

Primary Bank Update - March 2019



Hello Friends of Primary Bank,

While we do enjoy winter, it's always nice to see the mercury rise a bit on the thermometer! It's officially spring now, which means we're all able to enjoy lunchtime walks, and summer is right around the corner. The Primary Bank team always gets excited when springtime is here because it means baseball - the World Champion Red Sox and our hometown New Hampshire Fisher Cats, too!

As yet another calendar page turns, we have many things to share, including:

- Our team members and their efforts in the community
- An opportunity to meet John Mortimer of Millennium Running and learn how we played a role in Millennium's growth
- Two Small Business Success Stories - and why these two customers love the personal relationships they have cultivated with us (the feeling is mutual!)
- Tax season is the perfect time to open an IRA

Thanks for your continued support of Primary Bank.

A handwritten signature in black ink that reads 'Bill Stone'.

Bill Stone
President & CEO



In the Community



At Primary Bank, we're always excited to see our team members in the community! This month, **Joe Bator** and others took part in the [Friends of Aine](#) Gala this past Saturday, March 23. Friends of Aine performs a critical role in our community, providing bereavement services for children, and we're proud to support them.

As well, **Dallas Lagerquist** and **Bill Stone** also presented the Primary Bank Perseverance Award to Bishop Guertin senior Meredith Basta last Thursday, March 21, at the [Safe Sports Social](#) (pictured above). The Primary Bank Perseverance Award goes to a high school senior whose athletic career was cut short due to injury, but who, despite being unable to return to play, stayed engaged with their sport through the rest of the season and/or beyond. Congratulations, Meredith!



Small Business Success Story: CK Productions



We always enjoy helping small businesses plan for the future, particularly when it involves a team member who's relatively new (to us) and whose relationship skills brought a deal to light!

Ken Snow at [Body Rags Clothing Company](#) had a previous relationship with our Senior VP and Team Leader of Lending **Tom Conaton**. When Tom joined Primary Bank last fall, Ken took the opportunity to form a relationship with Primary Bank because of its personalized service and hometown feel. "(Primary Bank) offers personal, dedicated service where people actually know your name."

So far, Ken has been impressed with Primary's level of service in opening up a line of credit for him as he continues to expand his business. "As we continue to supply all kinds of different sized corporate businesses and organizations with apparel, we will need to expand. Working with Primary Bank gives us the ability to do that."



Meet Millennium Running Founder John Mortimer!



When John and Jennifer Mortimer started [Millennium Running](#), it grew from their garage to an office to their current storefront. Enter Primary Bank, which helped the Mortimers expand to their current location. Learn more by watching the video above.



Small Business Success Story: Aisling Organic Cosmetics

[Aisling Organic Cosmetics](#) was founded by Krysta Lewis, who had been sick for years - and found out that cosmetics were the culprit! The ingredients in many commercially available cosmetics were causing her to become ill. So she decided to do something about it, and founded her own cosmetics company.



Since its founding, Aisling has grown, and Krysta needed a line of credit to ensure she could fund incoming purchase orders - a common challenge for startups! Krysta ultimately decided to work with Primary Bank. "Besides Primary Bank having the kindest people on their team, we decided to go with them as they are local and could offer us a larger line of credit than other banks in the area with the lowest interest rate."

Ultimately, Krysta believes that the relationship she has with Primary Bank will allow her to continue to grow her business and fulfill her mission - a true small business success!





Tax season is the perfect time to open an

IRA

Primary Bank's knowledgeable staff will help you choose the right IRA and provide the guidance, tools and resources needed to meet your retirement goals. We offer competitive interest rates on terms from 6 months to 5 years.

