

DIRECTORS

Robert A. Verrengia, Chairman
Brian K. Baumann
Steven C. Erickson
George W. Hermann
Michael D. Rabbett

Gaye C. Rizzo, Secretary
Frank W. Carmon, IV
G. Duncan Harris
Beverly A. Paganelli
Michael J. Rice

OFFICERS

George W. Hermann, President
and Chief Executive Officer

Mary-Lynn Kinney, Executive Vice President
Chief Financial Officer and Treasurer

Luke D. Kettles, Senior Vice President,
Chief Loan Officer

Jeffrey P. Karam, Senior Vice President
Director of Operations, Technology and Security

Janice H. Kelley, Senior Vice President
Director of Human Resources

Nadine Barletta, Vice President, Loan Administration & Operations

Winston A. Blake, Vice President, Credit Administration
Wendy Colleary, Vice President
Commercial Lending / Business Development

Diane L. Crosby, Vice President, Controller
Michael R. Grandfield, Vice President
Commercial Lending / Business Development

Dale A. Leifert, Vice President Deposit Operations
Lori A. LePauloue, Vice President,
Residential and Consumer Lending

Michael B. Paparella, Vice President
Commercial Lending / Business Development

Anthony J. Roncaiooli, Vice President
Commercial Lending / Business Development

Maureen G. Sullivan, Vice President, Retail Operations Officer
Mark Walker, Vice President, Main Office
Community Engagement Officer

Lindsay Allen, Assistant Vice President, Granby

David DiPiero, Assistant Vice President, Compliance Officer
Harold L. Harper, Assistant Vice President, Bloomfield
Nancy Tollefson, Assistant Vice President, Granby

Tracey Bleiler, Deposit & Electronic Services Support Officer

Joanna Gould, Branch Officer, North Central Square
Michelle Hanlan, Marketing Officer

Jonathan Kozloski, Branch Officer, Suffield
Kisha Mock, Loan Operations Officer

Robin D. Myers, Branch Officer, East Windsor
Stephen O'Neil, IT Officer

Zandra M. Persaud, Branch Officer, Wilson
Janet Schmidt, Loan Servicing Officer
Marianne Schulze, Assistant Secretary
Executive Assistant to the President

Lynne Stanley, Commercial Relationship Officer



Windsor Federal

SAVINGS

*Windsor

250 Broad Street
Windsor, CT 06095
860-688-8511

*Wilson

321 Windsor Avenue
Windsor, CT 06095
860-251-6172

*North Central Square

695 Poquonock Avenue
Windsor, CT 06095
860-298-6169

*Granby

21 Hartford Avenue
Granby, CT 06035
860-653-4548

*Bloomfield

54 Jerome Avenue
Bloomfield, CT 06002
860-242-6062

*East Windsor

1 Shoham Road
East Windsor, CT 06088
860-627-0805

*Suffield

112 Mountain Road
Suffield, CT 06078
860-668-0700

*Windsor High School

50 Sage Park Road
Windsor, CT 06095

*Bloomfield High School

5 Huckleberry Lane
Bloomfield, CT 06002

Seabury Office

(Limited Service)
200 Seabury Drive
Bloomfield, CT 06002
860-242-0398

Duncaster Office (Limited Service)

40 Loeffler Road
Bloomfield, CT 06002
860-242-1054

Loan Center

270 Broad Street
Windsor, CT 06095
860-688-8511

*Automated Teller Machine location

www.WindsorFederal.com

24-Hour Telephone Banking 1-888-226-5280

Members of:

Federal Deposit Insurance Corporation
American Bankers Association
Federal Home Loan Bank of Boston
Connecticut Bankers Association
Connecticut Community Bankers Association

Statement of Condition

March 31, 2018



Windsor Federal, MHC

Windsor Federal Savings

*Neighbors Helping Neighbors
Since 1936!*

Annual Report to the Members 2018

Dear Members,

I am pleased to report that Windsor Federal Savings had a strong 2017, earning \$2.6 million for the year. Our Association incurred a one-time expense as a result of the new tax reform law passed in December; otherwise, our earnings would have been even higher. Our net interest income increased over \$1.2 million from the previous year and our assets grew to \$479 million with capital of \$55 million. Our regulator, the Office of the Comptroller of Currency ("OCC"), defines our Association as "well capitalized". At the close of the fiscal year, our total capital ratio was 16.09%; our tier 1 leverage capital ratio was 11.82%. These results keep us well positioned among our peers.

