Cape Light Compact JPE Executive Committee & Governing Board Meeting

DATE:

Wednesday, July 17, 2019

LOCATION:

Cape Light Compact Offices – MV Conference Room

261 Whites Path, Unit 4, South Yarmouth

TIME:

2:00-4:30 p.m.

AGENDA

2:00 PM

Public Comment

Approval of Minutes: June 12, 2019

Chairman's Report: Introduce Treasurer to Report on Uninsured Cash Balance. Presentation, By Glivinski & Associates, Discussion and Potential Vote

Financial Reports, Peter Cocolis

Administrators Report

Open Session Vote on entry into Executive Session pursuant to M.G.L. c. 30A §21(a)(10, (3) and (10) to review and approve, and potential vote to consider whether to release, executive session minutes from May 9, 2018, June 13, 2018, December 5, 2018, January 9, 2019 and February 13, 2019 that discuss trade secrets and confidential, competitively-sensitive or other proprietary power supply information; regulatory litigation strategy for DPU 18-116, CLC 2019-2021 Energy Efficiency Plan Filing; the Cape Light Compact 2019 and beyond power supply program portfolio (renewable energy and REC contracting) as well as whether it is appropriate to release any portion of confidential competitive electric supply contract provisions, to return to open session thereafter.

Energy Efficiency Program

- DPU 18-116: Update on Discussions with Eversource Over the Compact's Active Demand Response Initiative, Austin Brandt
- Cape & Vineyard Electrification Offering Update: changes and potential funding, Maggie Downey

Power Supply Program

1. Vote to ratify establishment of a \$250,000 operating fund budget reserve.

Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)

Cape Light Compact JPE Executive Committee Open Session Meeting Minutes Wednesday, June 12, 2019

The Cape Light Compact JPE Executive Committee met on Wednesday, June 12, 2019 in the Martha's Vineyard Conference Room at the Cape Light Compact JPE Offices at 261 Whites Path, Yarmouth, MA 02664 at 2:00 PM.

Present Were:

- 1. David Anthony, Secretary, Barnstable
- 2. Robert Schofield, Executive Committee, Bourne
- 3. Ronald Zweig, Chair, Falmouth
- 4. Martin Culik, Executive Committee, Orleans

Absent Were:

- 1. Peter Cocolis, Executive Committee, Chatham
- 2. Richard Toole, Executive Committee, Oak Bluffs
- 3. Joyce Flynn, Vice-Chair, Yarmouth

Members/Alternates:

Physically present: 4 Present by phone: 0

Board Members Present:

- 1. Colin Odell, Brewster
- 2. Alan Strahler, Edgartown By Phone
- 3. Valerie Bell, Harwich
- 4. Nathaniel Mayo, Provincetown By Phone
- 5. Leanne Drake, Sandwich
- 6. Kirk Metell, Tisbury By Phone
- 7. Richard Elkin, Wellfleet
- 8. David Mead-Fox, Wellfleet Alternate
- 9. Sue Hruby, West Tisbury

Legal Counsel:

Jeffrey Bernstein, Esq., BCK Law, P.C. - By Videoconference

Staff Present:

Austin Brandt, Senior Power Supply Planner
Dan Schell, Marketing and Communications Coordinator
Maggie Downey, Administrator
Margaret Song, C&I Program Manager
Melissa Allard, Senior Administrative Coordinator
Phil Moffit, Planning and Evaluation Manager

Draft Minutes subject to correction, addition and Committee/Board Approval

Public Present:

None Present.

Ronald Zweig called the meeting to order at 2:07 PM. Ronald Zweig recognized Aland Strahler of Edgartown, Nathaniel May of Provincetown, and Kirk Metell of Tisbury who were remotely participating because physical attendance at the meeting would be unreasonably difficult.

PUBLIC COMMENT:

There were no members of the public present.

CHAIRMAN'S REPORT, TREASURER TO REPORT IN JULY ON UNINSURED CASH BALANCE:

Ron Zweig stated that Glivinski & Associates, Compact's Treasurer, will be at the July Board Meeting to discuss the Compact's options regarding Note #3, uninsured and custodial credit risk for Compact deposits, of the 2017 Compact Financial Statement.

FINANCIAL REPORTS AND DISCUSSION AND POTENTIAL VOTE ON ESTABLISHMENT OF A RESERVE FUND FOR CLCJPE OPERATIONS, EXCLUSIVE OF ENERGY EFFICIENCY PROGRAMS

Maggie Downey stated the Operating Budget reflects expenditures through June 11, 2019. She noted that 28.5% of the Operating budget had been expended as of Jun 11th. Maggie Downey stated the Mil Adder Revenue was added at the bottom of the page and shows the revenue from January through April. May's revenue should be in soon.

Maggie Downey stated that 24.4% of the Energy Efficiency Budget had been spent. Ron Zweig asked if this was what the Compact has expected. Maggie Downey stated that April was the Compact's largest invoice intake. She also stated that Lindsay Henderson is gearing up for the Main Streets Event and that Chatham and Oak Bluffs will be the focus. Margaret Song added that she and Lindsay Henderson have offered alternative days for all the towns that have shown interest.

Maggie Downey stated that the meeting with Colin Odell, Richard Elkin, and Peter Cocolis on the reserve fund went well last month. They determined that the Compact should establish a \$250,000 reserve fund for costs associated with the Operating Budget. Sue Hruby asked if it was discussed when the funds can be removed or what the Reserve Fund can be used for. Colin Odell stated that it is a contingency fund to offset something that comes up that isn't covered in the budget. Richard Elkin stated that the Compact can't take out more than what the mil adder can support. David Anthony asked if the Compact is going to fund the reserve fund upfront from next year's budget. Maggie Downey answered yes. David Anthony asked if that will affect other programs. Maggie Downey answered no, that it will come out of the mil adder and will be fully funded over a three-year period.

Martin Culik moved the Cape Light Compact JPE ("Compact") Executive Committee to establish an operating contingency fund account in the amount of \$250,000. The funds for this account shall be generated by the mil adder collected through the Com pact's power supply program and shall accrue over a period of three years. Said funds are to be appropriated through the annual operating budget.

Draft Minutes subject to correction, addition and Committee/Board Approval

The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote. Seconded by Robert Schofield.

David	Anthony	Barnstable	Yes	
Robert	Schofield	Bourne	Yes	
Ronald	Zweig	Falmouth	Yes	
Martin	Culik	Orleans	Yes	

Motion carried in the affirmative (4-0-0)

ENERGY EFFICIENCY PROGRAM:

DPU 18-116: Update on Discussion with Eversource Over the Compact's Active Demand Response Initiative, Austin Brandt

Austin Brandt stated that during the EEAC (THIS NEEDS TO BE FULLY STATED AND SPELLED OUT THE FIRST TIME) meeting last month Eversource responded to the Compact's proposed terms. Eversource's written response to counsel reiterated its original position. However, the verbal update Eversource gave was a little more hopeful and leaves the Compact cautiously optimistic. Eversource will respond by either rejecting and explaining why the Compact's proposed mitigation measures are not acceptable, or to present alternatives to the Compact's proposed mitigation measures.

Maggie Downey stated that the next meeting with the EEAC is on July 10th which would be normally be the date of the July Board Meeting. These two meetings now conflict, and there will be a discussion of meeting dates later in this meeting.

Ron Zweig asked when Eversource was to submit its next response to the Compact's proposed terms. Maggie Downey stated that the Compact respectfully asked for a response by July 8th. The Compact also offered to meet with Eversource if it had any questions.

POWER SUPPLY PROGRAM:

Update on Compact's Power Supply Rates, Austin Brandt

Austin Brandt stated that the Compact has received the next six-month power supply pricing. The Compact's residential, small commercial and large commercial electric rates are lower than Eversource's Basic Service rates. Austin Brandt reminded the Board that the Compact's rates take effect on meter reads and Eversource's runs on calendar dates. Also, industrial customer rates only run three months long.

Richard Elkin asked how the 50% and 100% local green program is going. Austin Brandt stated that there has been a low number of customers participating. He stated if the Board knows anyone who may be interested that now is the time to get people participating with the power supply pricing being lower. Richard Elkin asked if there are any marketing materials for the program. Austin Brandt stated that it is on the website and that he will add information about the Local Green program in the auto enroll letters. He is working with Dan Schell on a power supply video.

ADMINISTRATORS REPORT:

Calendar of Events

Maggie Downey reviewed the calendar of events and stated that Board members were welcome to participate in any of the events.

Maggie Downey stated that she and Austin Brand will not be here July 10th. She asked the Board who was able to attend a board meeting if held on July 10th or July 17th. The sense of the Board is that July 17th would work better for all present. Maggie Downey stated she will send out a calendar invite.

ADJOURNMENT:

Motion to adjourn made at 3:00 PM moved by Martin Culik, seconded by Robert Schofield.

Respectfully submitted,

Melissa Allard

LIST OF DOCUMENTS AND EXHIBITS:

- Meeting Notice/Agenda
- 2019 Operating Budget
- 2019 Energy Efficiency Budget
- Agenda Action Request: Establishment of a Reserve Fund for CLCJPE Operations, Executive of Energy Efficiency Programs
- Power Supply Pricing Update PowerPoint Slide
- Calendar of Events

CAPE LIGHT COMPACT JPE NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2017

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

N. Use of Estimates

The preparation of basic financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure for contingent assets and liabilities at the date of the basic financial statements and the reported amounts of the revenues and expenditures/expenses during the fiscal year. Actual results could vary from estimates that were used.

NOTE 3 DEPOSITS AND INVESTMENTS

Deposits are governed by the Massachusetts General Laws and the Compact's by laws.

Deposits - Custodial Credit Risk

Custodial credit risk for deposits is the risk that, in the event of a bank failure, the Compact's deposits may not be recovered. The Compact does not have a policy for custodial credit risk of deposits. As of December 31, 2017, \$7,447,127 of the Compact's bank balance of \$7,697,127 was uninsured and exposed to custodial credit risk.

Through June 30, 2017, the County Treasurer, through an Administrative Services Agreement more fully described in Note 8, previously maintained the Compact's deposits and investments. The County Treasurer maintains its cash and investments in accordance with the municipal finance laws of the Commonwealth. The balances held by the County at December 31, 2017 amounted to \$16,592,231 and was distributed to the Compact subsequent to year-end.

