

COOPERATIVE  
**LowellBank™**  
**Connections**

Quarterly Newsletter of Lowell Cooperative Bank

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To receive this Newsletter, Offers and Special Promotions from Lowell Coop via e-mail sign-up at [www.LowellCoop.com](http://www.LowellCoop.com)!

At Lowell Cooperative Bank, we approach banking differently. We take the time to get to know you so we can offer the products and services you're looking for today, and help you prepare for tomorrow. Whether you're looking for traditional banking products like checking, savings, consumer & home loans, or the latest convenience banking options, you'll find banking services that fit your lifestyle. And as a community-centered bank, all our lending decisions are made locally, by familiar faces who know you and who are invested in your community. Add convenient ATM locations and free no-hassle parking at our branches and you'll see what personal banking is all about.

## Community involvement



In the summer of 2009, Lowell Cooperative Bank President and CEO, Rich Bolton and Merrimack Repertory Theatre Executive Director, Tom Parrish struck up a conversation at a downtown Lowell restaurant when Rich presented Tom with a question. What would the Merrimack Rep be able to accomplish if Lowell Cooperative Bank partnered with the Merrimack Rep for the next two seasons?



As the new CEO of Lowell Cooperative Bank, Bolton was so impressed by all the Greater Lowell area has to offer, he was searching for ways to get more involved. While the two men shared friendly conversation that evening, Bolton recognized the role that the theatre played in the economy of Downtown Lowell. Great theatre brings money into the city in the form

base of support would allow the Merrimack Rep to focus on creating great work and not on scrambling for funds. So, Bolton made the offer.

Six months later, the Merrimack Repertory Theatre is mid-way into one of its most well-received seasons, yet. This season's performances have been hits with audiences. Lowell

*In a business like the theatre where over half of the revenue comes from donations, having a stable base of support going in allows us to focus on creating the work and not scrambling for funds.*

of foot traffic, parking revenue, hotel and restaurant business. But in the theatre industry, half of all revenue comes from donations. Having a stable

Cooperative Bank is doing its part to make sure that as many people as possible get to enjoy this season's offerings. One evening during each play's run,

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## Letter from the President

Dear Friends of Lowell Cooperative Bank,

I am pleased to present you with Lowell Cooperative Bank's premier issue of Connections – a newsletter designed to enhance our banking relationship and keep you informed of our efforts to support the Greater Lowell Community. We hope that you enjoy reading Connections.



This month marks my first anniversary as President and Chairman of Lowell Cooperative Bank. During this time, I've had the pleasure of meeting many of you. The single most impression I have is that

Greater Lowell is a diverse area made up of hardworking individuals who take such great pride in their community. I am proud to be part of a community that places such high value on its educational, cultural and recreational venues and will continue to support it. We firmly believe that Greater Lowell's strong economic vibrancy is the key to solid growth.

Over the last year we have reconfirmed our involvement in the community which has led us to support organizations such as the food pantries and shelters, housing initiatives in the city, the Lowell Spinners, UMASS, the Summer Music Series, the Merrimack Repertory Theatre and the Fourth of July Fireworks Celebration. These efforts and support will continue, both monetarily and with the volunteer efforts of our staff. As a local community bank, we take pride in supporting these important organizations that make up the fabric of our community.

The past year has been a challenge for many businesses and residents of the Merrimack Valley. As we move toward economic recovery, property values will stabilize and consumer confidence will build, spurring growth in the greater Lowell area. At Lowell Cooperative Bank we are ready to do our part to support the recovery with a great team of professionals and money to lend! We encourage our employees to shop and spend locally as often as they can in order to support our local economy and I hope that you will do the same.

As highlighted in the articles of Connections, solid working relationships are vital to everyone. At Lowell Cooperative Bank we offer all the conveniences such as online banking, ATM locations, remote merchant capture and more just like most financial institutions. More importantly though, we believe what matters the most at the end of the day is that your banker is accessible and available to help. This accessibility is not only a promise from the Lowell Cooperative Bank employees but also from myself; please feel free to contact me at any time. Your comments and suggestions are extremely important to us.

We want to be Your Personal Bank as well as Your Personal Business Bank.

I look forward to seeing you in and around the city!