Suffield, the newest Windsor Federal Savings branch office, ended the fiscal year with over \$33 million in deposits. This branch growth exceeded our expectations and became the catalyst for Windsor Federal to open its Suffield Loan Center - not only in the same neighborhood, but also right next door to our branch office. Currently four members of our commercial lending team are conducting business out of this new loan office location. We welcomed Mike Grandfield, a seasoned commercial banker who is well respected among business and lending professionals, to our commercial lending team. Mike has an office in our Suffield Loan Center and is spearheading our commercial efforts in Western Massachusetts. Our commercial lending team originated over \$78 million in new commercial loans - a record year! Our cash management team also completed another productive year; we recently added "positive pay" and will soon be adding "lock box" to our suite of products and services.

It is our hope that the tax cut enacted in December will help to jump start our local economies. We were pleased to share our tax cut savings with our staff through a onetime bonus for our non-executive employees and raising the minimum wage for all full time employees to \$15 per hour. Windsor Federal Savings was one of the first in our community to take this initiative. It is our intent to invest the balance of the tax savings in infrastructure upgrades to our systems and facilities. We would be pleased to have other local companies follow our lead by investing their savings in their people and the communities they serve.

The guiding principle of Windsor Federal Savings is "neighbors helping neighbors" and this year we felt the need to extend our reach beyond our local neighborhoods. The hurricanes that occurred during the Fall of 2017 had a devastating impact on a number of areas of our country. I am very proud that our employees donated, and the Association matched, over \$4,000 for hurricane relief. We continued to be focused on our local communities and provided financial support to over 200 varied organizations and donated more than 4,000 employee hours to many worthwhile causes.

Windsor Federal Savings has played an important part in the growth and development of its communities for more than 82 years. As the only mutual institution headquartered in Hartford County, we are laser focused on the needs of our customers, employees, and communities and our business runs accordingly. We appreciate the continued trust that you place in us.

George W. Hermann
President & CEO

Windsor Federal, MHC and Subsidiaries Consolidated Balance Sheets March 31, 2018 and 2017

	<u>March 2018</u>	<u>March 2017</u>
ASSETS		
Cash and due from banks	\$ 7,375,196	\$ 5,467,111
Federal Home Loan Bank overnight deposits	200,370	200,061
Interest-bearing demand deposits with other banks	535,080	19,742,159
Money market mutual funds	36,711	36,373
	8,147,357	25,445,704
Cash and cash equivalents		
Interest-bearing time deposits with other banks	249,000	249,000
Investments in available-for-sale securities (at fair value)	88,180,064	94,281,029
Investments in held-to-maturity securities (fair values of \$284,438 as of March 31, 2018 and \$364,615 as of March 31, 2017)	281,667	360,553
Federal Home Loan Bank stock, at cost	949,300	959,300
Loans held-for-sale	-	464,250
Loans, net	358,202,846	320,187,638
Bank owned life insurance	13,926,113	12,104,012
Premises and equipment	5,100,012	5,503,216
Core deposit intangible and goodwill	738,616	738,616
Accrued interest receivable	1,335,503	1,247,995
Deferred income tax asset, net	1,036,774	1,122,892
Other real estate owned	-	283,142
Other assets	1,665,642	1,724,132
	\$ 479,812,894	\$ 464,671,479
LIABILITIES AND EQUITY		
Deposits:		
Noninterest-bearing	\$ 105,922,738	\$ 98,565,110
Interest-bearing	281,389,321	280,256,627
	387,312,059	378,821,737
Customer repurchase agreements	34,146,920	29,690,842
Federal Home Loan Bank advances	400,000	-
Other liabilities	2,945,714	2,481,128
	424,804,693	410,993,707
Equity:		
Retained earnings	57,084,029	54,324,909
Accumulated other comprehensive loss	(2,075,828)	(647,137)
	55,008,201	53,677,772
	\$ 479,812,894	\$ 464,671,479