NOTE 4 CAPITAL ASSETS

Capital asset activity for the year ended December 31, 2017 was as follows:

		eginning Balance	In	creases	Dec	rease	:S		Ending Balance
Capital Assets Being Depreciated									
Software	\$	688,691	\$	101,590	\$		-	S	790,281
Vehicle		23,319		-			-		23,319
Total Capital Assets Being Depreciated		712,010		101,590			-		813,600
Accumulated Depreciation:									
Software		(78,595)		(123,248)			-		(201,843)
Vehicles		(23,319)		120			-		(23,319)
Total Accumulated Depreciation		(101,914)		(123,248)			-		(225, 162)
Total Capital Assets Being Depreciated, Net		610,096		(21,658)					588,438_
Total Capital Assets	s	610,096	\$	(21,658)	s			\$	588,438

Cape Light Compact Bank Funds Insurance

Federal Deposit Insurance Corporation (FDIC) and Depositor Insurance Fund (DIF) covers funds up to \$250,000 Funds in Rockland Bank covered under FDIC and therefore limited to \$250,000 protection

Current Rockland	Over FDIC
Accounts:	Insurance Limit:
Energy Efficiency	Yes
Pooled Cash	Yes
Power Supply	Yes
Vendor	At times
Payroll	No
Retirement	No

Rockland Trust Cost of Additional Insurance:

Interest income rate would drop (because they collateralize against securities) - from 1.1% to 0.6%. No other fees.

Estimated Average Bank Balance:

92,500	Estimated Annual Cost of Rockland Insurance
111,000	Annual Interest Rate - 0.6%
203,500	Annual Interest Rate - 1.1%
18,500,000	Total
1,500,000	Power Supply
13,000,000	Pooled Cash
4,000,000	Energy Efficiency

Options

- 1 Don't insure funds over FDIC limits we can review Veribanc score (quarterly in arrears) to show bank risk. Rockland is currently on the highly rated list. This option would not address the year end audit findings.
- 2 Go with the additional insurance Rockland offers, with the estimated annual cost noted above.
- 3 Request fee proposals from other banks. We have reached out to:
- a) Cooperative Bank of Cape Cod*- collaborates with Federal Home Loan Bank of Boston for other municipalities and state
 - b) Cape Cod Five*-Awaiting response as to whether they have collaboration with accepted bank
-) TO Bank
- *These banks would have to be able to issue letter of credits and be the approved list from ISO New England.



Eligible Letter of Credit Banks

ABN Amro Bank NV*
Australia and New Zealand Banking Group Ltd.
Banco do Brasil S.A.
Banco Santander S.A.
Bank of America, N.A.
Bank of China Ltd.
Bank of Montreal
Bank of New York Mellon
Bank of Nova Scotia
Barclays Bank PLC*
BBVA S.A.
BMO Harris Bank N.A.
BNP Paribas
Canadian Imperial Bank of Commerce*
Citibank N.A.
CoBank
Comerica Bank*
Commerzbank
Credit Agricole Corporate and Investment Bank
Credit Industriel et Commercial
Credit Suisse AG
Deutsche Bank AG
DNB Bank ASA
DZ Bank AG
Goldman Sachs Bank USA
HSBC Bank USA
Intesa Sanpaolo S.p.A.
Itau Unibanco S.A.
JP Morgan Chase Bank*
KBC Bank
Key Bank National Association*
Landesbank Baden-Wuerttemberg*
Lloyds Bank Corporate Markets plc
Mizuho Bank, Ltd.
Morgan Stanley Bank, N.A.*
MUFG Bank, Ltd.
MUFG Union Bank, N.A.*
National Australia Bank Limited
National Rural Utilities Cooperative Finance Corporation*
Natixis
Nordea Bank ABP
The Northern Trust Company
Rabobank Nederland
Royal Bank of Canada
Santander Bank, N.A.
Societe Generale
Standard Chartered Bank
Sumitomo Mitsui Banking Corporation
Svenska Handelsbanken
TD Bank
UBS AG
UniCredit Bank AG
UniCredit Bank SpA
United Overseas Bank Ltd.
U.S. Bank National Association

^{*} Banks are not CME approved, for detailed information, please refer to ISO-NE Financial Assurance Policy section X.B.1 Requirements for Banks

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				Estimated							Unrec-
Institution Name	Home Office City	State	Color Code and Star Rating	Regulatory Capital Classification If less than "Well"	Recent Regulatory Enforcement Actions?	Total Assets (\$000)	Equity (% of Assets)	Net Income for Qtr. (\$000)	Annualized Net Income (% of Equity)	EPL (% of Equity)	ognized Investment Losses (% of Equity)
ABINGTON BANK	ABINGTON	MA	GREEN/***			319,472	10.55	358	4.25	4.63	00.00
Phone; (781)878-0045	Web URL: theabingtonbank.com	sank.com									
ADAMS COMMUNITY BANK	ADAMS	Ψ	GREEN/**			591,561	9.30	892	6.49	0.00	0.63
Phone; (413)743-0040	Web URL: adamscommunity.com	nunity.cor	_								
ADMIRALS BANK	BOSTON	MA	YELLOW/"		CD-03/30/17	252,477	7.70	-2,262	-46.51	0.86	00'0
Phone: (401)943-1600	Web URL: admiralsbank.com	к.сот			000						
ATHOL SAVINGS BANK	ATHOL	WA	GREEN""/B			448,612	13.04	491	3.36	0.00	00'0
Phone: (978)249-3200	Web URL: atholsb.com										
AVIDIA BANK	HUDSON	WA	GREEN/***			1,627,750	10.18	2,142	5.17	0.88	0.05
Phone: (800)508-2265	Web URL: avidiabank.com	mox									
BANK OF AMERICA NA	CHARLOTTE	NC	GREEN/**		PR-03/07/19	1,775,353,000	11.83	7,268,000	13.84	1.35	0.09
Phone: (704)386-5478	Web URL: bankofamerica com	Ca.com			220						
BANK OF EASTON	NORTH EASTON	MA	GREEN""/BB			148,074	11.42	254	6.01	0.00	0.00
Phone: (508)238-1000	Web URL: bankofeaston com	n.com									
BANK OF ENGLAND	ENGLAND	AR	GREEN/**			346,254	14.71	454	3.56	1.18	0.00
Phone: (501)842-2555	Web URL: bankofengland-ar.com	nd-ar.con	_								
BANK OF NEW ENGLAND	SALEM	HN	GREEN"**			946,205	14.46	3,869	11.31	0.57	00.0
Phone: (603)894-5700	Web URL: bankofnewengland.com	ngland.cc	E								
BANKGLOUCESTER	GLOUCESTER		GREEN/***			270,861	8.35	366	6.47	16.38	000
Phone: (978)283-8200	Web URL: bankgloucester.com										
BAY STATE SAVINGS BANK	WORCESTER	MA	GREEN			418,724	9.20	644	69.9	00.00	00.0
Phone: (508)890-9000	Web URL: baystatesavingsbank.com	ingsbank.	com								
BAYCOAST BANK	SWANSEA		GREEN/**			1,723,653	9.33	1,307	3.25	00'0	00.0
Phone; (508)678-7641	Web URL: baycoastbank com	lk.com									
BEAL BANK USA	LAS VEGAS		YELLOW/"			5,457,630	39.82	-20,288	-3.73	20.48	00.0
Phone: (888)866-3752	Web URL: bealbankusa.com	moo.									
BELMONT SAVINGS BANK	BELMONT		YELLOW/**			3,047,048	6.72	-13,109	-25.62	0.00	0.71
Phone; (617)484-6700	Web URL: belmontsavings com	ngs.com									
BERKSHIRE BANK	PITTSFIELD	MA	GREEN/***			12,148,776	12.89	21,874	5.59	0.00	00.00
Phone: (413)443-5601	Web URL: berkshirebank.com	пк.сот									
BEVERLY BANK	BEVERLY	MA	GREEN""			498,541	8.56	875	8.20	0.00	00.0
Phone: (978)922-0857	Web URL: beverlybank.com	m05									
BLUE HILLS BANK	BOSTON		YELLOW/**		PR-07/19/18	2,493,674	14.21	-2,352	-2.66	00.00	0.82
Phone: (617)361-6900	Web URL: biuehillsbank.com	moo.			FDIC						
BNY MELLON NATIONAL ASSOCI	PITTSBURGH	PA	GREEN"			27,817,000	13.83	62,000	6.44	00.0	00:00
Phone: (412)234-5000	Web URL: bnymellon.com	EC									
BOSTON PRIVATE B&TC	BOSTON	MA	GREEN/**			8,481,972	9.40	18,790	9.42	00.0	0.14
Phone: (617)912-1900	Web URL: bostonprivate.com	B.COM									
BOSTON TRUST & INV MANAGEM	BOSTON	MA	GREEN/**			44,059	85.64	5.002	53.03	000	000
Phone: (617)726-7257	Web URL: bostontrust.com	EIO:									

