



**Savings Bank
of Danbury**

Yesterday, Today, and Tomorrow.
2 0 2 3 A N N U A L R E P O R T



*Total assets
increased
by 12%, total
deposits
increased
by 15%.*

Letter from the President

Each year is unique with its own set of challenges and opportunities – technology and innovation, increasing competition, regulatory complexity, and evolving customer expectations – to name a few. Early in 2023 we saw the failure of Silicon Valley Bank, Silvergate Bank, and Signature Bank, which caused customers to question the safety of their deposits. At the same time, the Federal Reserve continued to increase interest rates to try to control rising inflation, which resulted in lower loan demand, deposit competition, and narrower net interest margins. Successes in 2023 included exceeding the \$1.5 billion asset mark, receiving strong marks on the State Exam and FDIC Compliance Audit, employee growth of 15%, expansion of our coverage area, an increase of 23% in Foundation grant applications, and progress of strategic digital transformation initiatives. I attribute the Savings Bank of Danbury’s resilience and success during these challenging times to adhering to our mission of “People Serving People.” A mission that remains true today, as much as it was in 1849, when the Bank was established.



Sincerely,

A handwritten signature in blue ink that reads "Martin G. Morgado". The signature is fluid and cursive, written over a white background.

Martin G. Morgado

President and Chief Executive Officer

COMMUNITY DEVELOPMENT ACTIVITIES

We are proud of our continued commitment to the communities where we work and live. Our sponsorships and volunteer efforts provide a vital lifeline to our local non-profit organizations that provide much-needed resources and support.

In fact, our Savings Bank of Danbury employees continued to dedicate a significant number of volunteer hours in 2023. Employees participated in the annual United Way of Coastal and Western Connecticut and Greater Waterbury Day of Action, and a team of employees participated in the Catherine Violet Hubbard Foundation's events Catherine's Butterfly Party and Race for Catherine 5K. We also participated in the Housatonic Habitat for Humanity Spring Clean Up.

Savings Bank of Danbury is committed to supporting local food banks and helping to alleviate food insecurity in our community, including the Greater Waterbury Interfaith Ministries and the Food Bank of Lower Fairfield County. In addition, our employees supported the United Way of Greater Waterbury Stock the Pantry Food Drive and Camping for Cans, collecting over 500 pounds of food. Savings Bank of Danbury employees volunteer monthly with the Community Food Rescue, a program of the Community Action Agency of Western Connecticut that provides seniors with groceries and fresh produce.

Mentoring plays an important role at Savings Bank of Danbury. Some of the programs involved include Danbury School and Business Connection, Danbury

Youth Services Summer Employment Program, Women's Mentoring Network, Waterbury Boys and Girls Club, and Junior Achievement.



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FOUNDATION

In 2004, we established the Savings Bank of Danbury Foundation to support local non-profit agencies that reflect the core values of the Bank. The Foundation provides grants to support a wide range of initiatives and programs in the areas of Affordable Housing, Arts and Culture, Community Services and Economic Development, Education, and Health and Human Services.

We are pleased to announce that in 2023, the Savings Bank of Danbury Foundation increased donations by 8% over 2022 to 113 deserving agencies in our local communities.

The Savings Bank of Danbury Foundation (SBD Foundation) is administered by a committee of Savings Bank of Danbury Corporators, Directors, and Bank Officers. We encourage non-profit organizations in our communities to apply for financial grants. In reviewing applicants, we are in awe of all they do to improve the quality of life in the communities we serve.

We recognize that as a community bank it is important for us to do more than provide quality banking services we must also be good neighbors and citizens and give back.

