

# QUINNIPIAC BANK & TRUST COMPANY Newsletter

Mark A. Candido, President & CEO

Brian P. McArdle, Chairman

## Dear Valued Customers and Friends:

It is with great pride that we share this most recent Press Release, which was in the *New Haven Register* on Tuesday, July 26, 2011.



## TURNING A CORNER Young bank posts 1st profit

*Quinnipiac Bank President and CEO Mark Candido and Executive Vice President Dick Barredo stand at the site of their bank's new headquarters in Hamden. The bank announced Monday that it became profitable in the second quarter. The company has bought land at 2704 Dixwell Ave., where its new headquarters will be. The bank is currently located nearby, elsewhere on Dixwell Avenue.*



Brad Horrigan/Register

By Cara Baruzzi, Register Business Editor, *New Haven Register*,

HAMDEN — Quinnipiac Bank & Trust Co., a privately held community bank founded in 2008, said Monday it became profitable in the second quarter, with net income of \$30,000, up significantly from the \$199,000 loss it had a year earlier.

“Conservative growth and adherence to prudent underwriting standards has minimized loan losses and enabled the bank to realize profitability sooner than expected,” President and Chief Executive Officer Mark Candido said in a statement. “The challenges remain to continue our growth and sustain and increase profitability while effectively navigating through these turbulent economic conditions.”

The bank serves small and mid-sized businesses as well as consumers.

“Whenever a community bank achieves profitability it’s a milestone,” said

“It’s a testament to the strong management and good stewardship by the board of directors that it only took (the company) three years to achieve profitability in a very difficult environment.”

John Carusone  
Bank Analysis Center

banking analyst John Carusone. “It’s a testament to the strong management and good stewardship by the board of directors that it only took (the company) three years to achieve profitability in a very difficult environment.”

Carusone, president of the Bank Analysis Center in Hartford, said it typically takes community banks about three years to become profitable in

favorable economic conditions but the process can take much longer in a weak economy.

“Now that the bank has turned the corner, there are a lot of opportunities to take market share and build a strong franchise,” Carusone said, since many consumers are weary of big banks and seeking more local alternatives. “The world is their oyster,” he said of the bank’s officials.

Quinnipac Bank & Trust saw its total loans, deposits and assets grow in the second quarter, compared with a year ago. As of June 30, the company had \$52.1 million in loan volume, up from \$36 million a year earlier; \$61.8 million in deposits, up from \$45.4 million a year earlier; and \$69.3 million in assets, up from about \$53 million a year earlier.

The company recently purchased land at 2704 Dixwell Ave. where its new headquarters will be built. In the interim, the bank remains located nearby at 2600 Dixwell Ave.

# QUINNIPIAC BANK & TRUST COMPANY

## NEW EMPLOYEES

Additions to our staff since our May Newsletter:

Michael Capodanno – *Chief Financial Officer*

Frank Cruz – *Customer Service Representative*

Sue Clark – *Head Teller*

We urge you to stop in anytime to experience our highly personalized service.

## ADVERTISING

Please be sure to visit our website:  
[www.quinnipiacbank.com](http://www.quinnipiacbank.com)

To learn more about us or to let us know your thoughts about us. We are always willing to improve ourselves.

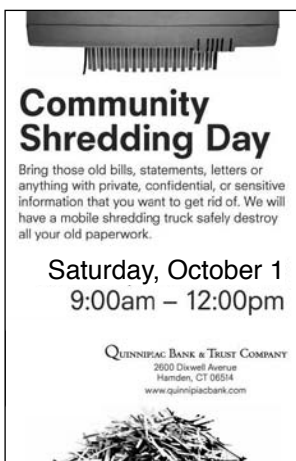
## BANK HOURS

Mon. – Wed. 8:30 a.m. – 4:00 p.m.  
Thurs. 8:30 a.m. – 5:00 p.m.  
Fri. 8:30 a.m. – 4:00 p.m.  
Sat. 9:00 a.m. – 12:00 p.m.

As always, we are a full service bank and all of our products are available during our regular banking hours.

## UPCOMING COMMUNITY EVENTS

On October 1, 2011, we are planning to hold a “free” shredding event to be held on our new property located at 2704 Dixwell Avenue from 9:00 a.m. – 12:00 p.m. Feel free to bring all items that you want shredded from one bag to a pickup truck load.



**Community Shredding Day**  
Bring those old bills, statements, letters or anything with private, confidential, or sensitive information that you want to get rid of. We will have a mobile shredding truck safely destroy all your old paperwork.  
**Saturday, October 1**  
9:00am – 12:00pm  
QUINNIPIAC BANK & TRUST COMPANY  
2000 Dixwell Avenue  
Hamden, CT 06514  
[www.quinnipiacbank.com](http://www.quinnipiacbank.com)

## TESTIMONIALS

We are very fortunate to have customers offer their testimonials regarding our service and products.

*“Today’s banking is often impersonal and cold, however, you and your staff have managed to provide a very personal welcoming environment to customers. I know because I am one of them.”*

– Frank DeMatteis, President  
All Seasons Clean Outs and Improvements, LLC

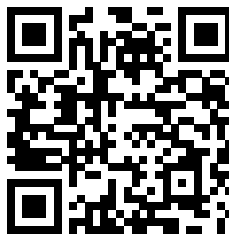
*“I like the idea of dealing with experienced local bankers, rather than somebody in Atlanta or Singapore.... I look forward to working with you”*

– Jonathan Katz  
Jacobs, Grundberg, Belt, Dow & Katz P.C.

*“It is a pleasure working with a community bank such as yours. The bigger banks just don’t provide the personal service – it’s just like you were a number to them”*

– Marie, Montessi Motors

**Scan this code with your smart phone to listen to what our business customers have to say about Quinnipiac Bank and Trust...**



We ask you to consider QB&T Company for your business and personal needs. Please refer us to your relatives, friends and business associates. You have every reason to feel very comfortable when you make a referral to us. We continue to be safe, sound, strong and secure. We are a full service commercial bank with all of the latest technologically advanced products and services.

## MORTGAGE OR LOAN CALCULATOR

Considering buying or refinancing your home? Access our Mortgage Calculator on our web site – find the term and payment that suits you, then contact John Siclari at 203-407-0756.



mortgage loan

Loan amount:  \$  
Loan term:  years  
Interest rate:  %  
First payment date:  |

Powered by Mortgage Calculator

## OUR FUTURE HOME

2704 Dixwell Avenue, Hamden, CT – Our building lot is beautifully landscaped. Management has met with our design architect. Plans are developing and things are getting exciting. We will keep you informed as we progress.


## SHAREHOLDER APPRECIATION EVENT

We hope you will join us for our “Shareholder Appreciation Event” to be held on September 21, 2011. Watch for your personalized invitation.

Lastly, I take great comfort in reminding you that your Bank is safe, sound, secure and strong. I urge you to become our customer, and as always, we truly appreciate your referrals.

Please feel free to contact us via our website – [info@quinnipiacbank.com](mailto:info@quinnipiacbank.com) or 203-407-0756.

Best Regards,



Mark A. Candido  
President & CEO