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BRIDGEWATER SAVINGS BANK	RAYNHAM	WA	GREEN/***			625,663	9.24	721	4 99	000	00 0
Phone: (508)697-6908	Web URL: bridgewatersavings.com	savings.c	шо								
BRISTOL COUNTY SAVINGS BAN	TAUNTON	WA	GREEN/**			2,210,799	13.71	6,112	8.06	00.00	00.0
Phone: (508)828-5300	Web URL: bristolcountysavings.com	savings.	шох								
BROOKLINE BANK	BROOKLINE	MA	GREEN""			4,741,674	11.03	17,137	13.11	0.12	0.07
Phone: (617)730-3500	Web URL: brooklinebank.com	nk.com									
CAMBRIDGE SAVINGS BANK	CAMBRIDGE	MA	GREEN/**			3,965,646	9.88	9,379	9.57	0.00	0.56
Phone: (888)418-5626	Web URL: cambridgesavings.com	wings.co	E								
CAMBRIDGE TRUST COMPANY	CAMBRIDGE	WA	GREEN"			2,138,548	77.7	6,216	15.08	0.00	00.00
Phone: (617)876-5500	Web URL: cambridgetrust com	ust com									
CANTON CO-OPERATIVE BANK	CANTON		GREEN/***/BB			121.220	15.19	193	4 19	9.15	000
Phone: (781)828-8811	Web URL: cantoncoopbank.com	ank.com								2	
CAPE ANN SAVINGS BANK	GLOUCESTER	MA	YELLOW/"			658,456	23.12	-136	-0.36	1.93	00.0
Phone: (978)283-0246	Web URL: capeannsavingsbank.com	ngsbank	moo								
CAPE COD CO-OPERATIVE BANK	YARMOUTH PORT	MA	MA GREEN"			937,116	9.84	1,550	6.72	6.42	0.04
Phone: (508)362-3242	Web URL: mycapecodbank.com	ank.com									
CATHAY BANK	LOS ANGELES	S S	GREEN""/BB			17,092,633	13.53	99299	11.36	00'0	0.00
Phone: (213)625-4791	Web URL: cathaybank.com	E CO									
CENTURY BANK AND TRUST CO	SOMERVILLE	MA	GREEN/***			5,288,932	6.26	9,711	11.72	0.00	10.90
Phone: (781)393-4160	Web URL: centurybank com										
CHARLES RIVER BANK	MEDWAY	MA	GREEN/***			244,940	6.01	146	2.98	000	0.00
Phone: (508)533-8661	Web URL: charlesniverbank.com	ank.com									
CIBC NATIONAL TRUST COMPAN	ATLANTA	GA	GREEN/***			246,102	77.90	5,523	11.52	000	0.00
Phone: (404)881-3400	Web URL: atlantictrust.com	moc									
CITIZENS BANK NA	PROVIDENCE		GREEN""			161,403,353	13.01	441,984	. 8.42	0.70	0.37
Phone: (401)456-7000	Web URL: citizensbank.com	шоо									
CLINTON SAVINGS BANK	CLINTON		GREEN/**			576,169	10.69	757	4.92	4.92	00'0
Phane: (978)365-3700	Web URL: clintonsavings.com	IS COM									
COASTAL HERITAGE BANK	WEYMOUTH	MA	GREEN/**			529,424	9.29	227	1.85	5.85	0.00
Phone: (781)337-1300	Web URL: coastalheritagebank.com	gebank.c	mo								
COLONIAL FEDERAL SAVINGS BA	DUINCY	MA	GREEN/***			301,168	14.91	515	4.59	0.00	000
Phone: (617)471-0750	Web URL: colonialfed.com)
COMMONWEALTH CO-OPERATIV	HYDE PARK	4	GREEN/***			180,766	15.11	299	4.38	113	0.00
Phone: (617)361-2180	Web URL: commonwealthcoop.com	theoop.c	шо								
COMMUNITY BANK NA	CANTON	×	GREEN/**/BB			10,707,445	14.14	33,997	8.98	0.00	00.0
Phone: (315)445-2282	Web URL: communitybankna.com	ankna.co	F								
CORNERSTONE BANK	SPENCER	MA	GREEN"**			1,154,416	10.04	096	3.31	00.00	0.00
Phone: (508)885-5313	Web URL: comerstonebank.com	vank.com									
COUNTRY BANK FOR SAVINGS	WARE	MA	GREEN/***ABB			1,666,333	14.10	2,651	4.51	2 60	00.00
Phone: (413)967-6221	Web URL: countrybank com	шоэ									

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DEAN CO-OPERATIVE BANK	FRANKLIN Web URL: deanbank com	¥.	GREEN""			325,377	8.52	484	6.98	5.19	0.09
DEDHAM INSTITUTION FOR SAVI	DEDHAM	¥	GREEN""			1,536,217	11.34	2,227	5.11	0.00	0.00
Phone: (781)329-6700	Web URL. dedhamsavings.com	gs.com									
EAGLE BANK Phone: (800)226-5324	EVERETT Neb URL; bankeagle, com	≰	GREEN"**			456,214	11,38	426	3.28	0.00	0.00
EAST BOSTON SAVINGS BANK	BOSTON	\$	GREEN/***			6,260,609	10.01	13,733	8.77	0.00	00.00
Phone; (800)657-3272	Web URL: ebsb com							.]			
EAST CAMBRIDGE SAVINGS BAN	CAMBRIDGE	MA	GREEN/***		PR-06/25/18	1,117,001	9:92	1,688	80.9	00:00	0.00
Phone: (866)354-3272	Web URL: ecsb.com				FRB						
EAST WEST BANK	PASADENA		GREEN/**/B			42,071,305	10.89	167,906	14.66	0.00	00:00
Phane: (626)768-6000	Web URL: eastwestbank com										
EASTERN BANK	BOSTON		GREEN/***/BB			11,331,805	13.14	33,018	8.87	00.0	00'0
Phone: (617)897-1008	Web URL: easternbank.com										
EASTHAMPTON SAVINGS BANK	EASTHAMPTON	MA	GREEN""			1,377,962	8.25	2,025	7.12	0.00	0.00
Phone: (413)527-4111	Web URL: bankesb.com										
ENTERPRISE B&TC	LOWELL	MA	GREEN/***/B			3,073,763	9.12	8,814	12.57	00.0	00'0
Phone: (978)459-9000	Web URL: enterprisebanking.com	king.cor									
ENVISION BANK	RANDOLPH		YELLOW/**			614,869	11.03	09-	-0.35	2.32	000
Phone: (877)963-2100	Web URL: envisionbank com										
EQUITABLE BANK	EAST WEYMOUTH		GREEN"			324,495	10.77	287	3.28	00:00	00.0
Phone: (781)337-8000	Web URL: equitablebank.com										
EVERETT CO-OPERATIVE BANK	EVERETT	_	GREEN"		PR-07/19/18	505,210	12.84	978	6.03	00.0	0.19
Phone: (617)387-1110	Web URL: everettbank.com				FDIC						
FALL RIVER FIVE CENTS SB	FALL RIVER	MA	GREEN/**			1,014,188	8.56	1,005	4.63	00.0	00.00
Phone: (774)888-6100	Web URL: bankfive.com										
FAMILY FEDERAL SAVINGS F.A.	FITCHBURG		GREEN/***			97,894	11.76	-	0.03	7.86	0.00
Phone: (978)342-8677	Web URL: familyfederal.com	moo									
FIDELITY CO-OPERATIVE BANK	FITCHBURG	MA	GREEN""			975,595	8.24	1,450	7.22	5.55	0.00
Phone: (978)345-4331	Web URL: fidelitybankonline.com	line.con									
FIDELITY PERSONAL TC FSB	BOSTON	MA	GREEN""			95,402	88.77	9,103	43.00	0.00	00.0
Phone: (800)544-3455	Web URL: fidelity.com										
FIRST AMERICAN TRUST FSB	SANTA ANA	V	GREEN/***			4,287,441	7,53	17,076	21.15	0.00	0.00
Phone: (877)600-9473	Web URL: firstamtrust.com	E									
FIRST IPSWICH BANK	IPSWICH	4	GREEN/***/B			418,317	10.19	361	3.39	0.00	0.07
Phone: (978)356-3700	Web URL: firstipswich.com										
FIRST REPUBLIC BANK	SAN FRANCISCO		GREEN"			101,847,228	8.88	225,924	9.99	0.00	00:0
Phone: (415)392-1400	Web URL: firstrepublic.com										
FLORENCE BANK	FLORENCE	4	GREEN/**			1,361,666	10.83	2,237	6.07	00.00	0.72
Phane; (413)586-1300	Web URL: florencebank.com	E03									

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			THE MASSA	CHUSETTS B	SACHUSETTS BANKS STATE RATINGS REPORT	RATINGS RE	PORT		•	Data	Data Page: 4
Institution Name	Home Office City	State	Color Code and Star Rating	Estimated Regulatory Capital Classification If fess than "Well"	Recent Regulatory Enforcement Actions?	Total Assets (\$000)	Equity (% of Assets)	Net Income for Qtr. (\$000)	Annualized Net Income (% of Equity)	EPL (% of Equity)	Unrec- ognized Investment Losses (% of Equity)
FOXBORO FEDERAL SAVINGS	FOXBORO	Ψ¥	GREEN/***/BB			164,315	16.69	328	4.78	0.00	0.00
Phone: (508)543-5321	Web URL. foxfed.com										
GOLDMAN SACHS BANK USA	NEW YORK	ž	GREEN/*			195,860,000	14.38	413,000	5.87	0.00	0.00
Phane: (212)902-1000	Web URL: marcus.com										
GREENFIELD CO-OPERATIVE BA	GREENFIELD	MA	GREEN""/BB			630,113	11.65	789	4.30	00:00	00'0
Phone: (413)772-0293	Web URL: greenfieldcoopbank.com	pbank.	сош								
GREENFIELD SAVINGS BANK	GREENFIELD	WA	GREEN"			860,148	11.64	1,734	6.93	0.00	00:00
Phone: (413)774-3191	Web URL: greenfieldsavings.com	Angs.cc	E E								
HARBORONE BANK	BROCKTON	MA	GREEN/***			3,658,257	10.30	2,694	2.86	3.71	0.00
Phone: (800)244-7592	Web URL: harborone.com	E									
HAVERHILL BANK	HAVERHILL	MA	GREEN/***/BB			400,122	10.82	653	6.03	0.00	000
Phone: (978)374-0161	Web URL: haverhillbank.com	₩00.						 			
HINGHAM INSTITUTION FOR SAVI	HINGHAM	MA	GREEN/**			2,497,416	8.88	696'9	12.57	00.00	0.00
Phone: (781)740-8500	Web URL: hinghamsavings.com	ngs.con	-								
HOMETOWN BANK	OXFORD	MA	GREEN/"'/B			773,093	10.02	1,836	9.48	1.01	0.00
Phone: (508)943-6062	Web URL: hometowncoop.com	ор.сот									
INSTITUTION FOR SVG IN NEWB	NEWBURYPORT	WA	GREEN/***			3,500,587	10.39	2,423	2.66	0.00	0.00
Phone: (978)462-3106	Web URL: institutionforsavings.com	avings.	СОН								
JPMORGAN CHASE BANK NA	COLUMBUS	ᆼ	GREEN/*		CD-11/11/14	2,292,334,000	9.47	7,190,000	13.25	1.91	0.00
Phone: (877)682-4273	Web URL: jpmorganchase.com	se.com			000						
KEYBANK NATIONAL ASSOCIATI	CLEVELAND	픙	GREEN/**			139,877,995	11.29	463,077	11.73	0.23	1.50
Phone: (800)872-5553	Web URL: key.com										
LEADER BANK NATIONAL ASSOC	ARLINGTON	MA	GREEN"			1,378,884	11,81	3,814	9.37	00.0	0.05
Phone: (781)646-3900	Web URL: leaderbank.com	шо									
LEE BANK		MA	GREEN""			397,124	8.24	682	8.34	6.74	00.0
Phone: (413)243-0117	Web URL: leebank.com										
MAIN STREET BANK	MARLBOROUGH	MA	GREEN/**			1,033,926	11.75	891	2.93	1.68	000
Phone: (508)481-8300	Web URL: bankmainstreet.com	et.com									
MANSFIELD CO-OPERATIVE BAN	MANSFIELD	¥	GREEN"			523,463	10.29	257	4.14	00.00	00.0
Phone: (508)851-3600	Web URL: mansfieldbank.bank	k. bank									
MANUFACTURERS AND TRADER	BUFFALO	×	GREEN/***/BB			119,582,418	12.56	475,523	12.67	2.14	0.10
Phone: (716)842-4470	Web URL: mtb.cam										
MARBLEHEAD BANK	MARBLEHEAD	MA	GREEN"			215,625	8.77	152	3.22	1.40	00.0
Phone: (781)631-5500	Web URL: marblebank.com	mox									
MARTHAS VINEYARD SAVINGS B	EDGARTOWN	MA	GREEN"			834,543	12.18	1,987	7.82	000	0.00
Phone: (508)627-4266	Web URL: mybank.com										
MECHANICS COOPERATIVE BAN	TAUNTON	MA	MA GREEN"			585,198	9.74	1,237	8.69	00.0	0.00
Phone: (888)632-4264	Web URL: mechanics-coop.com	pop.con									
MELROSE BANK	MELROSE	MA	GREEN/**			322,295	10.62	271	3.17	00:0	0.00
Phone: (866)665-2500	Web URL: metrosebank.com	E 05									

