

The logo for NB Financial, MHC. It features the letters 'NB' in a white serif font inside a dark red square, followed by the words 'Financial, MHC' in a dark red serif font.

NB Financial, MHC

2020

ANNUAL REPORT

**FISCAL YEAR 2020
ANNUAL REPORT**

prepared for

 **Financial, MHC**

and its subsidiary

 **Needham BankSM**

Needham Bank - A Proud History

Needham Bank's beginnings in 1892 were quite modest - we opened as Needham Cooperative Bank in a single room at the corner of Chestnut Street and Great Plain Avenue. Our timing might have been better - a year after opening came the Panic of 1893, America's greatest financial crisis up to that time. Needham Bank persevered. Indeed, no matter the challenge, be it the Great Depression, World Wars, the Financial Crisis of 2007-08, or the Great Recession of 2008-12, Needham Bank has not only remained solid, but has always emerged stronger than before.

New branches of the bank were opened in Medfield (1962) and Wellesley (1978).

It was under Bob Day's leadership from 1972 to 2006 that locals began referencing Needham Bank as "The Builder's BankSM", in recognition of just how well we catered to the needs of the area's builders and contractors. Among other things, Day would show up every weekday at 6:30 am so that he could open the bank's doors by 7:00 am, allowing busy contractors to get to their building sites as early as possible.

The bank itself underwent a significant transition in 2006 when Jack McGeorge assumed the President and CEO role. Jack moved quickly to merge with Dedham Cooperative Bank in 2007 - and also officially changed the name of the combined banks to Needham Bank.

The advent of the financial crisis in 2007-08 and the subsequent recession threatened to bring lending to a halt. However, Needham Bank, thanks to a rock-solid capital position, was one of the very few institutions willing and able to step in and provide financing. This not only enhanced the bank's reputation in MetroWest, but also in and around the City of Boston. Construction projects in the region went forward with Needham Bank financing, contributing to employment, stability in our communities, and the eventual economic recovery.

By 2009 the bank's total assets reached \$1 billion. Needham Bank established itself during this period as a "high touch; high tech" institution, rolling out innovative products and services including remote check deposit and other digital apps, while continuing to offer the very highest level of personal service.

New branches were established in Dover (2014); Ashland and Millis (2015) and Natick (2016) and the one-room operation in Needham has blossomed into a comprehensive financial services campus, with a loan center, the Jack McGeorge Operations Center and a beautifully refurbished main branch building. In 2017 the bank reached \$2 billion in assets, which meant that it technically was no longer classified as "small" by regulators.

Much of course has changed since our founding. The bank has revamped and strengthened its privacy and cyber-security measures and reengineered and streamlined internal processes - all with the aim of better serving customers. Thanks to electronic banking, we now have customers as far away as Hawaii and Alaska. But at our core, we remain what we have been - a bank dedicated to building local communities through a virtuous circle of reinvestment.

Still known as "The Builder's BankSM", today Needham Bank helps people throughout Greater Boston and MetroWest build for the future - whether it's building a business, building a nest egg, building a home or building community. When the time is right, let's build something together.



CHAIRMAN'S LETTER

Dear Friends,

The primary role of a Board of Directors is to position the institution for continued growth and success. Our oversight responsibilities include reviewing the bank's strategic plan, monitoring the bank's succession planning activities and overseeing the audit process to ensure the bank's ongoing financial stability. On behalf of the Board, I'm pleased to report that the bank made significant progress in each of these areas under the leadership of President and Chief Executive Officer Joe Campanelli and Executive Vice President and Chief Operating Officer Sal Rinaldi.

In order to position the bank for continued success, in 2019 the Board took a historic vote to reorganize into a mutual holding company form of organization. This form of organization, which is held by 80% of our peer banks, makes it easier to acquire or merge smaller banks into ours. This is an important part of our ongoing strategy to grow the bank so that we can continue to invest in technology, cybersecurity, people and branches. Depositors agreed and voted for the reorganization in July; NB Financial, MHC was officially launched on January 1, 2020.

Throughout 2019, Needham Bank remained steadfast in its commitment to customers, employees and our communities. As a result, we were rewarded with record growth and earnings while staying true to our community bank values. That means fair rates on loan and deposits, technology so you can bank where and when you want, and investing in cybersecurity and compliance to ensure that the bank is operating in a secure environment. It means working with area businesses and offering the loan and cash management programs they need to thrive. It means listening to our communities and investing both our time and funds into the many non-profits that serve our area. Finally, it means supporting our employees with training, monthly "Lunch and Learns", quarterly town hall meetings, competitive pay and fully subsidized healthcare.

Banking has always been a people business and while we offer all of the tools consumers and businesses need to do their banking online, customer service remains a Needham Bank hallmark. Whether it means opening at 7 am to accommodate the many builders who bank with us or sending a private banker to your home or office to open an account, you can count on Needham Bankers to help. I'm exceptionally proud of our team!

This was never truer than at the close of our fiscal year which saw the rise of a global pandemic. Our team more than rose to the challenge as we mobilized over 70% of our workforce for remote work while keeping our drive-up windows open for customer transactions that couldn't be completed through other channels. Almost simultaneously we marshalled the resources of our entire team to offer Paycheck Protection Program loans through the Small Business Administration's stimulus package. This involved fielding thousands of calls and emails, underwriting close to 900 loans and opening business deposit accounts for hundreds of new customers. It is our talented team, strong capital, exceptional liquidity and diversified balance sheet that allow us to weather crises like the pandemic.

