



CONTRIBUTED  
Naugatuck Savings Bank plans to rename itself ion Bank in the fall. This will be the bank's new logo.

## TOP WORK PLACE

Ion Bank has achieved many benchmarks of success over the years. One of particular significance brought a sense of positive pride in being named a Top Ten Workplace for midsize companies in southwest Connecticut. The employee survey results stressed the importance Ion Bank workers place on opening and maintaining good lines of communications between management and bank employees.



## THE FAMILY CONTINUES TO GROW

Ion Insurance acquired Drescher Insurance, a local independent insurance agency, which doubled their size. David Drescher, the owner and founder of Drescher Insurance, was named President & CEO of Ion Insurance. The new union gives customers access to a greater number of insurance carriers and will further strengthen and solidify the agency's relationship with those carriers. With a need for more office space, Ion Insurance moved to Cherry Street in Naugatuck to accommodate their expanded team. As the company continued to grow, a move to new headquarters at 1520 Highland Avenue in Cheshire took place in 2018.



## INGRAINED IN THE COMMUNITY

When Ion Insurance left their Church Street, Naugatuck location, Ion Financial, MHC donated the building to the Ion Bank Foundation and named it the Ion Bank Foundation Community Room. Ion Financial, MHC donates office space in the building to local non-profit organizations such as the Naugatuck YMCA, United Way of Naugatuck and Beacon Falls, and the Naugatuck Economic Development Corporation. The meeting room is used by community non-profits free of charge for meetings and events.







## A NEW ERA

David J. Rotatori started his financial career with Naugatuck Savings Bank in 1990 to 1995 as an Accounting Clerk and Internal Auditor. David proceeded to hold various financial positions with major accounting firms and two large regional banks before returning to the Bank in 2009 as Senior Vice President, Chief Risk Officer and Chief Administration Officer. In 2017, he was named President of Ion Bank and the title of Chief Executive Officer was added in 2019.

Not long after David took the reign as President, the opportunity arose to expand into the Farmington area in early 2019 to open the 18th branch and commercial lending office in Farmington's historic Corner House. A bank headquartered in Farmington had been acquired by a larger regional bank and there was a void for a true community bank. The community swiftly embraced the Bank's presence, which resulted in tremendous success at the new branch bringing in \$42 million in deposits within the first six months. The 19th branch, our second in the Farmington Valley, opened in February 2021 in Unionville.

To deepen relationships with business customers, a Cash Management division was established under David's leadership. The products and services offered help businesses manage their cash flow and aid in fraud prevention.

As the organization remains technologically competitive in the financial marketplace, we introduced iMoney. A real-time financial aggregation tool to assist with budgeting, account aggregation, and categorization, all in one place.

## A CELEBRATION OF TIME

David was in a position of honor as he led the Bank during the milestone of celebrating its 150th year of seamless service and commitment to its communities. We know the founding fathers of this great institution would be very proud to know their vision of serving citizens by contributing to the betterment of the community and providing access to loans as well as safe, equitable ways of saving is still passionately practiced today. Since Ion Bank is here to serve the community and customers, it was important to include the community in the anniversary festivities. The anniversary commemoration was to include many special activities and celebrations planned all throughout the year.

## THE BEST LAID PLANS

Thrilled to observe a century and a half of service to the community, the world as we knew it changed. In preparation of this momentous occasion, 150th Anniversary committees were formed for employees to plan events that included customers and communities in the celebration. As the calendar turned to 2020, the excitement among the Bank employees was soaring, only to plummet. In the beginning of 2020, the Coronavirus pandemic reached a global scale. Although the anniversary activities derailed as the world tried to navigate through the deadly epidemic, the community was involved with helping to create a special edition calendar made up of stellar photos submitted by the public.

With the exponential spread of the virus and the closure of schools, stores, and banks, the world thrust into crisis and survival mode. To assist with the economic devastation, the government unveiled a Paycheck Protection Program (PPP) to lend money to provide a means for small businesses to keep their employees on the payroll. Over the course of the program, Ion Bank loaned out \$254 million dollars to help businesses of all sizes. To help ease the burden of struggling local non-profits that provide hardship assistance to citizens of the community, the Ion Bank Foundation donated \$1 million to area organizations to assist those in need.

## MARCHING TOWARD ANOTHER CENTURY

Ion Bank and its employees are banded together strongly and remain focused on the core philosophy of building lifetime relationships by partnering with customers to identify and achieve their financial goals. The Bank remains proud to contribute to the betterment of local communities and serve as an exemplary corporate citizen, through volunteerism and financial support.

Since 1870, the vision of the founding fathers of this dynamic, secure and public-serving financial institution proudly remains the same.



*"As we celebrate our 150<sup>th</sup> Anniversary in 2020, it's a pleasure to look back on 2019 which was a tremendous year for Ion. I am privileged to serve among the ranks of the past leaders who helped shape this innovative and progressive community bank. I am excited to continue to set the pathway for our bright and promising future of growth and stability for our bank and for you, our customers." –David J. Rotatori*

East Main Street, Meriden branch



## FINANCIALS

### ION BANK CONSOLIDATED STATEMENT OF CONDITION

December 31, 2020 & 2019  
(in thousands of dollars)

	December 2020	December 2019
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 28,321	\$ 18,556
Investment Securities & Interest Bearing Cash Equivalents	338,272	146,438
Loans		
Loans and Mortgages	1,236,795	1,153,402
Less Allowance for Possible Loan Loss	15,613	12,290
<b>Total Net Loans</b>	<b>1,221,182</b>	<b>1,141,112</b>
Other Assets	73,952	55,956
<b>TOTAL ASSETS</b>	<b>\$ 1,661,727</b>	<b>\$ 1,362,062</b>
<b>LIABILITIES &amp; RETAINED EARNINGS</b>		
Deposits		
Savings & Time	\$ 495,654	\$ 512,287
NOW, Money Market & Checking	919,385	599,275
<b>Total Deposits</b>	<b>1,415,039</b>	<b>1,111,562</b>
Borrowings	65,000	85,000
Other Liabilities	50,209	41,209
<b>Total Liabilities</b>	<b>1,530,248</b>	<b>1,237,771</b>
Accumulated Other Comprehensive Income	(19,788)	(20,137)
Additional Paid in Capital	10,000	10,000
Retained Earnings	141,267	134,428
<b>TOTAL LIABILITIES &amp; RETAINED EARNINGS</b>	<b>\$ 1,661,727</b>	<b>\$ 1,362,062</b>

Information based on Call Report data

*"Enthusiastic customers plus motivated employees—that's the proven formula for better banking. The heart of a mutual bank's success is devoting 100% of our efforts to serve our customers, along with the power of being centered in the community, and not managed from somewhere else in the country."*

*In writing this book, I read volumes of records, reports, ads, brochures and more. The Bank's history is rich and inspirational. The significance of the above quote, regardless of who wrote it in modern times, could have naturally been penned in 1870 by John L. Isbell himself and by every other consecutive leader of Ion Bank*

*The day John L. Isbell took the leadership position with Naugatuck Savings Bank, and through every single President thereafter, the intention of the work at hand has remained intact and loyal to the Incorporators' one central idea to provide a way to offer the average citizen access to loans and a means of saving that was safe.*

*That truly demonstrates the power and the intention of a legacy and its importance, value and integrity. More importantly, those words are transformed to actions with customers through every single transaction, whether in person or online. In our modern world of constant change and uncertainty, something tangibly solid and unshakeable is unique.*

*—A.S. Pirozzoli*





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1870 2020  
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BANK