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Data Page: 5

Recent					Estimated							Unrec
METHER MA GREEN***** 93,799 10,31 96 3,97 4,15	Лать	Home Office City	State	Cofor Code and Star Rating	Regulatory Capital Classification if less than "Wetl"	Recent Regulatory Enforcement Actions?	Total Assets (\$000)	Equity (% of Assets)	Net Income for Citr. (\$000)	Annualized Net Income (% of Equity)	EPL (% of Equity)	ognized Investment Losses (% of Equity)
SOME PULL SUME	CO-OPERATIVE BANK	METHUEN Work IID		GREEN""			93,789	10.31	96	3.97	4.15	0.16
Web URL MATCH MARINE ACREE WITHOUT 490,227 12.94 9.284 6.93 0.00 Web URL MATCH CARRELINE MATCH CARRELINE ACREE WITHOUT 490,227 12.94 9.284 6.93 0.00 Web URL MATCH CARRELINE MATCH CARRELINE MATCH CARRELINE ACREE WITHOUT 37,4 270 270 Web URL MATCH CARRELINE MATCH CARRELINE MATCH CARRELINE 496,233 8.82 9.14 9.20 0.00 Web URL MATCH CARRELINE MATCH CARRELINE ACREE WITH CARRELINE 876,504 12.10 2,149 9.80 0.00 Web URL MATCH CARRELINE ACREE WITH CARRELINE 876,504 12.10 2,149 9.80 0.00 Web URL MATCH CARRELINE ACREE WITH CARRELINE ACREE WITH CARRELINE 876,504 12.10 2,149 9.80 0.00 Web URL MATCH CARRELINE ACREE WITH CARRELINE ACREE	Sychebal Cavinics C	16		VELL CIAIre			740 546	****	90	000	000	
NATIONAL PROPERTY788 AM GREEN'T788 4,840,227 12,94 9,264 5.93 0.00 MILFORD MILTOND MAY OF INTELL INDIGENSEARCH CAND MILEDINY WEB URLL. Inchmolerate Cannal March Cannada Cannad	7)666-4700	-	leral.com	1			0,014	9.5	97.	-0.29	8.0	0.00
WORD LICE LANGES AND GREEN VAN GR	X SAVINGS BANK	NATICK	MA	GREEN""/BB			4,840,527	12.94	9,284	5.93	0.00	0.00
MAILBURY MAILBURY AGREEN**** 391,354 12.34 266 2.22 16.3 Web URL. millorifedend com MILBURY MAILBURY AGREEN**** 224,871 12.88 271 3.74 2.70 Web URL. millorifedend com MA GREEN*** MA GREEN*** 224,871 12.88 271 3.74 2.70 Web URL. millorifedend com Worth URL. monitoring bank MA GREEN*** 438,233 8.82 914 9.50 0.00 Web URL. monitoring bank MA GREEN*** 876,504 12.10 2.149 9.50 0.00 Web URL. monitoring bank MA GREEN*** 876,504 12.10 2.149 9.50 0.00 Web URL. monitoring bank MA GREEN**** 876,504 11.41 27.13 0.00 Web URL. milloring common with Chief and bank	8)653-0300	Web URL: middlesexbar	mk.com				TO THE PARTY OF					
Web URL: milloufseleral com MILBURY WEB URL: milloufseleral com MILBURY WEB URL: milloufseleral com MILBURY WEB URL: millouysanings com MONSON WEB URL: millouysanings com MONSON WEB URL: millouysanings com MONSON WEB URL: millouysanings bank GREEN*** 436,233 8.82 914 9.50 0.00 MONSON WEB URL: more consoling bank with VBL: more consoling ban	FEDERAL BANK	MILFORD		SREEN"			391,354	12.34	268	2.22	1.63	0.00
Web URL: Imployment orm MA GREEN'''B GREEN'''B 93,563 9,86 80 347 270 Web URL: Imployment orm MAIL BURY MA GREEN'''B AGREEN'''B 436,233 8,62 914 9,50 0.00 Web URL: mountainene can wheb URL: mountainene can Web URL: mountainene can WHTMAN AGREEN'''B 876,504 12,10 2,149 9,50 0.00 Web URL: mountainene can WHTMAN AGREEN'''B 876,504 12,10 2,149 9,50 0.00 WED URL: mountainene can WHTMAN AGREEN'''B 948,188 16,66 2,919 7,39 0.00 WED URL: mountainene can WHTMAN AGREEN'''B 948,188 16,66 2,919 7,39 0.00 WED URL: mountainene can WHTMAN AGREEN'''B 948,188 16,66 2,919 7,39 0.00 WED URL: mountainene can WHTMAN AGREEN''''B 948,188 16,66 2,919 7,39 0.00 WED URL: mountainene can WHTMAN AGREEN'''''B 946,188 16,66 2,919 7,39 0.00 WED URL: m	8)473-1125	Web URL: milfordfedera	I.com									
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MURDIENTY MA GREEN**** AGREEN**** 224,871 12.98 271 374 0.74 MONSON MA GREEN**** AGREEN**** 438,233 8.82 914 9.50 0.00 Web URL** MA GREEN***** AGREEN**** 876,504 12.10 2,149 9.50 0.00 Web URL** MARIANGHAMA AGREEN***** 876,504 12.10 2,149 9.50 0.00 Web URL** MARIANGHAMA AGREEN******* 948,188 16.66 2,919 7.39 0.00 Web URL** MARBIEHEAD MA GREEN****** 946,569 11.94 806 8.25 0.00 Web URL** MAGREEN****** AGREEN*************** 946,569 11.94 806 8.25 0.00 Web URL** MAGREEN********** AGREEN**************** 946,569 11.54 806 2.21 2.72 2.72 2.00 Web URL** MAGREEN************ AGREEN***********************************	8)865-9521	Web URL: mnbonline.co	E									
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Web URL: mountainnen com Veb URL: mountainnen kom Veb URL: Mountainnen ko	YONE BANK	NORTH ADAMS		SREEN/***			876,504	12.10	2,149	8.10	2.77	0.00
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Web URL: mymutuathank.com AREEN	ANK	WHITIMAN		3REEN"**			531,265	8.94	1,169	9.85	00.00	0.00
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Web URL: notbank.com NY GREEN****BB 9,465,569 11.41 27,134 10,05 0.00 NORWICH Web URL: notbank.com NEEDHAM WA GREEN****BB 2,224,521 12.55 3,671 5.28 2.02 NEWBURYPORT MA GREEN****BB 899,685 14,00 519 1,65 0.00 NEWBURYPORT MA GREEN****BB 899,685 14,00 519 1,65 0.00 NEWBURYPORT MA GREEN****BB 899,685 14,00 519 1,65 0.00 NEWBURYPORT MA GREEN****BB 899,685 11,53 222 2,43 0,61 Web URL: northbrookleidsavingsbark.com GAMBRIDGE MA GREEN****BB 864,252 11,153 2,22 2,43 0,61 Web URL: northstore-bank.com AGREEN**** 864,252 11,19 1,735 7,17 0,00 WHITE PLAINS NY GREEN**** AGREEN***** AGREEN***** AGREEN****** AGREEN********* AGREEN***********************************	GRAND BK OF MARBL.	MARBLEHEAD	≤	SREEN"			327,406	11.94	806	8.25	0.00	0.00
NORWICH NY GREEN***** BY GREEN***********************************	1)631-6000	Web URL: ngbank.com										
Web URL: netbank.com MA GREEN**** 2,224,521 12.55 3,671 5.28 2.02 Web URL: needhambank.com Web URL: needhambank.com 898,685 14.00 519 1.65 0.00 Web URL: newburyportbank.com NORTH BROOKFIE MA GREEN**** 898,685 14.00 519 1.65 0.00 CAMBRIDGE MA GREEN**** 890,685 11.53 222 2.43 0.61 CAMBRIDGE MA GREEN**** 80,057 23.35 106 2.02 0.17 CAMBRIDGE MA GREEN**** 864,262 11.19 1,735 7.17 0.00 Web URL: northsavingsbank.com PEABODY MA GREEN**** 864,262 11.19 1,735 7.17 0.00 Web URL: northshore-bank.com Web URL: northshore-bank.com Web URL: northshore-bank.com 922,934 13.01 3,213 10.70 0.00 Web URL: northshore-bank.com Web URL: northshore-bank.com Web URL: northshore-bank.com 922,934 13.01 3,213 10.70 0.00 Web URL: nort	NATIONAL ASSOCIATI	NORWICH		SREEN/***/BB			9,465,569	11.41	27,134	10.05	0.00	0.00
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Web URL: nexburyportbank.com Web URL: nexburyportbank.com 316,892 11.53 222 2.43 0.61 Web URL: northbrookfieldsavingsbank.com GAMBRIDGE MA GREEN/**** 90,057 23.35 106 2.02 0.17 Web URL: northsatonsavingsbank com SOUTH EASTON 864,252 11.19 1,735 7.17 0.00 Web URL: northshore-bank com Web URL: northshore-bank com Web URL: northshore-bank com 922,934 13.01 3,213 10,70 0.00 Web URL: northshore-bank com Web URL: northshore-bank com Web URL: northshore-bank com 922,934 13.01 3,213 10,70 0.00 Web URL: nech.com Web URL: nech.com Web URL: nbtc.com 10,35 7,117 12,18 1,89	PORT FIVE CENTS SB	NEWBURYPORT	MA	REEN/""/B			898,685	14.00	519	1.65	00.0	00.0
NORTH BROOKFIE MA GREEN/*** 316.892 11.53 222 2.43 0.61 Web URL: northbrooklieldsavingsbank.com GAMBRIDGE MA GREEN/***/BB 90.057 23.35 106 2.02 0.17 Web URL: asknecb com SOUTH EASTON MA GREEN/*** 565,663 8.29 4.36 3.72 0.00 Web URL: northeastonsavingsbank com PEABODY 1,735 7.17 0.00 Web URL: northeastonsavingsbank com WHITE PLAINS NY GREEN/****/GREEN/***/BB 922,934 13.01 3,213 10.70 0.00 Web URL: north-act com WOBURN MA GREEN/*** 2,259,610 10.35 7,117 12,18 1,89	3)462-3136	Web URL: newburyportb	ank.com	_								
Web URL: northbrookleidsavingsbank.com Web URL: northbrookleidsavingsbank.com 90,057 23.35 106 2.02 0.17 CAMBRIDGE MA GREEN/***/BB 90,057 23.35 106 2.02 0.17 Web URL: asknocb com Web URL: northeastonsavingsbank com 864,252 11,19 1,735 7,17 0.00 Web URL: northshore-bank.com Web URL: northshore-bank.com Web URL: northshore-bank.com 922,934 13.01 3,213 10.70 0.00 Web URL: notc.com Web URL: notc.com Web URL: notc.com 10.35 7,117 12,18 1,89	COKFIELD SAVINGS B	NORTH BROOKFIE	MA	3REEN/**			316,892	11.53	222	2.43	0.61	00.0
CAMBRIDGE MA GREEN***/BB 90,057 23.35 106 2.02 0.17 Web URL: asknccb com SOUTH EASTON MA GREEN*** 565,663 8.29 436 3.72 0.00 Web URL: northeastonsavingsbank com PEABODY MA GREEN**** 864,252 11.19 1,735 7.17 0.00 Web URL: northshora-bank.com WHITE PLAINS NY GREEN**** 922,934 13.01 3,213 10.70 0.00 Web URL: necb.com WOBURN MA GREEN**** 2,259,610 10.35 7,117 12.18 1,89	3)867-7442	Web URL: northbrookfiel	dsaving	sbank.com								
Web URL: asknocb com 565,663 8.29 436 3.72 0.00 SOUTH EASTON MA GREEN/*** 864,252 11.19 1,735 7.17 0.00 Web URL: northshore-bank.com WHITE PLAINS NY GREEN/***/BB 922,934 13.01 3,213 10.70 0.00 Web URL: necb.com WOBURN MA GREEN/*** 2,259,610 10.35 7,117 12.18 1.89	MBRIDGE CO-OPERAT	CAMBRIDGE		SREEN/**/BB			250,06	23.35	106	2.02	0.17	00.0
SOUTH EASTON MA GREENI*** 565,663 8.29 436 3.72 0.00 Web URL: northeastonsavingsbank com PEABODY MA GREENI*** 864,252 11.19 1,735 7.17 0.00 Web URL: northshore-bank.com WHITE PLAINS NY GREENI*** 922,934 13.01 3,213 10.70 0.00 Web URL: necb.com WOBURN MA GREENI*** 2,259,610 10.35 7,117 12.18 1,89	7)876-5730	Web URL: asknccb.com										
Web URL: northeastonsavingsbank com PEABODY A GREEN/*** B64,252 11.19 1,735 7.17 0.00 Web URL: northshore-bank.com WHITE PLAINS NY GREEN/***/RB 922,934 13.01 3,213 10,70 0.00 Web URL: necb.com WOBURN MA GREEN/*** 2,259,610 10.35 7,117 12.18 1,89	STON SAVINGS BANK	SOUTH EASTON	MA	BREEN"			565,663	8.29	436	3.72	0.00	00.0
PEABODY MA GREEN/*** 864,252 11.19 1,735 7.17 0.00 Web URL: northshore-bank.com WHITE PLAINS NY GREEN/***/RB 922,934 13.01 3,213 10.70 0.00 Web URL: necb.com MA GREEN/*** 2,259,610 10.35 7,117 12.18 1,89	3)238-2007	Web URL: northeastons:	avingsba	nk com								
Web URL: northshore-bank.com 922,934 13.01 3,213 10.70 0.00 WHITE PLAINS NY GREEN***/RB 922,934 13.01 3,213 10.70 0.00 Web URL: necb.com WOBURN MA GREEN*** 2,259,610 10.35 7,117 12.18 1,89 Web URL: nbtc.com Meb URL: nbtc.com 10.35 7,117 12.18 1,89	IORE BK A CO-OPERAT	PEABODY		SREEN/**			864,252	11.19	1,735	7.17	0.00	0.27
WHITE PLAINS NY GREEN***/RB 922,934 13.01 3,213 10,70 0.00 Web URL: necb.com MA GREEN*** 2,259,610 10.35 7,117 12.18 1,89 Web URL: nbtc.com Meb URL: nbtc.com 10.35 7,117 12.18 1,89	3)538-7000	Web URL: northshore-ba	ank.com									
Web URL: necb.com MA GREEN*** 2,259,610 10.35 7,117 12.18 1,89 Web URL: nbtc.com Web URL: nbtc.com 12.18 1,89	ST COMMUNITY BANK	WHITE PLAINS		SREEN""/BB			922,934	13.01	3,213	10.70	00.0	0.03
WOBURN MA GREEN*** 2,259,610 10.35 7,117 12.18 1,89 Web URL: nbtc.com Web URL: nbtc.com 12.18 1,89	4)684-2500	Web URL: necb.com										
	N BANK & TRUST COM	WOBURN		SREEN/***			2,259,610	10.35	7,117	12.18	1,89	000
	1)937-5400	Web URL: nbtc.com										