I'd like to thank our customers, employees, management team, and Corporators for their contributions to the Bank's success. We all fully understand the second half of 2020 will be extremely challenging and not business as usual. But nevertheless, we look forward to a strong performance in 2020 and the opportunity to serve an even greater number of consumers and businesses that believe in banking locally.


Jack McGeorge
Chairman of the Board



A LETTER FROM THE CEO

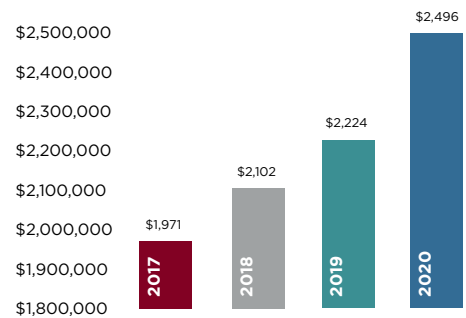
Dear Friends,

As a community bank, we are measured by how well we serve our customers, employees and communities. By any measure, fiscal 2020 was an outstanding year characterized by record growth and earnings. Our performance was attributable to the many investments the bank made in people, technology and training over the last few years rather than aggressively cutting costs,

increasing fees or changing our rate strategy. It underscores our belief in the future and our ability to partner with area businesses, non-profits, and consumers to build something together.

Total assets grew to \$2.5 billion at March 31, 2020, up \$271 million or 12%. Net loans grew 8%, fueled by a \$143 million increase in commercial loans to \$1.0 billion as more developers and builders across MetroWest and Greater Boston turned to Needham Bank for their financing needs. We continued to build our business banking capabilities with specific teams dedicated to small businesses, middle market firms and large corporate entities. Our goal is to serve area businesses with big bank products and technology and the local knowledge and quick decision making that are hallmarks of great community banks.

TOTAL ASSETS (IN BILLIONS)



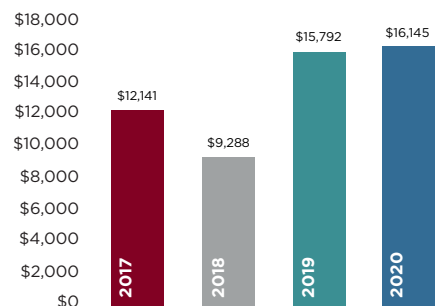
Total deposits grew 18% to \$1.9 billion at March 31 2020, primarily the result of a \$216 million increase in customer certificates of deposit. We were able to replace \$64 million in high cost borrowings with lower cost customer deposits, bringing in a number of new consumer, business and municipal relationships. Core checking accounts grew 18% to \$378 million, notable as Needham Bank did not pay incentives to persuade consumers or businesses to open checking accounts with us. We believe they see the long term value of a free checking account that offers full ATM fee reimbursement worldwide. While the industry was challenged by the current rate environment, our net interest margin declined just 5 basis points to 3.00% at fiscal year-end 2020. Net interest income increased \$5 million to \$67.3 million as a result of significantly higher volume for both loans and deposits.

**Needham Bank Customer
ATM Fee Savings**

\$280,000+
SAVED IN 2019
& \$1,000,000+
SAVED SINCE 2015

Net income for the fiscal year ended March 31, 2020 was \$16.1 million, compared to \$15.8 million for the 2019 period, a 2% increase. Total capital grew to \$295.1 million, a 6% increase over the prior fiscal year-end, making us one of the best capitalized banks in our peer group, with Tier 1 Capital of 11.8%.

NET INCOME (IN MILLIONS)

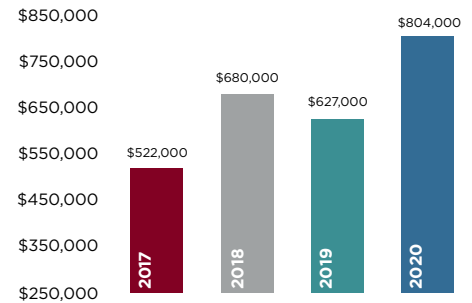


As a result of our strong performance, we donated 5% of revenue, or over \$800,000, to area non-profits throughout MetroWest and Greater Boston, a 54% increase since 2017. We continue to focus on the many non-profits that serve our local area while adding strategic donations to organizations like the Jimmy Fund and the Boston Symphony Orchestra's Children's Program that serve a wider geography. One hundred and nine employees, or 45% of our team, recorded over 3,200 hours of service to area non-profits.

Needham Bank, Beyond the Numbers

Throughout the year, our team focused on improving the customer experience through a new contact management program that allows us to ensure customers' issues are addressed quickly and consistently, upgrading our Wellesley branch, establishing a municipal banking unit to serve cities and towns in Massachusetts, rolling out a program for women and minority owned businesses and launching a new website with a fresh look and improved navigation. We also received regulatory approval to open a branch office in the Mission Hill section of Boston, our first branch in the city.