Warm Regards,

Richard E. Bolton, Jr.  
President, CEO and Chairman

## Lender spotlight — *Tim Frechette: A*



Tim Frechette can be reached at [TFrechette@LowellCoop.com](mailto:TFrechette@LowellCoop.com) or call (978)322-7035 to find out for yourself what "personal business banking" is all about.

The jovial banter begins as soon as Lowell Cooperative Bank Commercial Loan Officer, Tim Frechette enters the office. "He's the best dressed banker I've ever met!" comments James "Jimmy" Morgan, founder and president of JayMor Enterprises of Pelham, NH. A pretty sharp dresser himself, Jimmy started the business in 1954. He estimates his company does between \$3 and \$4 million in demolition, site, and asbestos removal work per year. Fashionista talk aside, the mutual respect and admiration between the loan officer and his customer is obvious.

The relationship is so strong in fact, that when Tim recently made the move to Lowell Cooperative Bank, Jimmy followed. Although Jimmy Morgan had personal accounts and a home mortgage with Lowell Cooperative, he had his business accounts with a larger financial institution where he and

Loan Officer Tim Frechette were first introduced. "Tim is a super guy, really down to earth and really easy to work with," the veteran businessman commented. "When Tim left, my commercial loan request just fell through the cracks. It was too large for the branch to handle, but too small for a commercial lender to be interested in. We just weren't able to get the level of service we needed from this larger bank because were too small."

Luckily for Jimmy, he knew where Tim landed. He gave Tim a call and soon all JayMor Enterprises accounts including deposit accounts, business mortgage, and business line of credit were moved to Lowell Cooperative Bank under the watchful eye of their new Commercial Lending Officer, Tim Frechette. "Lowell Cooperative Bank has always been good to us, but when they brought Tim over they got JayMor's business too," adds Morgan.

What does the man who demolished famous Lowell landmarks like St. Peter's Church and The Speare House look for in a Commercial Lender? "Personality," answers Jimmy. "And he's got to be able to make things happen," he adds. Tim Frechette has plenty of both. When Jimmy decided to switch JayMor's business accounts to Lowell Cooperative Bank, Tim's responsiveness



## Community involvement *continued*



and beyond at a private reception at the Merrimack Rep. During the reception, guests are able to mingle with Executive Director, Tom Parrish and Artistic Director, Charles Towers who treat them to a prelude of the upcoming play. Admission to the performance is compliments of Lowell Cooperative Bank.

To say that the Merrimack Rep is appreciative of Lowell Cooperative Bank's support is an understatement. "Producing theatre requires a lot of capital and a lot of risk," explains Parrish. "Knowing that we have the support of Lowell Cooperative Bank, not only for this season, but for the next, takes a huge burden away and allows us to concentrate on the quality of our productions. It also enables us to keep ticket costs down so that great theatre is available to all."

As a special thank you for their on-going support and as a reminder of what it has enabled the Merrimack Rep to achieve, Tom Parrish presents Rich Bolton with a framed photo from each production autographed by the entire cast. These photos proudly hang outside Rich Bolton's office at 15 Hurd Street as a reminder to all of what community involvement is all about.

Lowell Cooperative Bank invites you to experience live theatre for yourself. Visit [www.merrimackrep.org](http://www.merrimackrep.org) or call (978) 654-4678 for information about upcoming performances at the Merrimack Repertory Theatre. The Merrimack Repertory Theatre is located at 50 East Merrimack Street.

## *lender who gets things done.*

*..the way Tim put together the loan we can't help but grow. He restructured our loan and saved us money."*



enabled Jimmy to accomplish something that was important to his business. "The way Tim was able to restructure our loan saved us a lot of money. JayMor can't help but grow," beams JayMor's founder.

Tim's biggest fan at JayMor Enterprises however, just might be their Office Manager. Laurie Morgan can't wait for Lowell Cooperative Bank to install the new remote deposit capture software.

Remote deposit capture allows checks to be remotely deposited to Lowell Cooperative Bank accounts right from the place of business. It promises to save Laurie time and JayMor money.