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Unrec- ognized Investment Losses (% of Equity)	0.03	000	0.00	00:00		00:00		0.00		00'0		00:00		0000		000		000	200	600		800	8	000		1.08		00.00		0.27		00.00		0000		1.25		00.00	
EPL (% of Equity)	00.00	07.0	E.39	10.07		6.05		00:00		0.79		00.0		14.55		7.80		000	2	200		000		000		0.00		0.53		1.27		1.95		29.44		00'0		00:0	
Annualized Net Income (% of Equity)	8.47	n U	2.00	-10.59		9.04		-0.42		7.31		8.33		3.74 †		5.87		7 99		17.39		4.32		-1.07		9.22		9.24		2.25		4.94		4.93		22.42		6.83	
Net Income for Otr. (\$D00)	952	1.077	10,1	-1,163		558		86-		119,458		5,755		438 †		1.763		1.016		35.354		805	3	-179		12,137		2,617		76.182		760		515		263,238		2,623	
Equity (% of Assets)	12.41	12.75	2	6.55		13.96		11.90		13.66		19.6		16.52		9.19		8.79		12.69		10.82		14.95		10.48		10.12		17.23		10.66		11,13		7.98		10.72	
Total Assets (\$000)	362,277	551.016	פוקיינים	670,225		176,815		777,330		47,879,534		2,857,710		283,865		1.306.320		578 627		8.996.054		689.735		448,607		5,024,079		1,118,923		78,689,199		577,881		375,484		58,883,361		1,431,793	
Recent Regulatory Enforcement Actions?				PR-09/20/18	FDIC																									PR-07/09/18	220								
Estimated Regulatory Capital Classification if less than "Well"																																							
Color Code and Star Rating	GREEN/***	CDEEN/**		YELLOW/"		GREEN/**/BB		YELLOW/"		GREEN/		GREEN"		GREEN/***/B		GREEN/***		GREEN/***		GREEN		GREEN/***		YELLOW/"		GREEN/***		GREEN/***		GREEN/***/B		GREEN/**		GREEN/**		GREEN/***/B		GREEN/***/B	_
State	MA	MA AM	K.com	W	шо	WA	E	WA	ink.com	C	_	¥	les.com	MA	com	MA	moa	WA	m05.	WA	t.com	WA	k.com	Ŧ	moc	W	E	C	ik.com	DE	шс	MA	COM	MA	тк.сош	S		WA	апк.соп
Home Office City	NORTH ANDOVER	Wed Urk. Rolliniarkbank.com		BOSTON	Web URL: oneunited.com	WOBURN	Web URL: patriotcb.com	HAVERHILL	Web URL: pentucketbank.com	BRIDGEPORT	Web URL: peoples.com	HOLYOKE	Web URL: bankatpeoples.com	COHASSET	Web URL: bankpilgrim.com	BOSTON	Web URL: radiusbank.com	READING	Web URL: readingcoop.com	ROCKLAND	Web URL: rocklandtrust.com	FITCHBURG	Web URL: rollstonebank.com	SALEM	Web URL: salemooop.com	SALEM	Web URL: salemfive com	LAKEVILLE	Web URL: salisburybank.com	WILMINGTON	Web URL: santander.com	SOUTHBRIDGE	Web URL: saversbank.com	PROVINCETOWN	Web URL: seamensbank.com	SANTA CLARA	Web URL: svb.com	SOUTH WEYMOUT	Web URL: southshorebank.com
Institution Name	NORTHMARK BANK	NORWOOD CO-OPERATIVE BANK	Phone: (781)762-1800	ONEUNITED BANK	Phone: (877)663-8648	PATRIOT COMMUNITY BANK	Phone: (781)935-3318	PENTUCKET BANK	Phone: (978)372-7731	PEOPLES UNITED BANK NA	Phone: (900)267-2265	PEOPLESBANK	Phone: (413)538-9500	PILGRIM BANK	Phone: (781)383-0541	RADIUS BANK	Phone: (617)728-7336	READING CO-OPERATIVE BANK	Phone: (781)942-5000	ROCKLAND TRUST COMPANY	Phone: (800)222-2299	ROLLSTONE BANK & TRUST	Phone: (978)345-1061	SALEM CO-OPERATIVE BANK	Phone: (603)898-2153	SALEM FIVE CENTS SAVINGS BA	Phone; (978)745-5555	SALISBURY BANK AND TRUST C	Phone: (860)435-9801	SANTANDER BANK N.A.	Phone: (617)757-3444	SAVERS CO-OPERATIVE BANK	Phone: (508)764-4329	SEAMENS BANK	Phone: (508)487-0035	SILICON VALLEY BANK	Phone: (408)654-7400	SOUTH SHORE BANK	Phone: (781)337-3000

^{† -} Indicates Estimated Quarterly Income.

