

STATEMENTS OF FINANCIAL CONDITION

ASSETS (in 000's)	As of 12/31/18	As of 12/31/17
Cash and Due from Banks	\$ 15,918	\$ 18,458
Federal Funds Sold	25	25
Investment Securities	21,420	26,920
Loans Receivable	384,306	375,472
Less: Allowance for Credit Losses	3,066	3,381
NET LOANS	381,240	372,091
Bank Premises and Equipment	5,023	5,345
Cash Value of Bank-Owned Life Insurance	11,300	11,066
Accrued Income and Other Assets	6,900	7,742
TOTAL ASSETS	441,826	441,647
LIABILITIES & RETAINED INCOME		
Deposits	\$ 338,459	\$ 343,099
Mortgagors' Escrow Accounts	7,238	7,008
Advances and Borrowings	40,000	37,234
Reserve for Unfunded Credit Commitments	100	100
Accrued Expenses and Other Liabilities	10,496	10,498
TOTAL LIABILITIES	396,293	397,939
Retained Income	45,533	43,708
TOTAL LIABILITIES & RETAINED INCOME	441,826	441,647

STATEMENTS OF INCOME

Interest and Dividend Income	\$ 16,003	\$ 14,950
Interest Expense	1,590	890
NET INTEREST AND DIVIDEND INCOME	14,413	14,060
Provision for Loan Losses	(250)	10
Net Interest Income after Provision for Loan Losses	14,663	14,050
Non-Interest Income	2,112	2,326
Non-Interest Expense	14,623	14,511
INCOME BEFORE INCOME TAXES	2,152	1,865
Income Tax Provision	408	2,365
NET (LOSS) INCOME	1,744	(500)

OFFICE LOCATIONS

MAIN OFFICE	33 Broad St, Milford
WOODMONT	259 Merwin Ave, Milford
DEVON	205 Bridgeport Ave, Milford
POST RD EAST	1455 Boston Post Rd, Milford
POST RD WEST	295 Boston Post Rd, Milford
STRATFORD	3651 Main St, Stratford

HEADQUARTERS - LENDING OFFICE

9 Depot St, Milford, CT 06460

LOAN PRODUCTION OFFICE

142 Temple St #208, New Haven • 203-785-9148



ATMs

MILFORD	33 Broad St 119 High St (Drive-up) 300 Seaside Ave (Hospital Lobby) 259 Merwin Ave 205 Bridgeport Ave 1455 Boston Post Rd (Drive-up) 295 Boston Post Rd (Drive-Up)
STRATFORD	3651 Main St

STRATFORD

3651 Main St



2018

ANNUAL REPORT



THE MILFORD BANK
Always There.

A Message from our President



Susan L. Shields
President & CEO

As The Milford Bank continued to provide superior, personalized banking products and services throughout Milford, Stratford and other nearby communities we serve, the Bank enjoyed a solid year that illustrates its financial strength and positions it for even greater success going forward.

Total assets ended 2018 at \$441.8 million and deposits totaled \$345.7 million. Our lenders were busy writing loans; our loan portfolio grew to \$381.2 million, an increase of over \$9.0 million. Our earnings improved markedly to \$1,744,000. In comparison to 2017's results, which were punctuated by changes in the tax law that drove our earning down to loss of \$500,000, our annual net income increased by \$2,244,000. Even pre-tax, we performed better in 2018 with \$2,152,000 in earnings compared to \$1,865,000 in 2017, a 15% increase year over year. Capital stands at \$45,533,000 and the Bank retains the highest regulatory capital rating of "well capitalized".

Our commitment to the communities we serve is as strong as ever. We remain active members in the community and are committed partners with our customers. Our employees continue to volunteer countless hours to charitable endeavors. Additionally, in 2018, the Bank contributed approximately \$135,000 to various organizations in Milford and Stratford. The Bank also contributed \$25,000 to The Milford Bank Foundation which, in turn, awarded nearly \$16,000 in grants to 18 community groups. We really do make a difference in the communities we serve.