TOTAL CONTRIBUTIONS & SPONSORSHIPS



As a bank that's been at the forefront of technology for the last several years, we've made ongoing investments in people and systems to ensure consumers and businesses can bank with us from their homes or offices, around the corner or around the world, in a safe, secure environment. Our cash management platform offers enhanced security features such as positive pay and ACH positive pay to help our business clients prevent fraud. Our online account opening and funding platform (introduced in 2018) is now being used by consumers in all 50 states to open deposit accounts in under 5 minutes.

Needham Bank continues to look for ways to innovate and grow. To that end, we entered our first Fintech partnership with a company called Jassby, to teach financial literacy concepts to Gen Z. Jassby offers an app for families to help their children make, save, donate, and spend their funds. Through this partnership, which will go live in 2020, Needham Bank will provide banking services to children ages 13 through 18 who are old enough to use apps but too young for a banking account. We believe the Jassby partnership will allow us to become the bank of choice for a new generation of consumers.

Looking forward, we recognize the headwinds we all face in the wake of the pandemic and the enormous challenges ahead for our economy. We are committed to helping our communities rebuild by supporting the doers, the dreamers and the builders who live and work in Massachusetts. This included offering Paycheck Protection Loans in April and May to as many area businesses as we could - whether or not they banked with us. In our view every person, every family and every business matters. For that reason we continue to work with borrowers that may have been adversely affected by the Pandemic, trying to make sure they preserve their homes and businesses. If you are in the process of rebuilding a business, building a nest egg, building community or just starting out, I invite you to speak to a Needham Banker. We offer an unbeatable level of personal service combined with all of the technology you typically find at a bigger bank - and we're here to help.

These are not the hollow words of some far away CEO; they are written after witnessing the incredible commitment of our team throughout the pandemic. There is true dedication to our customers, our communities and to each other that comes across in every call and conversation. Thank you to the entire Needham Bank team for your hard work. And to all of our customers who place their faith in us every day, thank you for banking with us.

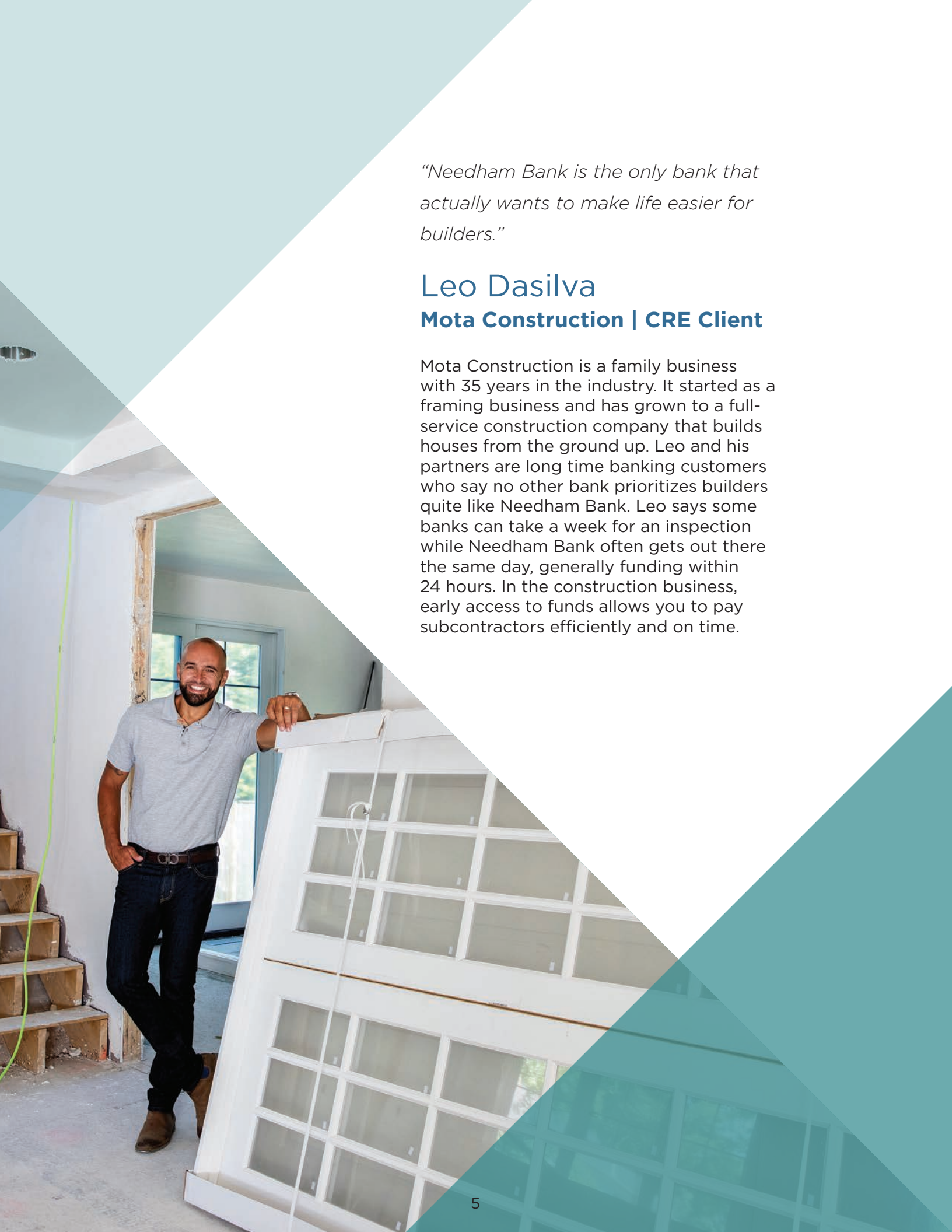
Joseph P. Campanelli
President & Chief Executive Officer

“Needham Bank is the only bank that actually wants to make life easier for builders.”

