

### President's Message



Peter F. Crosby,  
President & CEO

2006 will be another very busy year at Passumpsic Savings Bank. In January, we held our annual employee retreat. This day provides an opportunity for all staff to work together on ways to further strengthen our commitment to quality customer service and provide their input on the future of our organization. It is always a very positive day.

This year we are busy planning our new office in Newport. The office will be located on the Causeway at the former site of the city garages. This new facility will replace both our existing Newport offices. The new building will have more combined space, offer increased drive-up capacity including a drive-up ATM and ample parking. We look forward to this office improving overall convenience for our customers.

Improving Financial Literacy in our area is one of our primary commitments. This past year, the Bank sponsored two series on Financial Literacy with Gilman Housing Trust Neighborworks® Homeownership Center. We will once again sponsor the Financial Literacy series for the Homeownership Center in Lyndonville and Newport to be scheduled in the Spring and Fall.

*We maintain the highest level of security with the information you entrust to us.*

Another area of concern is information security. With all the attempts being made to obtain your personal and financial information through the Internet, over the phone, and through the mail, it is of utmost concern to the Bank that we maintain the highest level of security with the information you entrust to us. Additionally, you need to be very alert to schemes that look to be too good to be true when it comes to anything financial. We will make a commitment to keep you informed on financial scams and also on ways to protect your personal information.

### New Year's Resolution:

### Ten Tips for Organizing Your Finances

The American Bankers Association Education Foundation offers the following suggestions for getting financially fit.

- 1. Order a copy of your credit report.** Start off the New Year by reviewing your credit history for mistakes or signs of identity theft. For a thorough review, check with all three credit-reporting agencies since there may be some variations in each file. This should be done at least once a year.
- 2. Pay yourself first.** Determine in advance how much money you plan to keep a month. If you wait to see what's left over, you are less likely to save for the future.
- 3. Set a realistic budget and goals.** Keep monthly records of your spending so you'll spot places where you can save. Do you want to own a home? Save for a college fund for your kids? Write down your goals and create a plan to achieve them.
- 4. Get organized.** Keep ATM receipts, bills, and tax records organized in labeled files to help you stay on track with your budget and make it easier when it's time to pay bills.
- 5. Understand the difference between needs and wants.** It's easy to justify buying anything. Be honest with yourself. Do you really need that new TV or a new pair of shoes?
- 6. Make a resolution to get out of debt.** Pay off credit cards with the highest interest rate while paying at least the minimum balance on low/no interest credit cards.
- 7. Shop around.** Compare prices and be selective to get the best prices, services, products, locations and lowest fees for credit cards, bank accounts, mortgages and certificates of deposit (CDs).
- 8. Protect yourself.** Don't be a victim of fraud or identity theft. Guard your credit card numbers. Buy a shredder so you can dispose of statements, receipts and bills.
- 9. Pay your bills on time.** Stay in control of your finances. It's important to maintain a good credit rating by paying your bills on or before the due date.
- 10. Read your bills and statements each month.** Pay attention. This helps you to know your spending habits and alerts you to any fraud or mistakes in your account.

#### CREDIT REPORTS

Trans Union Credit Services  
1(800) 916-8800

Equifax Credit Services  
1(800) 685-1111

Experian Credit Services  
1(888) 397-3742



## Diamond Hill Store



Tom Beattie, Co-owner  
Katie DeMasi, Sales Associate

Four years ago Tom Beattie and John Dauteuil undertook a major renovation of a historic building in Danville. With hard work and very creative personalities, Diamond Hill Store was born. Sitting across from the Danville Green on Route 2 the Diamond Hill Store is a plethora of stimuli for the senses. Your eyes don't know where to go first, the beautiful antiques in the front window, the bright ceramic dishes and collectibles, the Porter Music boxes or the wine room. Maybe your taste buds will draw you to the back room, filled with items you'd be hard-pressed to find even in the mega-chain grocery stores.