There's a saying that goes "everyone loves a good challenge"; well, we're no different. We enter 2019 ready to tackle the challenges of new customer acquisitions that will allow us to grow our deposit customer base. That, in turn, allows us to fund new loans, provide growth to our balance sheet and further support the communities we serve. The common denominator to successfully taking on these initiatives will be our reliance on our legendary customer service working in tandem with offering relevant digital solutions and technology. This is not your father's bank any more. People want to bank on their phones, move money between themselves seamlessly, and apply for a mortgage without ever coming into a bank. We balance the need for exemplary personalized service with the speed and efficiencies digital offerings bring. We believe the relationships we've developed matter. We want to be a trusted advisor to and a partner with our customers. As we look to 2019, we will further develop and leverage our digital side, while simultaneously keeping our branches fresh and staffed with employees who are focused on finding the right solution to meet our customers' needs. We are poised for the future and look forward to what it holds for us.

Thank you for your business, for your continued support, and for believing community banks like ours make a difference.

OFFICERS OF THE CORPORATION

as of December 31, 2018

- Susan L. Shields** President and Chief Executive Officer
- Jorge A. Santiago** Executive Vice President • Branch Administration
- Michael A. Capodanno** Senior Vice President • Chief Financial Officer and Treasurer
- John F. DaRin** Senior Vice President • Commercial Lending
- Ann Marie C. Lenart** Senior Vice President • Human Resources & Corporate Secretary
- Paul M. Mulligan** Senior Vice President • Retail Lending
- David A. Wall** First Vice President • Chief Information Officer
- Robert J. Cannon Jr.** Vice President • Senior Credit Analyst
- Michael A. Dawid Jr.** Vice President • Controller
- Patricia M. Gallagher** Vice President • Manager, Stratford Office
- Mark J. Gruttadauria** Vice President • Business Development Officer
- John Kuehnle** Vice President • Infinex Financial Advisor
- Lawrence R. Leete III** Vice President • Commercial Lending
- Celeste M. Lohrenz** Vice President • Group Manager, Main & Post Road West Offices
- Sharon R. MacKenzie** Vice President • Manager, Loan Servicing
- Lynda J. Mason** Vice President • Manager, Woodmont Office
- Nora D. Paige** Vice President • Manager, Operations Department
- Paul M. Portnoy** Vice President • Commercial Lending
- Craig W. Smith** Vice President • Compliance/Enterprise Risk Officer
- Lynn A. Viesti Berube** Vice President • Marketing/Communications Specialist
- Janet K. Harrison** Assistant Vice President • Manager, Post Road East Office
- Pamela A. Reiss** Assistant Vice President • Manager, Devon Office
- John J. Bailly** Assistant Treasurer • Information Technology Manager
- Nancy E. Senk** Assistant Corporate Secretary • Executive Secretary to the President

BOARD OF TRUSTEES

- Leo P. Carroll, Chairman
- David B. Rubin, Vice Chairman
- James R. Beard
- Samuel S. Bergami Jr.
- David J. Esposito
- Raymond A. Macaluso
- Kevin C. McGrath
- Carol A. McInnis
- Joseph Pelaccia
- Susan L. Shields
- DeForest W. Smith
- Beverly K. Streit-Kefalas
- Joy Topazian Moore

ADVISORY BOARD MEMBER

- Barbara Lisman

CORPORATORS

- Joseph M. Agro Jr.
- Andrew Apicella
- Matthew J. Arciuolo Jr.
- Glenn D. Beck
- Carl G. Bulgini III
- Gerardo W. Burdo
- George J. Canevari
- Christopher B. Carveth
- Max S. Case
- Thomas J. Cody Jr.
- Steven A. Culmone
- James J. D'Amato
- Mary Dean
- Tina DeNapoles
- L. Kenneth Fellenbaum
- Lloyd N. Friedman
- Harry J. Garafalo
- Anthony S. Giannattasio
- John A. Harkins
- Lisa A. Hazelton
- Paul A. Hoffman
- Gary M. Johnson
- Bernard F. Joy Jr.
- Ann L. Loesch
- Thomas B. Lynch
- Joseph J. Mager Jr.
- William B. Maley Jr.
- Christian McInnis
- Richard C. Meisenheimer
- Scott G. Moulton
- David C. Novicki
- Ray S. Oliver
- Gary L. Opin
- Paul L. Otzel
- Michael J. Paolini
- David N. Rodriguez
- Cyrus Settineri
- Brian P. Skinner
- Winthrop S. Smith Jr.
- James B. Stirling
- Eric A. Tashlein
- James R. Wilson