As for Commercial Loan Officer, Tim Frechette, he's just happy to have JayMor back as a customer. "They're nice people to work with, and I look forward to a long and successful relationship." Jimmy Morgan agrees and vows Lowell Cooperative Bank is one Lowell landmark he'll never demolish.

*JayMor Enterprises is located at 505 Bridge Street / Rte. 38 in Pelham, NH. They can be reached at (603) 635-2035.*



## *Helping you nurture and grow*

**"Ironstone Farm appreciates Lowell Cooperative Bank's deep community roots which are nourished and strengthen every year through their commitment to local businesses and non-profits like Ironstone Farm. Their support makes it possible for us to provide therapeutic services to those in our community who could not otherwise afford it further strengthening our roots as Lowell Cooperative Bank has done for over half a century."**

— Megan Loughney  
Challenge Unlimited at Ironstone Farm

## **Business spotlight**

**Durkin's Carpet and Interiors is a "How to" television lover's goldmine.**



*Ed Killam, Vice President,  
Senior Loan Officer  
& Tom Durkin*

Durkin's Inc. Carpeting & Interiors is an HGTV lover's goldmine. Formerly available by appointment only to contract commercial customers, a recent acquisition of Merrimack Rug & Linoleum, opens the showroom door to consumers. A newly formed division, Merrimack Rug at Durkin's is now open to retail customers at the 287 Appleton Street location Monday through Saturday, with Thursday evening hours.

When Tom Durkin took over for his father some 40 years ago, Durkin's was a small floor covering showroom

on Appleton Street in Lowell. Today, Durkin's Inc. Carpeting & Interiors is a commercial interiors company, providing carpeting, flooring, draperies, window shades and full re-upholstery services to contract commercial businesses within a 75 mile radius and beyond Boston. The new division, Merrimack Rug at Durkin's, allows Durkin's to expand to servicing residential customers.

Tom Durkin has not only grown the retail side of his business, but has successfully navigated the highs and lows of commercial real estate investments. In the 1980's real estate adjacent to the Appleton Street Showroom became available. Always looking to grow his business, Tom purchased the property to provide off-street parking to his customers. As owner of the building at 287 Appleton Street, Durkin leases out the upper floors of the three story building and reserves the main and lower levels for Durkin's Inc. The main floor is home to a treasure trove of display carpets - well beyond the scope of national home improvement centers. Craftsmen work wonders in the lower level where furniture is re-upholstered for both corporate and private clients. Also on the lower level, customers with appointments are able to choose upholstery and interior window treatments fabrics from a vast collection in Durkin's custom drapery department.

Tom Durkin himself is a paradigm. Both friendly and approachable, he is also a formidable businessman. He's proud of Durkin's Enterprises' long history in Lowell and is a powerful advocate for the City. As a native of Lowell, he is an active member and Director of the Jackson, Appleton, Middlesex Business and Residents Association (JAMBRA). JAMBRA's mission is to attract businesses

## Business spotlight *continued*

and new development to the area by partnering with the city and state government, business, educational, cultural, and institutional resources. Tom Durkin is a business man who appreciates history, values integrity, and who has the enviable ability to stay ahead of trends.

It's no surprise that Tom looks for the same sense of stability in a financial institution. The President and Treasurer of Durkin's Incorporated has seen many local banks come and go, merge and dissolve in the past 50 years. His own history includes banking relationships with two historic banking institutions: Union National Bank in the 60's and early 70's, and later with the larger BayBank where he served on their Advisory Board of Directors for over 10 years. However, when BayBank was purchased by Bank of Boston, Tom's longstanding business relationships with BayBank carried no weight with the larger financial giant, and his relationships were lost. Tom recalls this experience as a valuable lesson learned.

In search of stability, Durkin's Inc. moved its primary business relationship to Lowell Cooperative Bank in the late 90's. "Keep in mind '96, '97, '98 and '99, were not good years for a lot of businesses, but Lowell Cooperative Bank came through for me," Durkin states. Tom now enjoys the more "personal" service that a local bank allows. "Rates are always fair. I have worked with Lowell Cooperative Bank for equipment purchases, computer updating, inventory additions, vehicle purchases and mortgages for family business properties. But more importantly, I appreciate the fact that at Lowell Cooperative Bank, they address me and my business on a personal basis. I am not passed off to another

department. Decisions are made on Hurd Street by lenders who can feel the pulse of the local business community."

