

Primary Bank Update - December 2018



Happy Holidays,

In the spirit of the holiday season, the Primary Bank Team has been out in the community supporting efforts for the Salvation Army, Toys for Tots, The Bedford Food Pantry and the Bedford Rotary Club. It's always great to give back to the wonderful community in which we work and live. As we reflect upon our accomplishments for 2018, we are excited to look ahead to 2019 and the opening our new [Manchester branch](#). Construction is moving along and we're scheduled to open mid-January.

Please read our December update for news about

- NH Small Business Administration's Emerging Lender Award
- Nick Vailas on Why Local Banking is Best for Small Business
- NHBR's Best of Business Awards
- Employee Donations to the Bedford Community Food Pantry
- Cybersecurity Resources for Small Businesses

Wishing you and your family a happy holiday season,

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

Bill Stone
President & CEO



Primary Bank Receives 2018 Emerging Lender Award from the SBA



Primary Bank was presented with the 2018 Emerging Lender Award at the [New Hampshire Small Business Administration's](#) Annual Meeting held at the Manchester Country Club in early December. This recognition is for the volume of loans processed under the 7A guarantee program in the SBA's fiscal year ending September 30. Primary Bank attained this Emerging Lender status recognition for closing 30 loans for a total dollar amount of \$9,800,000 during the fiscal year. This is an impressive accomplishment in just over 3 years of operation, and we congratulate the entire Primary Bank Team.

Bill Stone, President & CEO, Joe Bator, EVP, Senior Lender and Scott Kingsley, VP, Commercial Loan Officer are shown accepting the Award for Primary Bank. Wendell Davis, Regional Administrator and Greta Johansson, District Director, Small Business Administration NH presented the award.



Local Banking is Best for Small Business

Nick Vailas, Member of the Board of Directors for Primary Bank and Founder of the New Hampshire Ambulatory Surgical Center, discusses why a local community bank is best for small businesses in New Hampshire.



Vote for Primary Bank in the BOB Awards!

Primary Bank is excited to announce our nomination for a [2018 BOB Award!](#) New Hampshire Business Review's BOB (Best of Business) Awards recognize the best New Hampshire companies in more than 80 business-to-business categories, as chosen by readers.



Please consider voting for Primary Bank as Best Local Bank for Small Business (question #29) and Best Local Bank for Commercial Lending (question #31). We also encourage you to vote for other local businesses who provide excellent service. A BOB Award is a true measure of client satisfaction and an honor for any business in New Hampshire. [Please Vote Today!](#)



Employee Donations to the Bedford Community Food Pantry

For the month of November, Primary Bank employees held an internal food drive to collect highly needed items for the [Bedford Community Food Pantry](#). Food insecurity is a growing concern across the nation and right here in our own community. Right now, here in Bedford, nearly 500 of our friends and neighbors are living below the poverty line. The Bedford Community Food Pantry seeks to provide access to adequate food for residents of Bedford and children in the Bedford School District who are food insecure. If you are interested in donating, volunteering or organizing a food drive, please call 603-867-1445 or email bedfordnhfoodpantry@gmail.com.



Primary Bank's Virginia Longland, AVP, Branch Manager and Joe Bator, EVP, Senior Lender presented the employee donations to George Reese, Director of the Bedford Community Food Pantry.



FTC Offers Free Cybersecurity Resources for Small Businesses

The Federal Trade Commission (FTC) launched national initiative to educate small business owners about cybersecurity threats and defenses. The [new website](#), was created in cooperation with the US Department of Homeland Security (DHS), the National Institute of Standards and Technology (NIST), and the Small Business Administration (SBA). It includes cybersecurity basics and best practices including the NIST cybersecurity framework for SMBs, and covers security threats, such as phishing, ransomware, email spoofing, and tech support scams.

