

Primary Bank Update - May 2019



Hello Friends of Primary Bank,

Once we make it through winter, it seems like the calendar pages really start to fly by. We are excited for all that spring holds. There has already been a great deal of activity within our two branches, and the Manchester location is proving to be even more convenient for some of our business clients.

There have been many exciting changes here at Primary Bank in recent months, and we wanted to share some of those with you, including:

- A new team member at the helm of our Bedford office;
- A client whose business is positively impacting the environment;
- An employee's commitment to the community - and another award she received.

Thanks for your continued support of Primary Bank.

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

Bill Stone
President & CEO



Meet Bedford Branch Manager Beth O'Brien

If you have been to the Bedford branch in recent months, you have no doubt seen some new faces! One of these is **Beth O'Brien**, who comes to our Bedford branch after working for larger banks in the area.

A native of Massachusetts who now resides in Merrimack, Beth enjoys the opportunity to work at a true community bank. "Because I have two young children, it is important for me to give back to our community. Working at a community bank allows me to positively impact small businesses and help them grow, and also gives me the chance to volunteer within the community."



Community-focused employees like Beth allow us to fulfill our mission, too. If you have not taken the opportunity to welcome Beth in person, stop by our Bedford location and introduce yourself!



Small Business Success Story: Green Collar Laundry



Years ago, **Green Collar Laundry** was founded when its owners, Allen and Cheryl Grinnell, were looking for a recession-proof business. They happened to drive by a laundromat for sale in Derry, NH, and, as they say, "the rest is history."

The Grinnells had no experience in the laundry business, except for using one when their washer at home was down. Their desire was to create an environmentally friendly laundromat - something different from typical perceptions. With backgrounds in the environmental fields, it was critical that the company be "green" - and because Allen is from Derry, it needed to be a community-oriented business that provided personalized service.

In 10 years in business, they have developed a successful unique brand and formula for the business. There was one problem: they did not own the building. They came to Primary Bank with this quandary, and our lending team, led by Scott Kingsley, helped them find a solution. "During the construction process, Primary afforded us the flexibility to get our subcontractors paid in a timely manner, assuring project completion and schedule goals were met," said Cheryl. "A bigger bank may not have been able to respond as quickly to our project needs."

The security and personalized service of working with Primary has the Green Collar team's mind on expanding their footprint to the Seacoast. Cheryl is enthusiastic about working with Primary: "Our experience with Primary has been one of our best banking experiences to date!"

We thank the Grinnells for their trust in us. Success stories like these are why we exist, and we are always excited to hear them!



Primary Bank In the Community: Dallas Lagerquist Receives United Way Co-Chair Award

Many of our employees generously donate to the United Way, and the donations they make allow for important services to be provided. However, we have one employee whose efforts go above and beyond.

Business Development Officer **Dallas Lagerquist** has been extremely involved with the Granite United Way Southern Region, and was named the Granite United Way's Volunteer of the Year last year for her work on both their Employer Campaign committee and the Employee Campaign at Primary Bank, for which she doubled the dollars raised in 2018.



Late last month, Dallas was recognized along with Mike Liccione of Comcast for their work to co-chair the Southern Region's Employee Campaign. Pictured L-R are Dallas, G UW President and CEO Patrick Tufts, and Liccione. Congratulations on the award, Dallas, and thank you for all you do for our community!

