

Bank of Cape Cod News

No. 1 November, 2006



Participating in the ribbon-cutting at Bank of Cape Cod's Grand Opening are (left to right): Mary Cotoia, EVP and Chief Lending Officer of the Bank; John Klimm, Barnstable Town Manager; Admiral John F. Aylmer, Bank Director; Monica Parker, Executive Director of the Hyannis Chamber of Commerce; Timothy T. Telman, President and CEO; Robert A. Pemberton, Chairman, and Mark E. Carron, EVP and Chief Operations Officer of the Bank.

Bank Celebrates Grand Opening

Bank of Cape Cod celebrated its Grand Opening with a special ribbon-cutting ceremony by bank and local officials on October 4 at the bank's headquarters and Main Office, 232 Main Street, Hyannis.

Visitors to the Grand Opening were welcomed by Bank Chairman Robert A. Pemberton, and by Timothy T. Telman, President and CEO. In their welcoming remarks, Pemberton and Telman expressed appreciation to all who had contributed to Bank of Cape Cod becoming part of the Cape's growing business community, and indicated that the bank was looking forward to providing competitive banking products and services to Cape businesses, professionals and homeowners.

Among the many highlights of opening events were congratulatory remarks by Jeffrey Perry, the State Representative of Sandwich, and the presentations of special citations to Bank of Cape Cod from the Massachusetts Legislature by Barnstable State Representative Demetrius Atsalis and from the Massachusetts State Senate by Sue Rohrbach, the district aide to Senator Robert O'Leary.

In comments by various State and local officials, it was noted that the launching of a new bank on Cape Cod is a particularly significant event because the banking industry in Massachusetts and elsewhere in the country is in a consolidation rather than expansion mode, and the total number of financial institutions in the state and country has declined noticeably in recent years.

Following the ribbon-cutting ceremony and presentations by various speakers, visitors were invited into the bank to receive souvenir gifts, enjoy refreshments, meet with bank Directors and Staff Members, and enter a special drawing for a new Catboat (the corporate symbol of Bank of Cape Cod) that was prominently displayed in the main lobby. Reference to the bank's symbol had been made earlier by Representative Atsalis who mentioned that he fondly remembered growing up on Cape Cod, and first learning to sail in a Catboat.

As the Cape's only local commercial bank, Bank of Cape Cod was authorized to conduct business by the Massachusetts Board of Bank Incorporation on August 15, 2006, and began its initial operations a few weeks later. The bank is insured by the Federal Deposit Insurance Corporation, and is an Equal Housing Lender.

Welcome to the Bank of Cape Cod



The officers and associates of Bank of Cape Cod

Officers and Associates of Bank of Cape Cod

Timothy T. Telman	President and Chief Executive Officer	Patricia A. Coffey	Assistant Vice President, Portfolio Manager/Credit Analyst
Ronald E. Reed	Executive Vice President and Chief Financial Officer	Paul K. Forni	Assistant Vice President, Operations & Electronic Banking
Mary C. Cotoia	Executive Vice President and Chief Lending Officer	Georganne E. Corey	Receptionist
Mark E. Carron	Executive Vice President and Chief Operations Officer	Melissa D. Gill	Banking Representative
Mark G. Sexton	Senior Vice President, Commercial Lending	Lee Ann Hesse	Director of Human Resources
Tracy Buckley-Scott	Vice President, Branch Manager	Judith M. Matson	Banking Representative
Charles R. Gill	Vice President, IT Administrator	Maureen F. Remie	Deposit and Loan Operations Specialist
		Nancy L. Turgeon	Accountant
		Gabriela G. Viana	Executive Assistant

Directors of Bank of Cape Cod

Robert A. Pemberton	Chairman of the Board	Richard Angelini	David M. Dunford
Timothy T. Telman	President and Chief Executive Officer	John F. Aylmer	Henry C. Farnham
Ronald E. Reed	Executive Vice President and Chief Financial Officer	J. David Crawford	Robert C. Pemberton
		Vince Cremona	

GRAND OPENING DAY



Bank Chairman Robert A. Pemberton (center) extends welcoming greetings at the Grand Opening of Bank of Cape Cod. Also pictured (left) Timothy T. Telman, President and CEO and (right) Mark E. Carron, EVP and Chief Operations Officer of the Bank.



State Representative Demetrius Atsalis (center) reads from a special congratulatory citation from the Massachusetts State Legislature presented to Bank of Cape Cod at the Bank's Grand Opening. Looking on (left to right); Mary C. Cotoia, EVP and Chief Lending Officer; Timothy T. Telman, President and CEO, and Jeffrey Perry, State Representative.

Welcoming Remarks by Tim Telman



“On behalf of our Investors, Directors, Officers and Staff Members, I would like to welcome you to the Grand Opening of Bank of Cape Cod.

As I look back at the many months of hard work by many people that made this historic day possible, my thoughts can be summarized in a few words: “We did it.”

But I realize that today is really only the beginning because our efforts will no longer focus on becoming a bank, but becoming the Number 1 bank for businesses and homeowners of Cape Cod.

And as we strive to achieve this goal, I am pleased to say the Bank of Cape Cod will offer a competitive line of quality banking products, an experienced and knowledgeable staff of local bankers, and personal service second to none.

In short, today is an historic day for Cape Cod, and I hope in time it proves to be an historic day for Cape Cod. Thank you for being with us.”