Bank("BK") Reporting Date: 03/31/2019

Federal Regulators' Release Date: 06/01/2019

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				Estimated Regulatory					A CONTRACTOR OF THE PROPERTY O		Unrec
Institution Name	Home Office City	State	Color Code and Star Rating	Capital Classification if less than "Well"	Recent Regulatory Enforcement Actions?	Total Assets (\$000)	Equity (% of Assets)	Net Income for Qtr. (\$000)	Net Income (% of Equity)	EPL (% of Equity)	ognized Investment Losses (% of Equity)
STATE STREET B&TC	BOSTON	\$	GREEN""			225,137,000	11.64	516,000	7.88	000	0.66
Phone: (617)786-3000	Web URL; statestreet.com										
STONEHAMBANK A CO-OPERATI	STONEHAM		GREEN/**			608,065	9.80	1,308	8.78	00.0	0.00
Phane: (800)236-2442	Web URL: stonehambank.com										
STOUGHTON CO-OPERATIVE BA	STOUGHTON		GREEN"			116,840	8.05	29	2.85	00.00	0.00
Phone: (781)344-3080	Web URL: stoughtoncoop.bank	p.bank									
TD BANK NATIONAL ASSOCIATIO	WILMINGTON	띰	GREEN/***			301,449,780	13.09	600,338	6.08	0.94	0.40
Phone: (302)498-0319	Web URL: Id.com/us/en/personal-banking	/persona	I-banking								!
THE BANK OF CANTON	CANTON	MA	MA GREEN""/88			632,513	11.02	1.054	6.05	0.00	00:0
Phone: (888)828-1690	Web URL: thebankofcanton.com	Non.com									
THE BK OF NEW YORK MELLON T		8	GREEN""			1,361,837	81.86	38,348	13.76	0.91	0.00
Phone: (212)495-1784	Web URL: bnymellon.com	E								S.	•
THE CAPE COD FIVE CENTS SB	HARWICH PORT	¥	GREEN"**			3,467,286	9.54	6.335	7.66	0.00	0.00
Phone: (508)430-0400	Web URL: capecodfive.com	mod									
THE COOPERATIVE BANK	ROSLINDALE	MA	GREEN/***			430 538	9.48	586	5.74	0.76	000
Phone: (617)325-9955	Web URL: thecooperativebank.com	rebank.c	шо								
THE LOWELL FIVE CENT SB	LOWELL	MA	GREEN/***			1,146,995	12.54	1.872	5.21	000	00.0
Phone: (978)452-1300	Web URL: fowelffive.com	_									
THE NORTHERN TRUST COMPAN	CHICAGO	=	GREEN"			121,426,584	7.94	336,311	13.96	0.47	0.47
Phone: (312)557-6211	Web URL: northemtrust.com										
THE PITTSFIELD CO-OPERATIVE	PITTSFIELD	1	GREEN/**			304.347	16.14	596	4.85	1.14	000
Phone: (413)447-7304	Web URL: pittsfield-coop.com										
THE PROVIDENT BANK	AMESBURY		GREEN/***			998,134	12.05	2.214	7.36	0.24	000
Phone: (978)388-0050	Web URL: theprovidentbank.com	ank.com	_							!	
THE SAVINGS BANK	WAKEFIELD	MA	GREEN"**			621,057	12.04	732	3.92	00.00	0.00
Phone: (800)246-2009	Web URL: tsbawake24.com	шос									
THE VILLAGE BANK	AUBURNDALE	_	GREEN/**			1,222,608	10.62	2,260	96.9	0.00	0.00
Phone: (617)527-6090	Web URL: village-bank.com	mo:									
TRUSTCO BANK	GLENVILLE		GREEN"*			5,153,819	9.44	14,938	12.28	0.00	00.0
Phone: (518)344-7510	Web URL: trustcobank.com	ma									
UNIBANK FOR SAVINGS	WHITINSVILLE	MA	GREEN/**/B			1,781,642	8.40	3.047	8.15	000	000
Phone: (508)234-8112	Web URL: unibank.com										
UNITED BANK	HARTFORD	겁	GREEN/**		PR-07/12/18	7,331,499	10.28	14.712	7.81	00:00	00.0
Phone: (860)291-3600	Web URL: bankatunited.com	com			FDIC						
WAKEFIELD CO-OPERATIVE BAN	WAKEFIELD	MA	GREEN/***			223,367	8.04	309	6.88	0.00	00.0
Phone; (781)245-3890	Web URL: wakefieldcoop.com	moo.d									
WALPOLE CO-OPERATIVE BANK	WALPOLE	MA	GREEN""			489,032	19.10	912	3.91	00.0	0.00
Phone: (508)668-1080	Web URL: walpolecoop.com	шоа									
WASHINGTON SAVINGS BANK	LOWELL	MA	GREEN""			250,388	8.61	338	6.27	3.04	0.00
Phone: (978)458-7999	Web URL: washingtonsavings.com	ivings co	m								

Latest Ratings Updated through 06/01/2019

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Data Page: 8

Unrec- Annualized ognized Net Investment Income EPL Losses (% of (% of Equity) Equity)		14.20 2.77 1.57	5.55 0.00 0.00	8.58 0.00 0.00	6.89 2.59 0.00	-15.23 0.91 0.00	4.57 7.07 0.00	3.32 0.00 0.68	6.22 0.00 0.63	
Net Income for Otr. (\$000)	1,471	105,927	1,469	1,594	3,704	-21,520	886	557	230	
Equity (% of Assets)	10.61	10.57	12.23	8.17	10.18	16.02	13.22	11.94	9.37	
Total Assets (\$000)	1,193,393	28,247,116	866,046	909,308	2,113,370	3,529,599	654,087	562 082	363,973	
Recent Regulatory Enforcement Actions?		PR-12/14/18 OCC								
Estimated Regulatory Capital Classification if less than "Well"										
Color Code and Star Rating	MA GREEN""/B	CT GREEN/***	MA GREEN""	MA GREEN/***	GREEN"**	YELLOW/"	MA GREEN""	MA GREEN/***	MA GREEN/***	
State	MA savings.co	CT line.com	WA	MA ank.com	MA ank.com		MA.	MA rsavings.cc	MA ank.com	
Home Office City	WATERTOWN MA GI Web URL: watertownsavings.com	WATERBURY CT Web URL: websteronline.com	WEBSTER Web URL: web5.com	WELLESLEY MA Web URL: wellesleybank.com	WESTFIELD MA Web URL: westfieldbank.com	WILMINGTON DE Web URL: wilmingtontrust.com	WINCHESTER N Web URL: wcbonline.com	WINCHESTER MA GF Web URL: winchestersavings.com	SOMERVILLE MA Web URL: winterhillbank.com	
Institution Name	WATERTOWN SAVINGS BANK Phone: (617)928-9000	WEBSTER BANK NA Phone: (800)325-2424	WEBSTER FIVE CENTS SAVINGS Phone: (508)943-9401	WELLESLEY BANK Phone: (781)235-2550	WESTFIELD BANK Phone: (413)572-4235	WILMINGTON TRUST NA Phone: (866)948-2265	WINCHESTER CO-OPERATIVE BA WINCHESTER Phone: (877)922-2265 Web URL: wcbc	WINCHESTER SAVINGS BANK Phone: (781)729-2130	WINTER HILL BANK FSB Phone: (617)666-8600	

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'Trust with Verification'
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Greenville, Rhode Island 02828
800-837-4226 www.veribanc.com
email: service@veribanc.com

CHART 1: Number (and Percentage) of FDIC-Insured Banks in each color code and star rating category

GREEN/***	GREEN/**	YELLOW/**	GREEN/*	YELLOW/*	GREEN/U	YELLOW/U	RED/U
4,752	252	171	126	45	3	3	10
(88.62%)	(4.70%)	(3.19%)	(2.35%)	(0.84%)	(0.06%)	(0.06%)	(0.19%)

CHART 1: Number (and Percentage) of Banks that have been consecutively Blue Ribbon

From 1 to 7 quarters (B)	For 8 or more quarters (BB)
1,029	1,731
(19.19%)	(32.28%)

CHART 2: Number (and Percentage) of all FDIC-insured Banks with various Equity as a Percentage of Asset Levels

Under 3.0 Percent	3.0 to 5.0 Percent	5.0 to 7.0 Percent	7.0 to 10.0 Percent	Over 10.0 Percent
4	7	41	1,478	3,832
(0.07%)	(0.13%)	(0.76%)	(27.56%)	(71.47%)

CHART 3: Number (and Percentage) of all FDIC-Insured Banks with various Profit and Loss Levels

Profitable Banks	Banks with Modest Losses	Banks with Serious Losses
5,137	217	8
(95.80%)	(4.05%)	(0.15%)

CHART 4: Number (and Percentage) of all FDIC-Insured Banks with various levels of excess problem loans, securities and contracts more than ten percent of equity