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Savings Bank of Danbury Foundation grants in 2023:

Affordable Housing

Amos House Inc.
Association of Religious Communities (ARC)
Capital for Change, Inc.
Family & Children's Aid
Housatonic Habitat for Humanity
Housing Development Fund Inc.
NEST
New Milford Interfaith Housing
Off The Streets
Under One Roof, Inc./The Marvin

Arts & Culture

Brookfield Craft Center
Cultural Alliance of Western Connecticut
Danbury Music Centre, Inc.
Mattatuck Historical Society
Musicals at Richter
New Milford Historical Society & Museum
The Norwalk Conservatory of the Arts
Preserve New Fairfield, Inc.
The Ridgefield Playhouse for Movies and the Performing Arts, Inc.
Stanley L. Richter Association for the Arts
Village Center for the Arts, Inc

Community Services & Economic Development

Advancing Connecticut Together (formerly CT Assoc. for Human Services)
Bedrock Credit America
Caroline Previdi Foundation
Catholic Charities of Danbury
Central Coast YMCA
Community Action Agency of Western CT
Corporation for New Milford Economic Development
Daily Bread
Danbury VITA
Dominican Community Center
Dorothy Day Hospitality House
Fairfield County's Community Foundation
FISH of New Fairfield
Friends of Newtown Community Center
Handy Dandy Handyman

HomeFront, Inc.
Laundry Love of Greater Danbury
SCORE of Western Connecticut
United Way of Coastal and Western Connecticut
Walnut Hill Community Church
Waterbury Youth Services
Wheels Program of Greater New Milford
Women's Business Development Council
Women's Mentoring Network

Education

AMBYESE
Boys and Girls Club Waterbury
Brave Enough to Fail, Inc.
Catherine Violet Hubbard Foundation
Center for Empowerment and Education
Children's Center of New Milford
Children's Community School
Danbury Grassroots Academy
Danbury Police Activities League
Danbury Student and Business Connection
EdAdvance
Human Services Council
INTEMPO
Jericho Partnership, Inc.
Junior Achievement of Greater Fairfield County
Latino Scholarship Fund
Literacy Volunteers of Greater Waterbury, Inc.
Literacy Volunteers on the Green
LVA School
McGivney Community Center
New Pond Farm Education Center
Newtown Scholarship Foundation
Norwalk Housing Foundation
REACH Western Connecticut
Regional Y of Western Connecticut
Shakespeare Productions, Inc.
SoundWaters, Inc.
Squash Haven
Stamford Museum & Nature Center
Waterbury Promise Program
Waterbury Symphony Orchestra
Youth Business Initiative

Health & Human Services

Ability Beyond
AmeriCares Free Clinics, Inc.
Ann's Place
Apex Community Center
Brass City Harvest
Camella's Cupboard
Catholic Charities of Fairfield County
Christian Counseling Center of Greater Danbury
Columbus House
Connecticut Foodshare
Connecticut Institute for Communities
Connecticut Radio Information System
Danbury Youth Services
Families Network of Western CT
Filling in the Blanks
Food Bank of Lower Fairfield County
Golden Opportunities Networks
Greater Waterbury Interfaith Ministries
Hillside Food Outreach
House of Grace Ministries
Kids in Crisis
Laurel House, Inc.
Malta House, Inc.
Newtown Youth & Family Services
Operation Vet Fit
Positive Directions for Prevention and Counseling
Regional Hospice and Homecare of Western Connecticut
Renewal House
The Rowan Center
Safe Haven of Greater Waterbury
Saint Mary's Hospital Foundation
Salvation Army- Danbury
Salvation Army- Waterbury
SilverSource
St. Vincent DePaul Mission of Waterbury, Inc.
Tiny Miracles Foundation
Waterbury ARC
Western Connecticut Home Care



HUMAN RESOURCES

Savings Bank of Danbury is proud to invest in the continuing education of our employees. We congratulate Tina Allegrezza, First VP of Human Resources, and Roberto Espinal, Branch Relationship Manager at our West Street Danbury location, as graduates of the Connecticut Bankers Association’s Connecticut School of Finance & Management’s (CSFM) Class of 2023. CSFM is the premiere management training program offered by the Association.

Rossana Coloreo, VP of Mortgage Operations, and Kathleen Hansen, VP of Learning and Development at Savings Bank of Danbury (pictured above), are graduates of Leadership Danbury Class of 2023. The Danbury Chamber of Commerce’s goal is to prepare or enhance future community leaders for positions of responsibility. Participants engage in discussions with community businesses, go behind the scenes at area establishments, build leadership skills, create a lasting network of contacts, and give back to the community with a meaningful group project.