Sue Rohrbach, district aide to Senator Robert O'Leary, presents a special congratulatory citation from the Massachusetts State Senate to Timothy T. Telman, President and CEO of Bank of Cape Cod at the Grand Opening ceremonies of the bank.



Attending Grand Opening ceremonies are (left to right) Vince Cremona, Bank Director, Ronald E. Reed, EVP and Chief Financial Officer, and Admiral John F. Alymer, Bank Director.

GRAND OPENING DAY



A Banner proclaims an historic day for Bank of Cape Cod.



Attending the Grand Opening are (left to right) Bank Officers Mary Cotoia and Mark Carron and Mark Sexton with his wife, Mary Ellen, and mother-in-law, Phyllis DeLude.



Henry C. Farnham (right), a Bank Director and President of the Barnstable Town Council, discusses the Grand Opening of Bank of Cape Cod with State and local officials who participated in the opening ceremonies.



Pictured at the Grand Opening are Rob Pemberton, Bank Director, and Lee Ann Hesse, Director of Human Resources.



Mark Carron, Chief Operations Officer, is pictured with the special bow for the ribbon-cutting ceremony at the Grand Opening.

Bank Offers Complete Line of Services

Bank of Cape Cod offers a complete line of business and personal banking services designed to be highly competitive with the product offerings of any other financial institution serving the Cape market. The bank's product line includes checking and NOW accounts, savings, CDs, IRAs, and money market accounts, business and personal loans for any borrowing need, and a wide range of special services from debit and credit cards to safe deposit, night deposit, and international services.

Of particular note, the bank's Small Business Checking Account is the most competitive demand account offered by any bank on Cape Cod. The account features no monthly service charge and up to 400 monthly transactions (including checks paid, deposits, and items deposited) completely free. In short, virtually all Cape businesses can enjoy free checking at Bank of Cape Cod by simply opening an account.

On the personal checking side, the Bank offers a Super NOW Account that rewards customers for maintaining combined checking and savings balances (of \$1,500 and \$25,000, respectively) in a relationship account. By maintaining these minimums, a customer is entitled to free checking with unlimited check writing privileges, free wallet-style checks, free bank checks, free traveler's checks, free check and statement copies, an annual safe deposit discount, and free transactions at Bank of Cape Cod and SUM network ATMs.

Another notable deposit account offered by the Bank is the Admiral Account, a traditional savings account that is available to both business or personal Bank of Cape Cod checking customers. Paying a current interest rate of 4.50%, compared with an average of .50% paid by other Cape Cod banks, the Admiral account provides customers with the earning power of a CD on a liquid savings account.

Altogether, Bank of Cape Cod offers 50 products and services to businesses, professionals, and homeowners in the Cape market to meet virtually any financial need.



The principal Officers of Bank of Cape Cod (left to right): Timothy T. Telman, President and CEO; Mark E. Carron, EVP and Chief Operations Officer; Mary C. Cotoia, EVP and Chief Lending Officer; Ronald E. Reed, EVP and Chief Financial Officer.



Customers of Bank of Cape Cod are greeted by the smiles of Judith M. Matson and Melissa D. Gill, Banking Representatives.

What are your impressions of being a member of the original team of Bank of Cape Cod and what will you do personally to help make the Bank a success?



Melissa Gill

Banking Representative

As a recent college graduate, I find that being a member of the original team has been an

amazing learning experience. For me, the appeal of Bank of Cape Cod is knowing that we will grow together and that I am not just a bank teller, but part of a tight-knit family. Working for a company that is so focused on the Cape Cod community is refreshing, and being a Cape Coddler is unique. I am glad to have the chance to help our clients with their banking needs. The Bank's success is my success as well, so I intend to come to work everyday with a smile and a good attitude! If a client approaches me with a question, I hope to provide him or her with an answer, and if I am not sure of the answer, I will work hard to make sure that one is found.



Mark Sexton

SVP Commercial Lending

Having worked at much larger banks, the Bank of Cape Cod experience has been stimulating, rewarding and fun. I truly feel as though I can and will make a difference in helping this bank grow. I am not a number at this company, and have the unique opportunity to have a direct impact on this organization by my efforts. It is very rewarding to see customers appreciate the personal attention, creativity and great services we offer. We in turn, appreciate our customers tremendously as they help this local bank grow; this must be rewarding for them as well. We have put together a very talented, dedicated and motivated team of bankers. The chemistry among the group could not be better.

I will do all I can do to bring new long lasting relationships to the bank. Relationships are what banking is all about. I would like to be that banker that others tell their friends to come visit here at Bank of Cape Cod.



Tracy Buckley-Scott

Vice President

As the Branch Manager of the headquarters office, I'm

excited to build a retail banking team that reflects our motto, "Rediscover Local Banking". It's not often that bank associates are able to meet each of their customers personally and begin developing meaningful and long-term relationships with them. Every member of our team understands and embraces this truly unique opportunity.

Additionally, the retail banking team has been empowered with both the knowledge and tools necessary to be a trusted advisor and is prepared to meet the financial needs of both our present and future clients. With this foundation firmly in place, our team is poised to help Bank of Cape Cod become the premier financial service provider on Cape Cod!



Georgeanne Corey

Receptionist

Being involved with this new bank has been very meaningful for me. It is an exciting time for all of us here at Bank of Cape Cod and for the Cape as well. I will strive to always give our customers the best service, to draw new customers to the bank by informing them of our products and services, and what our bank is about, and to help my team members succeed in their respective areas.