10 to 25 Percent	25 to 50 Percent	50 to 75 Percent	75 to 100 Percent	Over 100 Percent
418	92	13	2	8
(78.42%)	(17.26%)	(2.44%)	(0.38%)	(1.50%)

Bank Reporting Date: 03/31/2019

Federal Regulators' Release Date: 06/01/2019

Latest Ratings Updated through 06/01/2019

2019 Budgeted (Based on 2019 EES)

			44	D& Caste	!	
Program	47.4	Markethy	Incentives	STAT	ENC	Total PA Cetti
A - Residential	\$ 1,246,701	1-	<u>.</u>	\$ 24,764,187		\$ = 24,987,845
10 - Rainbardel New Bullings		**		\$ 201,073		\$ 019,758
Ata - Resoluvzal New Homes & Renovaziona	\$ 41,249	\$ 23,965	\$ 652.471	\$ 202,073		8 919.758
Q - Residented Excessy Buildings	1 944, 193	\$ 445,364	\$ 5,144,771	1 427911		8 21.098.18S
A2s - Residential Coordinated Delivery		\$ +63,312	1	,,	-	
A2b - Residential Contervation Services (RCS)	1 45,291	\$ 45,003		1 (,770,642		\$ 1,901,817
A2c - Condensed Recol	\$ 314,044	\$ 248.158	\$ 5,815,495	1,03771		\$ 7,002,984
A2d - Residented Behavor	18,393	609'6 \$	\$ 787,500	\$ 20.545	4	\$ 654.077
A2e - Residented Active Demand Reduction	1 12,192	\$	141,996	\$ 163,252		\$ 334.754
U. Residencial Hardon-Pleasure	\$ 154,359	\$ 217,269	\$ 1.520.814	5 2H/B1	\$ 753,497	\$ 2,949,902
A34 - Residential Scatterings Marketing		\$ 122.019				\$ 122.019
Alb - Residented Separada Detabase	\$ 6,160		•			1 6,160
A.Jr Residential DOER Assessment	145,085					145,000
A34 - Rassinnasi Sponsorships & Subscriptoria						
A3n - Reselanzal Workforze Development				\$ 37,590		\$ 37,590
AN - Residenced Evaluation and Market Research					\$ 753,497	\$ 753,497
Alg - Residented EEAC Consultants	\$ 30.557	on.				\$ 30.557
A3h - Residented R&D and Demonstration		•	134,426			\$ 134,426
Alt - Represent HEAT Loan	1 72453	\$ 20,191	\$ 1,384,390	116,531		\$ 1,615,545
A3) - Residential Education	-	\$ 75,000		\$ 50,000		\$ 125,000
1. Income Eligible	321,194	\$ 95,619	1. 3,030,377	S 688,162	\$ 35,430	\$ 4,642,783
Fleore Biglide Excosy Baldings	\$ 161.723	\$ 73.74	\$ T030,377,	\$ 655,167		75 Table 1.
81a - Income Elgible Coordinated Delivery	\$ 161,123	\$ 73,794	\$ 1,030,177	\$ 655,162		3,920,454
Bib - Income Bythle Active Denand Reduction		,		-		
22 - Income Bushin Hard-to-Hannare	\$ 64.07	\$ 21.025	100	3 15,000	\$ 35,430	\$ 142,334
82a - Income Elgible Scotemide Marketing		\$ 21.625				\$ 21,025
B2b - Income Bythle Statewide Database	\$ 1,103			**	1 20	1017)
82c - Income Elgible DOER Assessment	\$ 29,301			, 10	· w	100.4% 2
824 - Income Elgible Sponsorships & Subscriptors			,		•	
82e - Income Elgible Wortdocca Devalopment				\$ 25,000		\$ 25,000
624 - Income Eligible Evaluation and Market Research			•	. 10	\$ 35,430.	\$ 35,430
B2g - Income Elgible Energy Alfordalsky Network		\$				\$ 29,587
- Commercial & Indisorial	\$ 625,973	3 159,164	\$15,652,000	\$ = 1,720,550	\$ 478,482	\$ = 12,921,834
I - COLNAM WASHING	100'44 8	80672	\$ 344,650	\$ 310,628	3	\$ 600,200
City - Cal New Buildings & Physic Renovations	\$ 47,021	\$ 7,909	\$ 340.650	\$ 210,628	,	\$ 626,209
2 - Cili Esimp Mildings	\$ 661,533	\$ 262,606	9 9,131,369	\$ 1,489,575		\$ 16.545,004
Cla - CAl Esseng Building Astrodo	\$ 555,130	\$ 233,092	1,779,271	\$ 1,047,489		\$ 9,615,142
C2b - C4i New & Replacement Equement	5 77.592	\$ 37,947	\$ 914,101	\$ 370,376		1,400,017
- 1		\$ 11,547		1 71,511		\$ 549,004
C) - CM Harden-Houses	\$ 117,419	S 64.788	\$ 37,500	27.25	\$ 478,462	\$ 738,543
Cla. Chi Scarewole Marketing		\$ 63.788	45			\$ 63,788
CDs - CAl Score-rde Detabase	1 1337		•			\$ 3,317
Clc - CM DOER Assessment	\$ 97,530	**				\$ 97,530
C3d - CAt Sponsorships & Subscriptors		,				-
Cle - CAI Workforts Development	, ps	\$ 5,000		5 2A,154		\$ 33,354
CM - CAI Evaluation and Market Research					\$ 478,482	\$ 478,482
C)g - CAI EEAC Consultants	\$ 16.552				,	\$ 16,552
C3h - C4X R4D and Demonstration	·					\$ 17,500
Research Transact	C = 3 200 EA7	\$ 1.181.405		\$ = 30,189,954 S = 7,814,828	\$ 1.247,499	4 - 40 073 444

PP 8A, Parameter Free Parameter	Praeram			PA	P.A. Capts				PA Costs
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17.2701 3 17.2701 5 17.2701 5 1.079.23 1.079.23 5 1.079.23	Att - Rendertal New Homes & Renovations				\$ 45.50	-			31.5%
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1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,	A2a - Resoluntal Coordinated Dubrary		-		\$ 504.27			\$ 4,080,778	37.1%
1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,	A3h - Residental Contervation Services (RCS)	\$ 62,996	\$ (7,713		\$ 452.30	-		\$ \$34,010	28.3%
1,000 1,00	A2c - Resolveted Rotal		\$ 78.929			.,		\$ (,155,477	16.5%
Marchelle	A24 - Resolumni Bahawar	\$ 30.607	\$ 4,228		\$ 5.71		,	\$ 269,119	31.4%
Statement Stat	A2e - Residenced Active Demand Reduction		\$ 1,302		\$ 1.76	<u>~</u>		\$ 12.492	12.
Particle Particure Particular Partic	A.J. Residented Hard-to-Pleasure	Ú	\$ 58.090	j	*		16212	i	37.5%
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March Marc		,			\$ 3.45	2	٠	\$ 3.457	87.6
Exercise Exercise	AM - Residenceal Evaluations and Market Research					-	163.613	=	21.7%
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Second Continued Disheron	. A34 - Residential HEAT Loan	l	2,980	\$ 648.157	1911	-		\$ 762.741	47.73
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1 124 (2) 1 124 (2)		H				-	29,094	\$ = 1,414,575	MA
Maintenance St. 12(9) St. 19(9) St. 19(15) St. 19(15) St. 19(16) St.	M. Treams Clabble Euleung Bulblugs	8			\$ 195.58	•			34.25
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Decidate Comp. Allow Ophics Street Street	B2f - Income Eligible Evaluation and Plantes Research		-		,		29.027	\$ 29,027	26,19
B. Inchemistral St. 1811 St. 1814 St	Big - Income Digitals Energy Attendebilley Network						,	\$ 9,937	33 6%
2, 14, 17, 18, 18, 18, 18, 18, 18, 18, 18, 18, 18	CCommercial & Industrial	П	Γ.		П	_	210,249	\$ 2,787,913	35.4%
1,000 1,00	CI - CAI Now Buildings		\$ 2,048	\$ 44,610	\$ 34.77	*		\$ 106,954	37.48
Strict S	C1x - C&I New Buildings & Major Banovations		\$ 3,048		\$ 34.72	55	•	\$ 100.950	17.4%
And Market Research S. 47,445 S. 6,127 S. 153,1949 S. 169779 S S. 2.0 Account Engagnant S. 14540 S. 46,11 S. 14,246 S. 46,11 S. 5,647 S. 5,647 S. 5 S. 5 <t< td=""><td>Ch. Chi Esisang Buldenya</td><td>5</td><td>\$ 72.077</td><td>800</td><td>1 246.00</td><td>**</td><td>7.0</td><td></td><td>76-45</td></t<>	Ch. Chi Esisang Buldenya	5	\$ 72.077	800	1 246.00	**	7.0		76-45
Market M	Cla - CM Exercy Bubling Retroft		\$ 65,127	\$ 1,351,898	\$ 109,795			\$ 2084.310	21.72
word Reduction \$ 1,162 \$ 1,563	C2b - C&I New A Replacement Equepment		\$ 6,814		\$ 54,467	57		\$ 267,835	21.61
State Stat	CZc - CAI Active Damand Reduction		\$ 136		111 1	15		\$ 1,553	21.0
eg 5 r 6 26.652 8 r 5 r 6 r 6 r 6 r 6 r 6 r 6 r 6 r 6 r 6 r 6 r 7 6 r 7 8 r 8 r 8 r 8 r 8 r 8 r 8 r 8 r 8 r 8 r 8 9 8 9 </td <td>Cl. Cal Hardro-Hasara</td> <td>8 75,636</td> <td>\$ 26.740</td> <td>\$</td> <td>1 12.63</td> <td></td> <td>216.347</td> <td>\$ 325,250</td> <td>44.5%</td>	Cl. Cal Hardro-Hasara	8 75,636	\$ 26.740	\$	1 12.63		216.347	\$ 325,250	44.5%
S	G3a - GBI Statewide Marketing		\$ 26.657	- 8		S		\$ 76.657	41.8%
S 75.656 S . S . S . S . S . S . S . S . S . S	City - Cal Sterewise Desibuse								100
S - S - S - S - S - S - S - S - S - S -	Cle - Cal DOSK Assessment					٠.		\$ 75.434	77.6%
See	C34 - C&I Sponsorships & Subscripsons						239	3 239	200
s , s , s , s , s , s , s , s , s , s ,	C3e - C&I Workforce Development		10		\$ 12.633	<u>.</u>	,	\$ 12.716	20.05
, ,	Cif. Chi Evaluation and Market Research	,			1	.	210.010	3 210,010	40.6%
2	Clg - CAI EEAC Considents					-	٠		200
	C3h - C&l R&D and Demonstration			•	•	-	٠	1 .	200
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Operating Budget Expenditures Through June 16, 2019