In Tom's experience, a business owner must have faith in his chosen bank's management team and in their ability to plan for the longevity of the bank. During his 13 year history at Lowell Cooperative Bank, he has benefited from relationships with not only the lending team, but also with the branch staff, the mortgage team, and senior management. He's encouraged by the accessibility of Lowell Cooperative Bank's Senior Officers and is particularly pleased with the direction they have taken in the past year. "The new president, Rich Bolton and I have met a number of times and he's extremely sincere about getting involved in the community. The work Lowell Cooperative has done with the Merrimack Repertory Theatre, local newspaper, radio, and 2009 Fourth of July fireworks display demonstrates this." Tom also feels the bank's new image gives a fresh look and a visual change to the name. "Lowell Cooperative Bank is a 'diamond in the rough' and I believe the bank has a very unique personality. For those of us who have had the pleasure of doing business with them, it is a rewarding experience." An experience he encourages others to discover for themselves.

*Durkin's Inc. and Merrimack Rug are located at 287 Appleton Street in Lowell.*

## Enter Lowell Cooperative Bank's "125 Years & Growing Strong" photo contest

### Lowell Cooperative Bank was here when Demoulas Market was selling sliced bread for 11 cents a loaf...



***and we're still here today – supporting Greater Lowell's small businesses and helping to grow your community.***

Can you identify both the year and the street location that this photo was taken? Log on to [LowellCoop.com/photocontest](http://LowellCoop.com/photocontest) or call our Photo Contest hotline at (978) 322-7059 to enter Lowell Cooperative Bank's "125 Years & Growing Strong" photo contest and you could win a night out for you and your family compliments of Lowell Cooperative Bank. All correct entries will be entered into a drawing for 4 tickets to see the Lowell Devils play at the Tsongas Center at UMass Lowell and a gift certificate to the Brewhouse Café & Grille in Lowell. The winner will be chosen on March 8, 2010. For contest details, please log on to [LowellCoop.com/photocontest.html](http://LowellCoop.com/photocontest.html) or stop into one of our Lowell branch locations at 691 Rogers Street or 18 Hurd Street.

# Federal Home Buyer Tax Credit Now Benefits More Home Owners

By Michael Breda, Vice President, Retail & Consumer Lending



The Federal Government's Home Buyer Tax Credit for First Time Home Buyers has been a great success in assisting those new home owners in achieving their home ownership goals. Today, more home buyers can benefit from the Tax Credit Provision.

Last November Congress passed the Worker, Homeownership, and Business Assistance Act of 2009. This Act includes an eligibility provision for current home owners who are considering the purchase of a new primary residence allowing them to also benefit from the tax credit! Sometimes referred to as the "Move-Up Buyer", there is no actual "move-up" requirement to qualify for the credit. Therefore, home buyers (let's call them Re-buyers) who plan to downsize in their next home purchase, along with people who are relocating, may also qualify for the tax credit.

The eligible amount of the tax credit differs by the type of home buyer; up to \$8,000 for First Time Home Buyers and \$6,500 for Re-buyers. The first requirement of any buyer is that the new property must be their

primary residence. Other eligibility requirements for home buyers include maximum house prices and income limits. In our area, the maximum house price is \$800,000, which is well above our area's median home prices, making this opportunity well within reach of many home buyers. The income limits for the full credit are based on marital status; \$125,000 for a single person, and for joint filers, that income limit increases to \$225,000. Individuals with higher incomes may still qualify for a partial (lower) tax credit. Home buyers should check with their tax advisor regarding full eligibility and tax filing requirements. The IRS also offers information and eligibility requirements at [www.irs.gov](http://www.irs.gov).

Like all good things, this offer won't last. Under this Program the home buyer must sign a purchase and sales agreement for the new property by April 30, 2010, and then close on the property by June 30, 2010.

Current low mortgage interest rates, combined with Lowell Cooperative Bank's First Time Home Buyer Program, our PMI Buster Program, and Jumbo Buster Program, may make this an attractive time for Home Buyers to consider buying a new home.