Leo Dasilva

Mota Construction | CRE Client

Mota Construction is a family business with 35 years in the industry. It started as a framing business and has grown to a full-service construction company that builds houses from the ground up. Leo and his partners are long time banking customers who say no other bank prioritizes builders quite like Needham Bank. Leo says some banks can take a week for an inspection while Needham Bank often gets out there the same day, generally funding within 24 hours. In the construction business, early access to funds allows you to pay subcontractors efficiently and on time.



COMMERCIAL REAL ESTATE LENDING

Needham Bank is commonly known as “The Builder’s BankSM” based on our long standing heritage of serving area builders with their commercial real estate borrowing needs. They know we will take the time to get to know their project and their team, and tailor a loan package that meets their individual needs. In 2020, our commercial real estate portfolio grew 17% to \$914.0 million in assets, a reflection of our ability to meet our builders’ borrowing needs. We work with builders and developers of all sizes, whether it’s a loan for a single family tear-down or rehab, construction financing for an office building or rental units, or a multi-bank participation in a \$100 million plus construction loan for luxury condominiums.

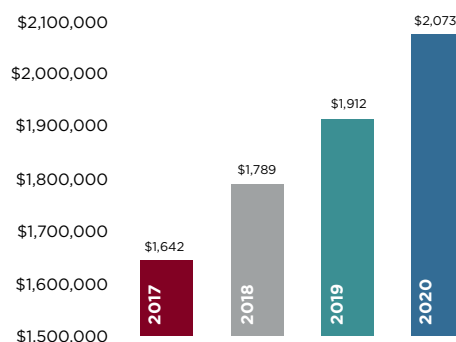
Fast-Track Financing

There are many reasons we’re known for our commercial real estate lending capabilities, number one being our extreme agility. Our credit committee meets twice a week and our security committee meets daily. This frequency allows our borrowers to have site inspections completed within days of request and funds dispersed quickly after a satisfactory inspection.

Our lenders have decades of experience with Needham Bank and in the commercial real estate space. Loan officers pride themselves on offering unmatched levels of personalized services to our builders. Whether it’s the evening, weekend or early morning, our team of commercial lenders is accessible by phone, text, e-mail or in-person to respond to our clients’ needs.

We rely on the strong relationships our loan officers have built to keep Needham Bank’s robust commercial real estate business strong year over year.

NET LOANS (IN BILLIONS)



BUSINESS BANKING

In recent years, we've found that more and more businesses are looking to Needham Bank as a trusted partner in sustaining and growing a solid local business. The business owners we work with recognize the many benefits of banking with a local organization.

Unlike those at bigger banks, our bankers get to know each of our client's unique needs and tailor a cash management and loan solution to best service them. We recognize that thriving businesses are vital to building a strong community and supporting that is of the utmost importance to us.

Personalized Business Solutions

If you're looking to expand your business's reach, open a new facility, or just need to upgrade your existing equipment, we have the lending capabilities to help you achieve your distinctive needs. Our commercial loans are designed to scale to meet the complexities of your business. We offer revolving lines of credit, senior term loans, equipment loans, letters of credit, asset backed loans, interest rate derivative products and Small Business Administration (SBA) loans. We have the ability to hold up to \$50 million for a banking relationship and can bring in other banks to participate with us if you have even greater credit needs.

With premium business accounts and a full cash management suite we are also equipped to offer deposit solutions for any size business. Our business accounts are serviced by private bankers and treasury specialists who will assist and support all of your cash management needs.