We also recognize Kendal Joseph, Community Development Manager of our Norwalk branch, on his graduation from the Norwalk Leadership Institute and Brian Leger, First VP of Operations, on his graduation from the CBA ASPIRE Leadership Program.

Other educational programs offered to employees include the Center for Financial Training (CFT) and ABA’s Stonier Graduate School of Banking.

RESIDENTIAL LENDING

We are a local lender with deep roots in the communities we serve. Our mortgage professionals continue to offer personalized attention and support from the moment our customers apply all the way through to the closing.

We offer a robust selection of products to meet the needs of our customers in the markets we serve in Connecticut and New York.

Our full suite of lending products includes fixed-rate conforming and jumbo loans, adjustable-rate mortgages, Federal Housing Administration (FHA) loans, construction loans, and down payment assistance loans through the Bank's partner at the Housing Development Fund, in addition to our own Savings Bank of Danbury First-Time Homebuyers Program, which continues to be utilized by many of our customers to recognize the dream of home ownership.

We continue to focus on leveraging technology to improve the application process for our customers and facilitate fast, local decision-making and loan processing. These improvements have led to an average loan processing time frame of less than 30 days - to the delight of our customers!



RETAIL BANKING

In 2023, our new sophisticated Customer Care Center technology was launched, helping to better serve the needs of our customers in a more efficient manner. The Customer Care Center has helped us to quickly identify any issues and work to resolve concerns with our support teams at the Bank. This new point of contact has also helped us to refine our front-line training, further enhancing the customer experience. As we move into 2024, we will continue to look for new ways to serve our customers with alternative banking channels.

Our credit card partnership with Elan completed its first full year in the program. We saw great success in this area, expanding the relationships with our customers and bringing in new customers to the bank.

Our Student Checking product continues to help us strengthen our relationships with local schools, students, and families. Our 3.0 Good To Go product uniquely positions the Bank by rewarding students for maintaining strong grades. This account rewards high school students over 16 years of age and college students as well. Since the product launched in 2019, word of mouth continues to draw new relationships to the Bank. In the past year alone, we rewarded students with a substantial amount for exceeding the 3.0 GPA requirement. We now have an ATM at Danbury High School, and we are partnering to provide financial literacy classes, further demonstrating our commitment to financial literacy in our community.

In a rising rate environment with deposits shifting from low-rate transactional accounts, we have seen a shift in balances moving into CDs and higher yield alternatives. Customer outreach has actively taken place, leveraging our strong customer relationships to retain and grow deposits. In 2023 retail banking increased “new-to-bank” checking relationships by 8%, following the strong growth of 17% in 2022.

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COMMERCIAL

In 2023, our commercial and small business lending team had another strong year in loan originations, with the portfolio growing by 15% during the year. The commercial banking team continued to focus on financial education, having delivered seminars in local high schools and partnered with Small Business Development Center on a Spanish-speaking seminar series and a small business lending series featured on WATR radio.

The commercial team continued to focus on community lending—remaining a leading SBA lender in the state. Additionally, the Bank funded many exciting community projects, supporting industries ranging from affordable housing, food production, social services, hospitality, and manufacturing. The Bank continued to invest in personnel and processes to support the growth and risk management of the commercial area. This included staffing additions to credit, documentation, and administration.

The Commercial Banking Team continues to be heavily involved in the communities we serve, with team members holding leadership roles in many key community organizations including the Housing Development Fund, Waterbury Housing Fund, Capital for Change, Northwest Regional Workforce Investment Board, Habitat for Humanity, and the United Way of Greater Waterbury.

