

CHAPTER XII

BANKS

BANK OF NEW HAMPSHIRE

As recorded in Volume III of the *History of Jaffrey*, the Monadnock Banks continued to operate independently under the same roof through 1973. The plan to merge Monadnock National Bank and Monadnock Savings Bank began in 1974 and was not finalized until the fall of 1976. The new bank was called the Monadnock Bank. The officers at that time were:

President Donald E. Proctor
Vice-President Gerald A. DeGrandpre
Treasurer Robert W. Allen
Assistant Vice-President Joseph F. Stefanski
Assistant Vice-President Patricia T. Sawtelle

Over the next several years the bank continued to grow, both in asset size and personnel, hence plans for a major expansion were formulated.

A longtime Jaffrey resident, Bissell Alderman of Alderman & MacNeish, an architectural and engineering firm of West Springfield, Massachusetts, was hired to draw up plans for a major renovation/addition that more than doubled the bank's floor space.



Bank of New Hampshire (formerly Monadnock Bank)

The work was done by Hutter Construction Company of New Ipswich, beginning in October 1978 and completed in August 1979. With its new quarters, the bank continued to grow and serve its community in a very positive manner. As a result of this growth, branch offices were opened in Rindge and Troy in 1979 and 1980 respectively.

The strong leadership provided by President Donald E. Proctor contributed greatly to the overall growth of the bank. In December 1981 Proctor retired after nearly 25 years as president of Monadnock National Bank, Monadnock Savings Bank, and the Monadnock Bank. Most customers would agree that he was the major reason the bank became known as "The Friendly Bank."

In 1982, when ATMs were fairly new on the scene, they were installed at various locations throughout the bank's service area. The machines were not widely accepted at first but slowly grew to be user friendly to the point that one can be found on just about any corner.

In banking circles, reaching an asset size of \$100 million was considered a significant feat. The Monadnock Bank reached this milestone in 1986.

In 1987 Monadnock Bank reached an agreement with Cheshire Financial Corporation to become an affiliate. This transaction was completed in May 1988, leaving the bank as an independent subsidiary of Cheshire Financial Corporation. The Monadnock Bank continued to operate in this fashion up through most of 1993.

In late 1993 Cheshire Financial Corporation merged its three banking subsidiaries, Cheshire County Savings Bank, the Monadnock Bank, and the Valley Bank of Hillsborough into one bank. At this time the Monadnock Bank became a branch office of Cheshire Financial Corporation (CFX), which has its main office in Keene, New Hampshire. The final board of directors and slate of officers at the time of merger were:

DIRECTORS

| | |
|---------------------|--------------------|
| Robert W. Allen | Eugene E. Gaffey |
| Peter J. Baxter | Robert C. Henneman |
| Christopher V. Bean | D. Glyn Millard |
| Delcie D. Bean | Walter R. Peterson |

| | |
|---|-------------------|
| Reynold A. Belletete | Howard A. Roberts |
| David S. Foote | David B. Walters |
| Charles H. Griswold - <i>Honorary Trustee</i> | |

OFFICERS

| | |
|-----------------------------------|-------------------------|
| President and CEO | David S. Foote |
| Vice-President | Wayne R. Gordon |
| Vice-President and Treasurer | Judith H. Avery-Dunning |

Although for the first time in 140 years the banking franchise was no longer headquartered in Jaffrey, CFX Bank remained committed to serving the local marketplace and the greater Jaffrey area.

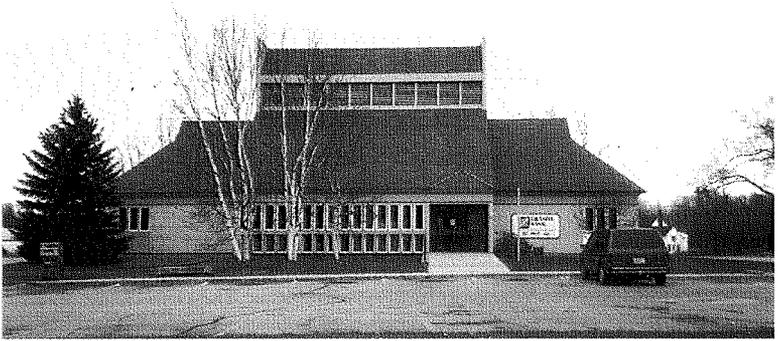
Through its endeavors to meet the credit needs of the community, including low-and moderate-income families also considerable support of such civic projects as the restoration of the steeple on the Cutler Memorial building and sponsorship of the annual Jaffrey bandstand concerts, CFX Bank earned a rating of “outstanding” from the Federal Deposit Insurance Corporation in December 1993 for its community reinvestment performance.