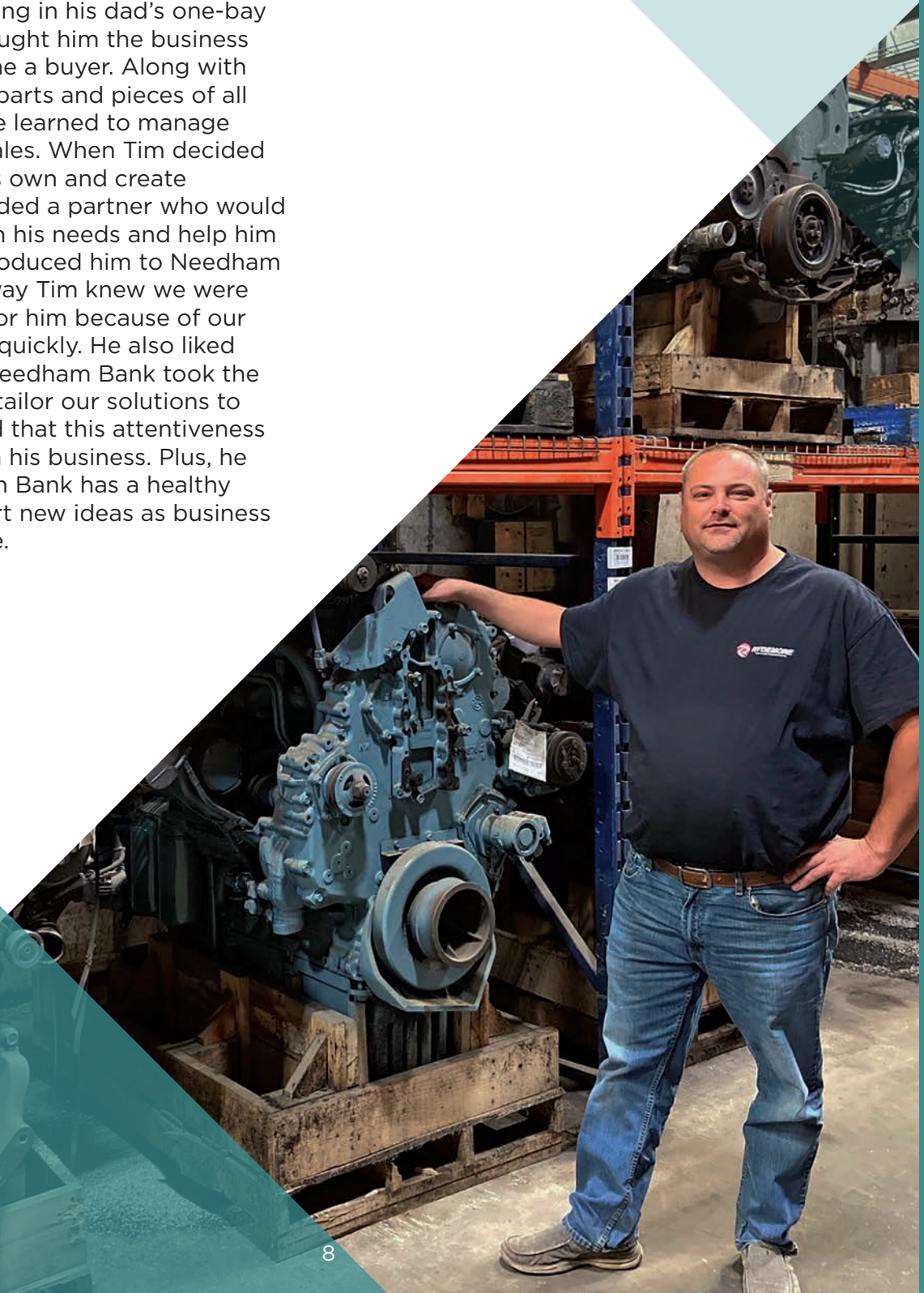
Our cash management services include ACH origination and wire transfer services, positive pay, zero balance accounts, QuickBooks integration and many other features. Our cash management suite can scale as your business needs grow in complexity so you can easily manage your cash flow, minimize fees and maximize earnings.

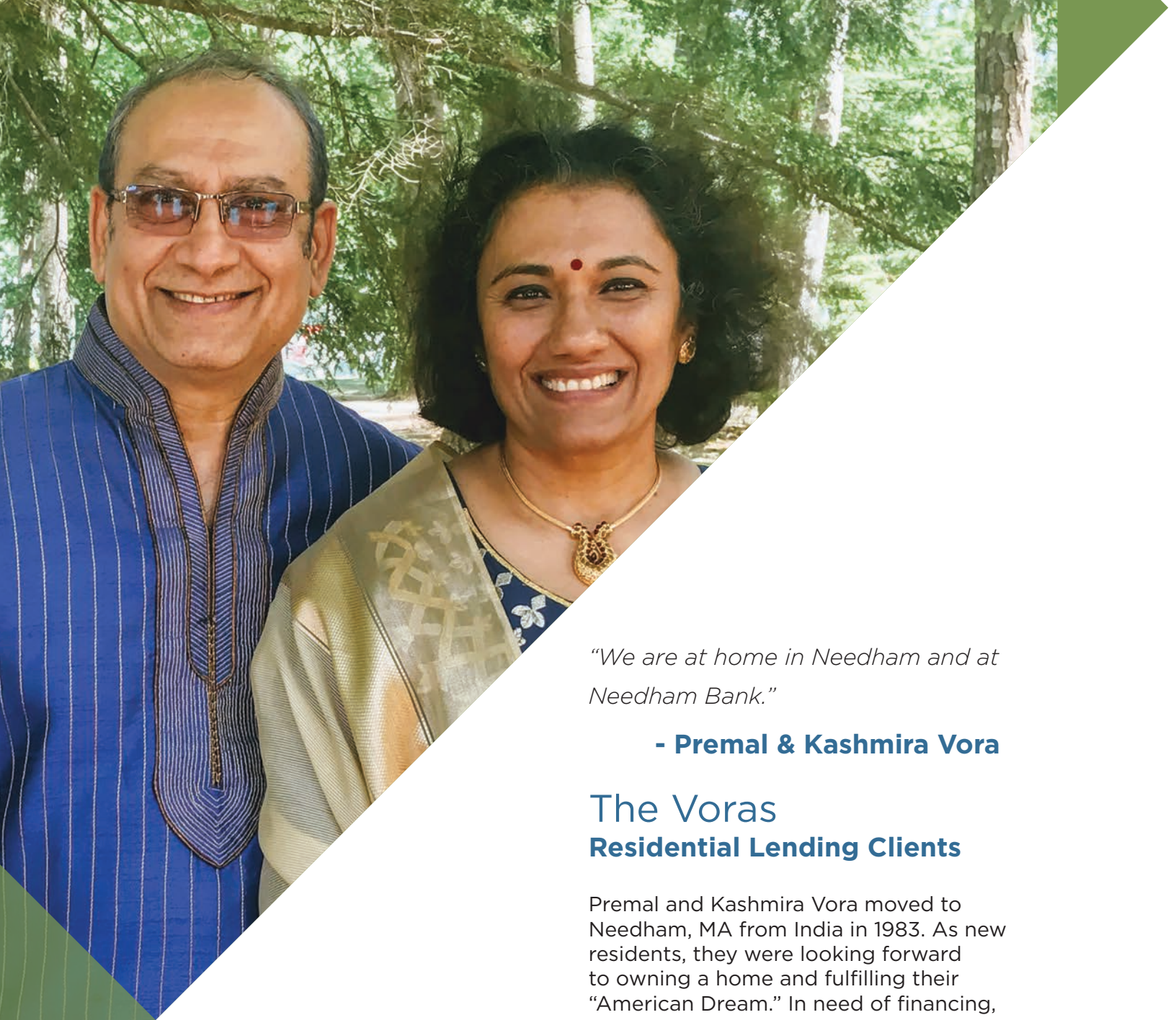
“As a business owner, Needham Bank has been a great partner for me.”