*Increase
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FINANCIALS

Statements of Condition

(in Thousands)

Balance Sheet	2023	2022
Assets		
Cash and Due from Bank	\$ 61,133	\$ 139,857
Securities	115,292	116,686
Federal Home Loan Bank Stock	2,918	2,918
Loans, Net	1,294,092	1,101,290
Premises and Equipment, Net	20,067	19,485
Other Assets	69,344	57,909
Total Assets	\$ 1,562,846	\$ 1,438,145
Liabilities and Capital		
Deposits	\$ 1,156,451	\$ 1,191,808
Federal Home Loan Bank Advances	195,220	55,220
Other Liabilities	19,658	15,805
Capital	191,517	175,312
Total Liabilities and Capital	\$ 1,562,846	\$ 1,438,145
Capital Ratio		
Tier 1 Leverage Capital Ratio	12.9%	12.8%
Income Statement	2023	2022
Interest and Dividend Income	\$ 66,554	\$ 52,253
Interest Expense	19,488	4,157
Net Interest and Dividend Income	47,066	48,096
Provision for Loan Losses	2,257	2,327
Net Interest and Dividend Income after Provision for Loan Losses	44,809	45,769
Non-Interest Income	7,421	11,951
Non-Interest Expense	33,780	32,951
Income Before Tax Expense	18,450	24,769
Income Tax Expense	3,741	4,967
Net Income	\$ 14,709	\$ 19,802



Savings Bank of Danbury Directors

LEADERSHIP TEAM

BOARD OF DIRECTORS

Gary W. Hawley, Chairman
 Ralph A. McIntosh, Jr., Vice Chairman
 Martin G. Morgado, President & Chief Executive Officer
 Robert J. Kornhaas, Jr.
 Donald D. Mitchell
 Giuseppe N. Pisani
 June A. Renzulli
 Christopher C. Setaro
 Dianne E. Yamin

SENIOR MANAGEMENT TEAM

Martin G. Morgado, President & Chief Executive Officer
 Kathleen Zembrzuski, Residential Lending and Compliance
 Loris Eminente, Senior Vice President, Marketing
 Maria Keeler, Senior Vice President, Digital Transformation
 Matthew Hallet, Vice President, Information Technology
 Patrick Kelley, Senior Vice President, Commercial Lending, Chief Lending Officer

Rania Nehne-Ataya, First Vice President, Chief Credit Officer

Thomas D. Iskrzycki, Senior Vice President, Director of Retail Banking

Timothy Johnston, Senior Vice President, Chief Financial Officer

Tina Allegrezza, Vice President, Human Resources

FIRST VICE PRESIDENTS

Brenda Corbo, Retail Lending
 Brian Leger, Operations
 Chad Stewart, Commercial Banking
 Mary Schmelcke, Operations
 Ralph Richards, Commercial Banking

VICE PRESIDENTS

Alex Rafoss, Cash Management
 Ana Perdigoto, Community Development Manager
 Brian Falkowski, Commercial Banking
 Charles Williams, Security/Facility Officer
 Crystol Clark, Consumer Loan Officer
 David Taylor, Information Security Officer
 Delia Espinal, Small Business Lending
 Douglas Hensal, Municipal Banking
 Gil Da Rocha, Community Development Manager

Vice Presidents continued

James Post, Commercial Banking
Julianna Sinchak, Marketing
Kimberly Karl, Commercial Banking
Linda Wagner, Deposit Operations
Lorie McCormack, Quality Control/HMDA/
CRA
Lynn Sussina, Credit Risk Manager
Penn Johnson, President/Stamford
Mortgage
Raymond Kostka, Commercial Banking
Renee Rovelli, Commercial Banking
Robert Hagan, Commercial Banking
Rosemarie Borrelli, Electronic Banking
Manager
Rossana Coloreo, Mortgage Operations
Seanne Crozier, Asset Protection, BSA
Sharon Maynard, Branch Support Manager
Stephani Hayes, Commercial Banking
Steven Ferguson, Commercial Banking
Tonya Curtiss, Customer Care Center
Manager

OFFICERS

Brien Day, Assistant Vice President, Senior
Commercial Credit Analyst
Dana Rosenbergen, Assistant Vice
President, Credit
Debbie Gnolfo, Assistant Vice President,
Branch Relationship Manager
Dori Ann Youngberg, Assistant Vice
President, Marketing Manager
Emma Cardoso, Assistant Vice President,
Branch Relationship Manager,
Farid Cabrera, Assistant Vice President,
Community Development Manager
Gretchen Barbieri, Banking Officer, Branch
Relationship Manager
James Bucko, Banking Officer, Branch
Relationship Manager
Jenny Aliaga, Banking Officer, Branch
Relationship Manager

