

Directors and Management

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Senior Management Team

James C. Garvey – *President & Chief Executive Officer*

Larissa C. Thurston – *Chief Operating Officer & CFO*

Thomas J. Seymour – *EVP, Lending*

Nabil M. Farooq – *SVP, Senior Commercial Lending Officer*

Sherrie L. LeBoeuf – *SVP, Human Resources*

Christopher J. Mancini – *SVP, Technology & PMO*

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Anthony J. Battista – *VP, Marketing*

Officers

Sarah A. Day – *VP, Commercial Loan Officer*

Melissa M. Eagles – *VP, Real Estate Lending*

Armand A. Fernandez – *VP, Senior Small Business Loan Officer*

John M. Hendrikse – *VP, Indirect Lending*

Christine G. Monteiro – *VP, Market Manager*

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Cynthia J. Clark – *AVP, Compliance*

Dean A. Harris – *AVP, Consumer Lending*

Keiran P. Holahan – *AVP, Finance Manager*

Nikole L. Nolle – *AVP, Branch Manager*

Heidi Pierce – *AVP, Member Service Center Manager*

Eileen B. Potter – *AVP, Accounting*

Giuseppe Veglia – *AVP, Collections*



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Marlborough, Hudson,
Northborough & Westborough



2017 Annual Report



**st. mary's
credit union**

VALUE. INTEGRITY. CONVENIENCE.

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President's Message

During 2017 St. Mary's Credit Union upgraded to a new data processing system. I was pleased that when the upgrade took place in early October, it was smooth and members' reactions were positive. Our new system offers improved security with thumbprint recognition and "Guard You

Card" which allows members to freeze and unfreeze their debit cards to prevent unauthorized usage. Through our upgraded technology, members with checking accounts and direct deposits are also eligible to receive their payroll deposits up to two days earlier than their normal pay date.

Our new system also offers a better online and mobile banking experience. And with its open architecture design we can now create new products and deliver them to our markets faster than ever. We will soon offer a brand new checking account that is designed to meet the needs of busy "on-the-go" people. It will be launched in June, 2018.

Along with new products coming in 2018 – we will also be introducing a new convenience service – Instant Issue debit cards. Through this service St. Mary's Credit Union will have the capability to issue new debit cards and replace lost or stolen cards instantly. No more waiting five to seven days for a replacement card!

Along with our successful technology upgrade – the year 2017 was a year of strong financial performance. Assets at year-end were \$833.9 million. Total deposits were \$610.6 million at year-end 2017 and loans totaled \$654.4 million. Our

capital ratio, which is a key indicator of financial strength, ended the year strong at 10.29%.

Our growth strategy continues to emphasize convenience while allowing members to bank wherever, whenever and however they choose. Our network of 30,000 surcharge-free ATM's ensures members' access to cash wherever you travel. To achieve growth we are also launching an exciting new data analytics initiative which will identify opportunities to deepen relationships with existing members. In addition, we are evaluating opportunities to expand our branch network in 2018. We are also committed to growing our loan portfolio during 2018 while maintaining overall loan quality.

During 2017 we saw continued growth within our commercial loan portfolio. Business loans grew by 12% in 2017, and we are projecting growth of more than 20% in 2018. Along with business loans, we also attracted some very strong deposit relationships. For the third consecutive year in 2017, St. Mary's Credit Union was again the number one SBA credit union lender in Massachusetts.

I would like to thank all of our members who have entrusted their banking relationship to St. Mary's Credit Union. I invite anyone who has not yet discovered the extraordinary convenience and great value that we offer – to give us a look.

Sincerely,
Jim Garvey

Comparative Financial Highlights (unaudited)

	2017	2016	\$ Change	% Change
Total Assets	\$833,885,715	\$809,631,816	\$24,253,899	3.00%
Total Loans - Net	\$654,379,952	\$629,946,408	\$24,433,544	3.88%
Total Cash & Investments	\$158,350,618	\$159,116,027	\$(765,409)	-0.48%
Total Deposits	\$610,601,119	\$592,937,863	\$17,663,256	2.98%
Total Capital	\$84,097,802	\$79,148,751	\$4,949,051	6.25%
Net Income	\$4,136,256	\$4,294,383	\$(158,127)	-3.68%
Loan Originations	\$201,153,803	\$212,262,976	\$(11,109,173)	-5.23%

Loans

	Number Granted	Dollars Granted
Direct & Indirect Consumer Lending	5,710	\$109,111,186
Fixed and Adjustable Rate Mortgages	243	\$60,190,696
Home Equity Lines and Loans	252	\$20,506,950
Member Business Loans	72	\$11,344,971
TOTAL	6,277	\$201,153,803