Tim Pomerleau

Rydemore | Business Banking Client

Tim grew up working in his dad’s one-bay garage. His dad taught him the business and how to become a buyer. Along with learning all of the parts and pieces of all kind of vehicles, he learned to manage dispatching and sales. When Tim decided to strike out on his own and create Rydemore, he needed a partner who would really connect with his needs and help him grow. A friend introduced him to Needham Bank, and right away Tim knew we were the right partner for him because of our ability to respond quickly. He also liked that the team at Needham Bank took the time to listen and tailor our solutions to his needs. Tim said that this attentiveness goes a long way in his business. Plus, he says that Needham Bank has a healthy appetite to support new ideas as business opportunities arise.





"We are at home in Needham and at Needham Bank."

- Premal & Kashmiria Vora

The Voras Residential Lending Clients

Premal and Kashmiria Vora moved to Needham, MA from India in 1983. As new residents, they were looking forward to owning a home and fulfilling their "American Dream." In need of financing, they met with executive vice president William Day. The Vora's recall how Bill made their mortgage process easy AND worry free. They said the customer service they received then still resonates with them today. They speak fondly of Bill and now they bank with Bill's son, Tim, who they say goes above and beyond to help them with all of their mortgage needs. This exceptional level of service is what stands out to them when asked about their many years at Needham Bank, and they say it is the reason why they are still customers today.

RESIDENTIAL LENDING

Whether you're a young family purchasing your first home, taking on a fixer-upper, or empty nesters looking to downsize, we recognize that buying a home is a major milestone and we aim to provide an easy, streamlined process for our borrowers.

Our experienced lenders take the time to understand your needs so they can suggest the best solution for you whether it's a first time homebuyer loan with an extended term to keep payments low, a construction loan to help you build or rehab a home, or a jumbo loan to help you buy your dream home. Your dedicated lender will be there with you from application to closing by phone, email or text to ensure a smooth process. We truly care and are invested in our borrowers' success every step of the way.

Customized Lending Solutions

We offer a variety of fixed and variable rate mortgage loans with flexible rates and terms so borrowers have a choice of options from which to choose. We understand that a traditional fixed mortgage may not be the best choice for everyone so we've created innovative products with non-traditional borrowers in mind.

We continue to be a top choice for those looking to purchase and rehab existing homes in our communities. With a Construction-to-Permanent Mortgage, borrowers can finance acquisition and renovation costs into one loan, allowing only one application process and one closing.

In 2019, we introduced the 40-Year Fixed Mortgage with low down payment options to help make the dream of homeownership more attainable, especially for first time buyers. This unique adjustable rate loan extends the customary 30 year term to 40 years to make monthly payments more manageable.

CONSUMER BANKING

In fiscal year 2020, Needham Bank grew deposits by 18%. We attribute this to our unmatched customer service, strong rates and straightforward deposit solutions.

Our NB Checking account remains second to none, offering everyone a free checking account that pays interest and has no minimum balance requirements. It also offers free ATMs anywhere in the world through full ATM fee reimbursement no matter how often you use the account. NB Checking is one reason so many area millennials bank with us, and why we serve customers from 50 states.

Deposits entrusted to us benefit the community through loans to businesses and individuals looking to build for the future. While we try to offer consistently competitive (and in many cases market-leading) rates, we also put that money to work in the form of loans rather than investing in equities and growing an overly large and bloated investment portfolio. This creates a virtuous cycle of benefit to our depositors and borrowers.

We look forward to expanding our loan portfolio by offering area consumers and businesses credit cards in late 2020. We hope to gain market share by offering lower rates on credit cards than what many borrowers pay for cards provided by out of state banks across the US.