Bank of New Hampshire merged with CFX in 1998 to become the largest community bank in the state with approximately \$4 billion in assets and 75 full-service banking offices throughout New Hampshire. The bank is headquartered in Manchester and has more than 1,100 employees. R. Scott Bacon has been president and CEO since 1997.

With a history dating back to 1803, Bank of New Hampshire was formed when five affiliated banks officially came together in 1991: Bank of New Hampshire-National Association, the Bristol Bank, Strafford National Bank, the Suncook Bank, and Bank of New Hampshire, Portsmouth. Today’s Bank of New Hampshire includes a network of more than 80 ATMs and offers retail, trust, and commercial banking services.

GRANITE BANK

Primary Bank, formerly known as Peterborough Savings Bank, was founded on July 26, 1859, at a meeting involving John H. Steele, George A. Ramsdell, and Daniel B. Cutter. The three met at



Granite Bank (originally Peterborough Savings Bank)

French's Tavern in Peterborough, New Hampshire, where it was decided that the area needed a new financial institution. At inception, Peterborough Savings Bank was located on the second floor of the Granite Block on Grove Street in Peterborough.

The bank enjoyed a successful start and reached the million-dollar mark in deposits in 1910. In 1983, after experiencing growth and expansion, Peterborough Savings Bank decided to open a new branch in Jaffrey. This decision was reached after extensive market research and after creating a committee of prominent Jaffrey businessmen to decide if the town could support a second bank in addition to the Monadnock Bank (now known as Bank of New Hampshire). Upon favorable results, a full-service office was opened that included an automatic teller machine, drive-up service, safe deposit area, and additional facilities. The opening of this branch in 1983 created a competitive banking environment for the first time in the history of Jaffrey. Peterborough Savings hired Gerald DeGrandpre as senior vice president to manage the office. Mr. DeGrandpre not only had substantial experience in the financial services industry, but he was also a Jaffrey native with many area contacts.

Peterborough Savings Bank converted to a stock form of ownership in 1993. Reception to the offering was overwhelming. The orders to purchase stock came in at over two and one-half times above the offering amount. In April 1995 Peterborough Savings purchased Horizon Bank and Trust that was located in Concord, New Hampshire, and after this acquisition the name of the bank

was changed to Primary Bank to reflect the geographic growth of its service area. Primary Bank operated eight full-time offices located throughout Hillsborough, Cheshire, and Merrimack counties. At the end of 1995 the bank had reached assets of over \$380 million, and during 1996 exceeded \$400 million in assets; senior management of the bank was (1996): Christopher J. Flynn, president and CEO; Bruce D. Clow, executive vice president and COO; Michael J. Janosco, Jr., senior vice president and CFO; Charles P. Monaghan, senior vice president and CFO; Elizabeth M. Rank, senior vice president and corporate secretary.

The Jaffrey office was built on Peterborough Street, adjacent to the Monadnock Shopping Plaza. The building, constructed in 1983, is a contemporary style facility that is solar-heat assisted.

The bank grew considerably after opening in 1983. The office had deposits of over \$33 million and obtained over a 30 percent share of the Jaffrey market. This was achieved by the bank's emphasis on relationship banking, a concept that provides customers with a single contact capable of servicing all of their banking needs. The Jaffrey office employed 10 people, and the branch manager was Joanne McGovern, who assumed this position in the fall of 1996. Previous branch managers, in addition to Gerald DeGrandpre, were Theresa Masiello from 1988-1991 and Robin Mazejka, 1992-1996.

Primary Bank also had a major focus in the area of business banking in the Monadnock Region. Benjamin J. Wheeler, a Jaffrey native, was responsible for business lending throughout the Monadnock Region and oversaw the bank's Small Business Administration (SBA) lending. Primary Bank was named the second largest SBA lender in the State of New Hampshire for 1995.

Further change occurred in 1998 after negotiations with Granite State Bankshares, Inc., based in Keene, led to mergers that produced Granite Bank, as the institution is now known.