Tom and John are on a constant mission to fill their store with unique items. Their diverse selection of goods is what makes this General Store one of a kind. They believe that a commitment to rural towns like Danville will keep Vermont Vermont. Passumpsic Savings Bank is committed to helping small businesses invest wisely, right here at home.

### Not Your Typical General Store

#### Hours:

Monday – Saturday, 10:00am-6:00pm

Sunday, 12:00-4:00pm

## Investment Management Division Continues to Grow Both in Assets and Staff

The Investment Management Division, now in its seventh year of business, has continued to grow assets under management in client portfolios. With this continued success, we have taken the opportunity to add a new portfolio manager to create more depth and to further enhance our capabilities.

We are pleased to announce that Thomas Couture has joined the staff of the Investment Management Division in the position of Investment Officer. Tom brings with him multiple years of experience as a registered representative with the investment firm of Edward Jones located in Barre, VT. His main



Tom Couture,  
Investment Officer

responsibilities will focus on management of personalized portfolios and securities trading.

The Investment Management Division offers a wide variety of services to individuals, businesses and organizations. The Division provides personalized

portfolios utilizing the equities and fixed income securities markets managing varying degrees of risk and potential for growth.



### Employee of the Year

Joyce Schartner in the Customer Information Systems Department was named 2005

Employee of the Year at the Annual Employee Recognition Banquet held this past October. This award recognizes an employee who has gone above and beyond the call of duty throughout the year. Her fellow employees nominated Joyce.

Joyce joined the bank in 1988 as a Deposit Services Specialist and became Deposit Services Supervisor in 1994. As employee of the year, she received a paid day off and a gift certificate to her favorite restaurant. In addition, a donation was made on her behalf to the Susan B. Komen Breast Cancer Foundation. Thank you, Joyce, for being a part of our team.

## Recycling Program

Passumpsic Savings Bank shares our community's strong desire to protect and preserve the environment. The bank started a recycling program in 1997 and since then we have shred 136 tons of paper. All confidential materials are shredded on site once a month and shipped to recycling centers. The bank also recycles fluorescent light bulbs, magazines and catalogs. We also take pride in the InkBank Program, an initiative where people can receive between \$1.00 and \$8.00 when they turn in used ink cartridges for recycling. Passumpsic Savings Bank's used ink cartridges have been donated to Northeast Kingdom Youth Services, helping it raise over \$300 between April '04-April '05. Recycling and protecting the environment is one way we can make the future better for all of us.

## Fan Club

#### UPCOMING TRIPS:

**Bennington, VT** August 4, 2006  
Bennington Museum, Bennington Pottery Factory, lunch

**Christmas in New York** December 11-14, 2006  
Broadway Show, Times Square Hotel, UN Tour, Top of the Rock Observatory and much more.

Contact Erica Perkins for more information at (802) 751-4227.



Sedona, AZ  
Fan Club trip  
enjoying the  
Grand Canyon.

From the left:  
Karen Poll,  
Marjorie Vance,  
Mary Keach,  
Mary Stanton

## Continuing Education for Employees

Passumpsic Savings Bank is committed to supporting continuing education for its employees. The Bank assists employees by offering the opportunity to attend classes through Northern New England Center for Financial Training (NNECFT). NNECFT offers professional continuing education programs in partnership with Northern New England financial institutions and their employees. They deliver a high standard of educational programs while promoting personal growth through professional development.

Furthermore, Passumpsic Savings Bank sponsors employees who want to expand their banking knowledge. Dawn Stone, Senior

Service Representative – Lyndonville, serves as a committee member for NNECFT. Her responsibilities include recruiting instructors to teach classes that aid in the completion of certificates and diplomas. Dawn reports that in 2005, 44 Passumpsic Savings Bank employees attended 23 different classes. Additionally, 5 bank staff members served as instructors for 7 different classes. The bank is proud of its employees, and their commitment to continuing education as well.