High Tech - High Touch

With technology rapidly evolving in the financial services industry, Needham Bank continues to stay at the forefront of mobile and online banking. Our highly rated mobile app offers remote deposit capture, bill pay, internal and external transfers, customized account notifications, and a robust money management tool.

If you're not already banking with Needham Bank, it's easier than ever to open your account with us. Our online account opening tool allows prospective customers to open a checking, savings, money market or certificate of deposit in just 5 minutes.

Technology is great, but sometimes you need face to face service. Our team is known for delivering a caliber of service that you just can't get from a big bank. Can't make it to the bank? One of our personal bankers will come to you whenever it's most convenient.



"I thought switching banks would be so hard—with Needham Bank it was painless."

- John Steinberg

The Steinberg Family Consumer Banking Clients

John was tied into a big bank for years. He was disappointed with their responsiveness but didn't have the energy to make the change. As a true believer in small business he was drawn to Needham Bank and our work in the community. When he finally decided it was time to make the transition, he said Needham Bank made it easier than he could've even imagined. His go-to financial tool is the Needham Bank mobile app as it has all the functionality he needs and is seamless to use just like the big banks'. From having great technology to making the transition easy, John feels that, in his words, his relationship with Needham Bank has been nothing short of fantastic. And now his whole family banks with us too!



Circle of Hope Non-Profit Client

Barbara had always been an active community member who worked tirelessly to help those dealing with homelessness in the Greater Boston area. In 2008, she saw an ever-growing need for services during the economic downturn and decided to do something about it. That's how Circle of Hope was born with the mission to help homeless families preserve and enhance overall health and personal dignity. When she chose Needham Bank to help her non-profit grow, she quickly found the difference that comes from a bank that was right in her community. Barbara said what has made a difference for her was how Needham Bank took the time to invest in Circle of Hope from day one and has continued growing that commitment. More than 10 years later, she says that Needham Bank not only provides the banking breadth that Circle of Hope needs, but invests in the non-profit by volunteering and generously supporting Circle of Hope annually.

"Needham Bank has been such a great community partner. They value our work. They engage their employees and are truly responsive to our needs as we've grown."

- Barbara Waterhouse
Circle of Hope

COMMUNITY

Building communities is integral to our 128 year heritage. Community support isn't just something we talk about; it's something we work at day in and day out. From volunteering in our communities, charitable giving and financial literacy, supporting the community will always be at the heart of what we do.

In fiscal year 2020, Needham Bank continued to give over 5% of earnings back to the community in charitable contributions and sponsorships. We proudly supported over 300 non-profits with \$804,000 worth of donations, all of which are directly supporting Massachusetts-based organizations. With each of these contributions, we strive to create meaningful partnerships that go beyond just writing a check.

Volunteerism

Needham Bank employees volunteered over 3,200 hours in support of the community in 2019. These volunteer efforts included everything from serving meals at the local food bank, coaching youth sports, providing financial literacy lessons, or sitting on the boards of local non-profits.

Needham Bank also formed a volunteer committee of employees dedicated to highlighting non-profit partners within the bank and creating meaningful opportunities for our team to volunteer at the organizations we support.

For the first time, Needham Bank participated in the Boston Marathon Jimmy Fund Walk. Nearly 25% of employees joined together to form the "NB Mobile Bankers" team and walked either the 10k or 5k distances in support of The Jimmy Fund. It was a powerful day of employee engagement and giving back to those less fortunate in our community.

NB Financial, MHC and Subsidiary

FINANCIALS

Statement of Condition (in thousands)	March 31, 2020	March 31, 2019
Assets		
Cash and due from Banks	\$100,498	\$11,727
Federal funds sold	28,470	7,707
Total cash and cash equivalents	\$128,968	\$19,434
Investment securities		
Available for sale, at fair value	183,070	208,816
Loans receivable, net	2,073,170	1,911,581
Accrued interest receivable	6,277	6,807
Other real estate owned, net	910	1,480
Banking premises and equipment, net	30,211	30,090
Co-operative Central Bank Reserve Fund	139	3,014
Federal Home Loan Bank stock	13,575	17,987
Federal Reserve Bank stock	5,592	4,511
Non-public investments	2,900	1,924
Bank owned life insurance	3,554	3,565
Prepaid expenses and other assets	41,254	10,127
Income taxes receivable	137	249
Deferred income tax asset	5,825	4,967
Total Assets	\$2,495,582	\$2,224,552
Liabilities and Surplus		
Deposits	\$1,917,214	\$1,621,142
Mortgagors' escrow accounts	3,723	2,495
Borrowings	245,315	309,463
Accrued expenses and other liabilities	29,021	7,856
Accrued retirement liabilities	5,170	4,310
Total liabilities	\$2,200,443	\$1,945,266
Commitments and Contingencies		
Surplus:		
Undivided earnings	296,570	280,425
Accumulated other comprehensive loss	(1,431)	(1,139)
	295,139	\$279,286
	\$2,495,582	\$2,224,552