Josylda Kopke, Assistant Vice President,
Branch Relationship Manager
Kathleen Hansen, Assistant Vice President,
Learning & Development
Kendal Joseph, Assistant Vice President,
Community Development Manager
Kerry Coelho, Banking Officer, Branch
Relationship Manager
Lynda Gustems, Assistant Vice President
Commercial Administration
Madison Kimberly, Assistant Vice
President, Branch Relationship Manager
Michael Mione, Assistant Vice President,
Technology Services Manager
Michele Grull, Mortgage Loan Officer
Nordia Brown, Banking Officer, Branch
Relationship Manager
Oxines Rene, Banking Officer, Branch
Relationship Manager
Rachtha Thach, Banking Officer, Core
Applications Administrator
Roberto Espinal, Banking Officer, Branch
Relationship Manager
Rui Figueiredo, Assistant Vice President,
Accounting Manager
Sam Morillo, Banking Officer, Branch
Relationship Manager
Savooun Buck, Branch Relationship
Manager, Banking Officer
Sherrill Fiorentino, Banking Officer,
Branch Relationship Manager
Stacy Singer, Assistant Vice President,
Community Development Officer
Trena McNeal, Assistant Vice President,
Community Development Manager
Yadir Rodriguez, Mortgage Lending
Officer



Savings Bank of Danbury Corporators

CORPORATORS

Betty M. Hensal
 Brigid E. Guertin
 Carmine J. Iapaluccio
 Charles F. Howell
 Confessor Rodriguez, Jr.
 David P. Vieira
 Douglas Polistena
 Dr. Thomas J. Koobatian
 Edward F. Ronan, Jr.
 Edward J. Kilian, Jr.
 Elias G. Hawli
 Frank P. Molinaro
 Garrett M. Palmer
 Harry C. Carey
 Harold C. Wibling
 Jackie Chan

Janice Wiggins
 Jonathan M. Soares
 Joseph Biraglia
 Joseph A. DaSilva, Jr.
 Kristen Jacoby
 Leion Gjoni
 Leroy Diggs
 Leroy Gerome Parker
 Mark D. Boughton
 Matthew J. Mitchell
 Maura Newell-Juan
 Michael Kaltschnee
 Paul Dinto
 Paul P. Scalzo
 Robert LaFlamme
 Robert S. Feinson
 Roger A. Palanzo

Roy E. Steiner
 Sandy Rankin
 Victor M. Gellineau
 Wayne A. Skelly
 Wayne J. Shepperd
 William Pizzuto

WATERBURY ADVISORY

Bernie Dzinski, Jr.
 Brian Mongelluzzo
 Eric Strachan
 Gene Fercodini
 Joseph Mengacci
 Kristen Jacoby
 Robert LaFlamme
 Thomas Hill, III
 William Pizzuto

BRANCH LOCATIONS

BETHEL	40 Grassy Plain St	203.796.7430
BROOKFIELD	154 Federal Rd	203.775.5288
DANBURY	12 Hayestown Ave	203.743.9612
DANBURY	220 Main St	203.743.3849
DANBURY	90 Mill Plain Rd	203.744.8704
DANBURY	59 Newtown Rd	203.778.7400
DANBURY	35 West St	203.797.2624
NEW FAIRFIELD	100 Route 37	203.746.7990
NEW MILFORD	314 Danbury Rd	860.210.9610
NEW MILFORD	1 Kent Rd	860.210.2114
NEWTOWN	20 Church Hill Rd	203.270.4830
NORWALK	295 Westport Ave	203.703.6666
SOUTHBURY	325 Main St South	203.262.2333
STAMFORD	2586 Summer St	203.703.6700
WATERBURY	357 Bank St	203.575.3540
WATERBURY	2084 North Main St	203.591.5524