*Would you like to learn more about Lowell Cooperative Bank's competitive mortgage loan programs? Our Home Financing experts are here to help. Contact us directly at 978-322-7000 or check us out online at [LowellCoop.com](http://LowellCoop.com). We'll work with you to find a smart home financing option that works for you.*

## Roth IRA Conversions in 2010 - Goodbye Income Limits!



Normally, when you convert a traditional IRA to a Roth IRA, you're required to include the amount converted minus any nondeductible contributions you've made in your gross income in the year you make the conversion.

However, to ease the pain of a potentially large tax hit in 2010, the Tax Increase Prevention and Reconciliation Act includes a special rule for 2010 conversions only: if you convert your traditional IRA to a Roth IRA in 2010, you can report half the income from the conversion in 2011, and the other half in 2012.

For example, assume that in 2010 your sole traditional IRA is worth \$200,000, and you've made \$50,000 of nondeductible contributions.

If you convert the entire IRA to a Roth in 2010, \$150,000 will be subject to federal income taxes. If you use the special rule, you can report half of the taxable amount (\$75,000) as income in 2011, and the other half as income in 2012. Alternatively, you can report the entire \$150,000 as income in 2010. Consult your CPA to maximize this benefit.

*Content provided by the Massachusetts Society of Certified Public Accountants, Inc. (MSCPA) and the American Institute of Certified Public Accountants*

**Find a CPA:**  
[www.MSCPAonline.org/findCPA](http://www.MSCPAonline.org/findCPA)

## Expert Network with Ziggy Burns on WCAP



Catch Lowell Cooperative Bank's own Community Development Officer, Ziggy Burns every Thursday morning at 7:10 AM on WCAP AM 980

Radio - "Everybody Gets It". Ziggy's Expert Network segment features banking experts from Lowell Cooperative Bank. Ziggy's guests also include many of the bank's community partners. Contact Ziggy at [rburns@lowellcoop.com](mailto:rburns@lowellcoop.com).



## FREE Home Buyer Seminar

### Time is Running out to Take Advantage of the Federal Government's Home Buyer Tax Credit



Lowell Cooperative Bank is making it easier for you to understand how these Federal Government tax credits work. Attend one of our **FREE Home Buyer Seminars** and learn how you could qualify to receive up to \$8,000 for First Time Home Buyers or up to \$6,500 for the Move-Up Buyer.

Our Home Financing experts will review the provisions, income restrictions, and deadlines for both Tax Credit Programs at two **FREE** seminars. Invited guest speakers will include a property inspector and an attorney.

**Saturday, February 27**  
**9:00AM – 10:30AM**  
at our 15 Hurd Street  
Branch in Lowell

**Tuesday, March 9**  
**6:00PM – 8:00PM**  
at our 691 Rogers Street  
Branch (Rte. 38) in Lowell

First Time Home Buyers attending our seminar will receive a \$750 coupon to use towards closing costs for your Lowell Cooperative Bank Mortgage. Pre-registration is necessary. Register online at [www.LowellCoop.com/mortgageseminar.html](http://www.LowellCoop.com/mortgageseminar.html), by e-mail, [GByron@LowellCoop.com](mailto:GByron@LowellCoop.com) or call (978) 458-4598.

## At Lowell Cooperative Bank your deposits are ALWAYS insured in full

Every deposit you make at Lowell Cooperative Bank is insured in full, dollar-for-dollar, without restriction. This includes deposits and accumulated interest in savings accounts, checking and interest bearing transaction accounts, money market accounts, and term deposit accounts such as certificates of deposit.

On October 3, 2008, FDIC deposit insurance temporarily increased from \$100,000 to \$250,000 per depositor through 12/31/2013. All deposits above the FDIC limit are insured in full by the Share Insurance Fund (SIF). No other bank provides more deposit insurance.

### Transaction Guarantee Program

Lowell Cooperative Bank is participating in the FDIC's Transaction Account Guarantee Program. Under that program, through 6/30/2010, all noninterest-bearing transaction accounts, IOLTA transaction accounts and low-interest NOW accounts are fully guaranteed by the FDIC for the entire amount in the account. Coverage under the Transaction Account Guarantee Program is in addition to and separate from the coverage available under the FDIC's general deposit insurance rules.