Statement of Operation (in thousands)	March 31, 2020	March 31, 2019
Interest and Dividend Income		
Interest and fees on loans	\$92,467	\$79,777
Interest and dividends on investments and cash equivalents	7,872	6,423
	\$100,339	\$86,200
Interest expense		
Interest on deposits	24,887	16,793
Interest on borrowed funds	8,186	7,174
	\$33,073	\$23,967
Net Interest Income	\$67,266	\$62,233
Provision for loan losses	2,400	625
Net Interest Income after Loan Loss provision	\$64,866	\$61,608
Other Income (Losses)		
Customer service fees	1,977	1,702
Increase in cash surrender value of BOLI, net of split dollar expense	79	82
Realized net gains on sales and calls of securities	63	-
Gain on loans sold	1,815	799
Swap contract fees and other income	2,742	697
	\$6,676	\$3,280
Operating Expenses		
Salaries and employee benefits	32,459	26,805
Professional service fees	5,007	4,545
Occupancy and equipment expenses	4,338	4,334
Data processing expenses	3,372	3,014
FDIC and state insurance assessments	565	963
OREO and foreclosure and losses, net	(9)	63
General and administrative expenses	3,701	3,453
	\$49,433	\$43,177
Income before taxes	22,109	21,711
Income taxes		
Current and deferred	5,964	5,919
Net income	\$16,145	\$15,792

BOARD OF DIRECTORS



Joseph Campanelli
President & CEO
Needham Bank



Jack McGeorge
Chairman of the Board
Needham Bank



John Buckley
Broker/Owner
Jack Buckley Realty



Lennox Chase
Founder & Owner
Chase Legal Services



Robert Cicerone
Associate Professor
Bridgewater State
University



William Darcey
President & CEO
Provider Insurance
Group



William Day
Retired Executive
Needham Bank



Susan Elliott
Retired Executive
Vice President
Federal Home Loan
Bank of Boston



Arthur Howe
President
Howe Associates/
Marketing Design



Christopher Lynch
President
Marshall Resources



Thomas McInerney
Owner
Relaxin Custom
Embroidery



Paula McLaughlin
Director of
Advancement
Hale Reservation



Francis Orfanello
Operating Partner
One Rock Capital
Partners



Richard Quincy
President
Quincy & Co.



Mark Whalen
Retired CEO
Needham Bank

ADVISORY COUNCIL

John Antonucci
Superintendent
Duxbury Public Schools

Kristen Atwood
Founder
Ripples of Hope

Ryan Barrett
Founder & CEO
ORAM Corporate
Advisors

Alison Borrelli
Realtor
Berkshire Hathaway Home
Services Commonwealth
Real Estate

Mary Crane
Owner
Mary Crane Properties

Seana Gaherin
Owner
Dunn Gaherin Inc.

Christopher Kelly
Principal
Insight Partners, Inc.

Kelly Hynes McDermott
Founder & Director
Hynes Communication

Tim Nugent
Owner
The Incentive Group

Janelle Woods-McNish
*Managing Director,
Community Impact*
Trustees of Reservations

CORPORATORS

John Antonucci
Superintendent
Duxbury Public Schools

Kristen Atwood
Founder
Ripples of Hope

Suzanne Bandanza
Principal
Kerivan-Lane Oil

Ryan Barrett
Founder & CEO
ORAM Corporate
Advisors

Scott Bock
President & CEO
Riverside
Community Care

Alison Borrelli
Realtor
Berkshire Hathaway Home
Services Commonwealth
Real Estate

John Buckley
Broker/Owner
Jack Buckley Realty

Joseph Campanelli
President & CEO
Needham Bank

Lennox Chase
Founder & Owner
Chase Legal Services

Robert Cicerone
Associate Professor
Bridgewater State
University

Mary Crane
Owner
Mary Crane Properties

William Darcey
President & CEO
Provider Insurance
Group

William Day
Retired Executive
Needham Bank

Seana Gaherin
Owner
Dunn Gaherin Inc.

Anne Giovanoni
VP, Corporate Counsel
Alkermes, Inc.

James Healy
*Deputy Executive
Vice Chancellor*
UMass Medical School

Arthur Howe
President
Howe Associates/
Marketing Design

Christopher Kelly
Principal
Insight Partners, Inc.

Christopher Lynch
President
Marshall Industries

Kelly Hynes McDermott
Founder & Director
Hynes Communication

John McGeorge
Chairman of the Board
Needham Bank

Tom McInerney
Owner
Relaxin Custom
Embroidery

Paula McLaughlin
Director of Advancement
Hale Reservation

John Morris
Managing Partner
Crestwood Advisors

Tim Nugent
Owner
The Incentive Group

Francis Orfanello
Operating Partner
One Rock Capital
Partners

Richard Quincy
President
Quincy & Co.

Edward SalmonRace
Rock Capital

Mark Whalen
Retired CEO
Needham Bank

Janelle Woods-McNish
*Managing Director,
Community Impact*
Trustees of Reservations

OUR BRANCHES



ASHLAND

41 Front Street
Ashland, MA 01721



DEDHAM

402 Washington Street
Dedham, MA 02026



DOVER

60 Centre Street
Dover, MA 02030



MEDFIELD

520 Main Street
Medfield, MA 02052



MILLIS

857 Main Street
Millis, MA 02054



MISSION HILL

1457 Tremont Street
Boston, MA 02120



NATICK

17 West Central Street
Natick, MA 01760



NEEDHAM

1063 Great Plain Avenue
Needham, MA 02492



WELLESLEY

458 Washington Street
Wellesley, MA 02482



WESTWOOD

341 Washington Street
Westwood, MA 02090