% USED	50.50	00.00	24.90	63.80	24.60	20.50	2.70	0.00	0.00	14.30	0.00	50.00	59.50	35.00	10.10	4.20	55.60	24.50	40.90	79.10	35.70	19.40	20.50	27.10	54.20	72.20	2.00	1.00	21.50	19.30	97.10	98.80	35.30
AVAILABLE BUDGET %	39,671	2,000	15,044	4,354	1,553	795	5,926	5,300	7,100	857	2,855	11,250	1,393	110,421	4,493	4,788	999	170,394	059'9	1,152	12,864	60,451	17,083	2,552	2,289	2,222	2,451	4,951	13,337	4,839	1,122	231	2,587
YTD EXPENDED	40,505.25	0.00	5,000.00	7,680.69	507.19	204.65	164.50	00.00	0.00	143.10	0.00	11,250.00	2,044.72	59,578.77	507.04	211.67	834.00	55,406.12	4,600.00	4,347.80	7,135.74	14,549.19	4,417.14	947.80	2,710.90	5,778.21	48.93	49.22	3,663.01	1,160.70	38,178.48	18,769.50	1,413.26
REVISED BUDGET	80,176	5,000	20,044	12,035	2,060	1,000	6,090	5,300	7,100	1,000	2,855	22,500	3,438	170,000	5,000	5,000	1,500	225,800	11,250	5,500	20,000	75,000	21,500	3,500	2,000	8,000	2,500	2,000	17,000	9'000	39,300	19,000	4,000
ORIGINAL APPROP R	80,176	2,000	20,044	12,035	2,060	0	7,090	2,300	7,100	200	3,500	22,500	3,938	170,000	2,000	2,000	200	230,800	11,250	2,000	20,000	75,000	26,500	3,500	2,000	8,000	2,500	2,000	17,000	000'9	39,300	20,000	1,000
ACCOUNT DESCRIPTION	OP-SALARIES	OP-SALARY RESERVE	OP-RETIREMENT	OP-GROUP INSURANCE	OP-MEDICARE/OTHER TAXES	STATE UNEMPLOYMENT INSURANCE	OP-MISC FRINGES	OP-RETIREMENT LIABILITY	OP-OPEB LIABILITY	OP-UTILITIES	OP-MISC RENTALS	OP-RENT	OP-CUSTODIAL SERVICES	OP-ADVERTISING	OP-IT SERVICES	OP-STAFF PROFESSIONAL DEVELOP	OP-PAYROLL SERVICES	OP-LEGAL SERVICES	OP-AUDIT FEES	OP-TREASURY SERVICES	OP-CONTRACTUAL	OP-OUTREACH/MARKETING CONTRACT	OP-POSTAGE	OP-TELEPHONES	OP-INTERNET	OP-PRINTING	OP-SUPPLIES	OP-FOOD SUPPLIES	OP-TRAVEL IN STATE	OP-TRAVEL OUT STATE	OP-SPONSORSHIPS	OP-SUBSCRIPTIONS	OP-SOFTWARE LICENSES
OBJECT	5110	5119	5171	5173	5174	5175	5179	5180	5181	5210	5270	5272	5290	5301	5309	5313	5314	5315	5316	5318	5319	5320	5341	5343	5344	5345	2400	5490	5710	5720	5730	5731	5732
ORG	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001	01001

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20,745	2,00	5,00	2,00	848,693.00
		_	_	\$
10,600	2,000	2,000	2,000	848,693.00
				45
OP-INSURANCE OP-BANK FEES	OP-UNPAID BILLS	OP-FINANCIAL SOFTWARE SYSTEM	OP-COMPUTER EQUIPMENT	Total 01 OPERATING FUND
5741 OP-INSURANCE 5786 OP-BANK FEES	5789 OP-UNPAID BILLS	5854 OP-FINANCIAL SOFTWARE SYSTEM	5855 OP-COMPUTER EQUIPMENT	Total 01 OPERATING FUND

347,298.77

Mil Adder Revenue January - May

Agenda Action Request Cape Light Compact JPE Meeting Date: 7/17/19



Aquinnah

Barnstable Bourne

Brewster

Chatham

Chilmark

Dennis

Dukes County

Eastham

Edgartown

Falmouth

Harwich

Mashpee

Oak Bluffs

Orleans

Provincetown

Sandwich

Tisbury

Truro

Wellfleet

West Tisbury

Yarmouth

Ratify the Establishment of a Reserve Fund for CLCJPE Operations, Exclusive of Energy Efficiency Programs

REQUESTED BY: Peter Cocolis

I move the Cape Light Compact JPE ("Compact") Board of Directors vote to ratify the June 12, 2019 vote of the Executive Committee to establish an operating contingency fund account in the amount of \$250,000. The funds for this account shall be generated by the mil adder collected through the Compact's power supply program and shall accrue over a period of three years. Said funds are to be appropriated through the annual operating budget.

The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote.

Additional Information

The June 12, 2019 meeting did not have a quorum of the full Board. A quorum of the Executive Committee was present and the voted to establish a reserve fund and agreed to bring their vote back to the full Board in July to have it ratified. See attached vote on June 12, 2019

Record of Board Action

Motion by:	Second by:	# Aye	# Nay	# Abstain	Disposition

Agenda Action Request Cape Light Compact JPE Meeting Date: 6/12/19



Aquinnah

Barnstable

Bourne

Brewster

Chatham

Chilmark

Dennis

Dukes County

Eastham

Edgartown

Falmouth

Harwich

Massipee

Oak Bluffs

Orleans

Provincetown

Sandwich

Tisbury

Truro

Wellfleet

West Tisbury

Yarmouth

Establishment of a Reserve Fund for CLCJPE Operations, Exclusive of Energy Efficiency Programs

REQUESTED BY: Peter Cocolis

I move the Cape Light Compact JPE ("Compact") Executive Committee vote to establish an operating contingency fund account in the amount of \$250,000. The funds for this account shall be generated by the mil adder collected through the Compact's power supply program and shall accrue over a period of three years. Said funds are to be appropriated through the annual operating budget.

The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote.

Additional Information

CLCJPE Board members recommend that a reserve fund be established and maintained for unanticipated expenses associated with regulatory and other matters. Unanticipated costs may include legal and expert consulting expenses. The Board will review the funds collected through the power supply program to ensure that sufficient funds, for nonenergy efficiency programs are maintained.

Record of Board Action

Motion by:	Second by:	# Aye	# Nay	# Abstain	Disposition	
t						
			1			

Proposed Cape & Vineyard Electrification Offering – Update

July 17, 2019



Snapshot of Cape Cod and Martha's Vineyard



- 2016-2018 US Census Data:
 - 3,296 Solar Installations
 - 272 installations (8%) were in low-income census block groups (area defined as having majority of residents below 60% of state median income)
- 2016-2018 MA CEC Solar Loan Data:
 - 377 Solar Installations Using Solar Loan Program
 - 87 installations (2%) were on homes where residents earned 80% or less than the state median income.

CVEO 2.0: Why?



- Low and moderate income customers are being left behind in terms of:
 - Solar
 - Generally cannot take advantage of tax credits, high upfront cost
 - Last EDC report indicated <u>ZERO</u> LI customers participating in SMART across the state
 - Battery storage
 - Low and moderate income customers cannot front costs associated with storage – statewide PFP program is not adequate for storage adoption in this customer group
 - Electrification
 - High upfront cost to convert to heat pumps
- LI customers tend to have high energy burdens (% of income spent on energy)

Proposed Cape & Vineyard Electrification Offering



- Objectives
 - 250 total non-gas heated participants, tiered services by income Low-income (up to 60%), moderate income (61-80%)
 - Enhanced incentives for all three for customers 81-120%
 - Statewide offerings for customers beyond 120%
 - Convert oil, propane, electric resistance heat to cold climate heat pumps
 - Install PV systems to support electrification of heating system and reduce GHG emissions
 - Install battery storage for demand response
- Addresses the issue of upfront cost barrier

What has changed?



Original CVEO

Income Level		Customers	HP Incentive	Storage Incentive	Solar Incentive	Loan for Solar	SMART Participation
Low-Income	below 60% SMI	175	Statewide (100%)	100%	100%	n/a	No
Moderate	61% SMI-80% AMI	175	100%	100%	\$5,000	0% interest	Yes
Extended Moderate	81-120% AMI	175	Statewide	100%	\$0	0% interest	Yes
Market Rate	121%+AMI	175	Statewide	100%	\$0	0% interest	Yes

CVEO 2.0

Income Level (SMI)		Customers		HP Incentive	Storage	Solar	Loan for	SMART	
					Incentive	Incentive	Solar	Participation	
		2020	2021	Total					
Low-Income	below 60%	50	100	150	Statewide (100%)	100%	30% CEC, 70% CLC	n/a	No
Moderate	61-80%	25	75	100	100%	100%	\$5,000	CEC (30% buy down; 1.5% interest reduction)	Yes
Extended Moderate	81-120%				Statewide, adder if Storage + Solar	BYOD, Heat Loan, bulk purchase price	\$0	CEC (10% buy down)	Yes
Market Rate	121%+				Statewide	BYOD, Heat Loan, bulk purchase price	\$0	CEC	Yes

Unless one-family household, then AMI.

Summary of changes



- Reduced participation, reduced costs, reduced impacts
- Storage payback expected to be cost-effective over 5 years – aligned with DPU order on 5-year incentive lock
- Leverage existing structures/incentives such as the CEC's solar loan

Next Steps



- Work with Eversource on ADR parallel effort
- Discuss updated proposal with stakeholders
- Incorporate Feedback from Stakeholders
- Bring CVEO to EEAC for Discussion and potential Resolution in Support
- Resubmit to DPU