



P.O. Box 351, Easthampton, MA 01027-0351 • Tel. 413-527-4111
www.bankesb.com

2/25/2015

HOLYOKE PRICE PROPOSAL CHECKLIST – Included in Price Proposal Envelope

1. Offer to Purchase – Part B

HOLYOKE TECHNICAL PROPOSAL CHECKLIST – Included in Technical Proposal Envelope

1. Proposal Guarantee check \$5,000
2. Evidence of good corporate standing under the laws of the Commonwealth of MA (Form)
3. Profile of Bank
4. Intended use of property through
 - a. Narrative text
 - b. Certification intended use consistent with applicable zoning ordinances and MA General Laws
 - c. Graphics
 - d. Design plans
 - e. Prior projects
 - f. Community feedback & input
 - g. Pre-development and development schedule (Narrative)
 - h. Financial analysis of Bank
 - i. Project budget
 - j. Letter of interest showing commitment of Bank
5. Reverter Clause Form
6. Certificate of Non-Collusion



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Profile

Easthampton Savings Bank, your hometown bank

Easthampton Savings Bank is a true community bank, where people make the difference. Since 1869, the bank has a tradition of supporting our communities and helping our neighbors. With office locations in Easthampton, Southampton, Northampton, Hadley, South Hadley, Belchertown, Westfield, and Agawam, we continue the tradition.

As a full service, fully insured community bank, ESB offers financial products and services to meet the needs of the families and small businesses within the Pioneer Valley region of Massachusetts. We pledge to deliver service that exceeds the expectations of our customers.

We also provide our customers with cutting-edge advanced technology, such as online bill pay, mobile banking, and mobile check deposit. For our commercial and business clients, we offer a full complement of deposit, cash management, and lending products. We are most proud though of our commitment to our communities. For nearly 150 years, ESB has been a community partner supporting local non-profit organizations and the people they serve. We were honored when *The Boston Business Journal* recently named ESB the #1 bank in the state as its "Top Corporate Charitable Volunteer" based on employee volunteer hours. In addition, the publication named ESB as one of the region's "Top Corporate Charitable Contributors" overall.

We believe that the best approach to a people business is always doing the right thing ... investing in what matters...and for us that's our customers and communities. As the bank grows and ventures into new communities, the tradition of community banking is always with us, it's who we are.



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Intended Use

If awarded the bid, Easthampton Savings Bank is proposing to build a new Branch Office on the parcel of land at 170 Sargeant St. The location is perfectly situated across the street from the Senior Center and close to residents in the neighborhood providing convenient pedestrian as well as vehicle access. The Branch will offer a full line of financial products to meet the needs of the families and small businesses in the community. At approximately 2,400 square feet, the Branch will have 3 teller stations, a drive-up teller, 2 offices, a small conference room, 24 hour drive-up ATM machine and night drop. There will be customer, employee and handicap parking on site. The Branch will be designed to complement the neighborhood with professional landscaping and adequate lighting for safe access after dark. Our plan is consistent with applicable Holyoke Zoning Ordinances and Massachusetts General Laws.

Graphics & Design Plans

Rendering and Floor Plan of Belchertown Branch included in packet.

Prior Projects

On October 22, 2007, Easthampton Savings Bank opened its eighth full-service office. Located at 85 Broad Street in Westfield, it is equipped with a drive-up window, a drive-up ATM and safe deposit boxes.

On April 11, 2011, Easthampton Savings Bank opened its ninth full-service office. Located at 770 Main Street in Agawam, it is equipped with a drive-up window, a drive-up ATM and safe deposit boxes.

On September 4, 2012, Easthampton Savings Bank opened its tenth office. It is located at 241 Northampton Street in Easthampton, the site of the bank's Loan & Banking Center. The building houses a small service branch with a drive-up window and a drive up ATM. It is the location of all the lending departments, as well as the bank's Customer Care Center and IT department.

On January 6, 2014 Easthampton Savings Bank moved the location of its Belchertown office. The newly constructed branch is located at 40 State Street, only ½ mile from the original location. It is equipped with a drive-up window, a drive-up ATM and safe deposit boxes.

As the bank grows and ventures into each new community, the tradition of community support continues.



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Community Input

Recently, the Bank held a focus group which included ESB employees who live in Holyoke. The conclusion of the meeting was that an ESB Branch at this location would be enthusiastically accepted by the community and highly successful.

Pre-Development and Development Schedule

Easthampton Savings Bank has been building branch offices since 1973. There are many parts to a project like this and our experience has shown that it takes about 18 months from start to finish to do it right. The due diligence period consists of Title review, site analysis, permitting and state and regulatory approvals all of which are needed to move forward. Architecturals are then developed and go through several changes before the project is put out to bid, a contractor selected and construction begins.

Financial Analysis

Consolidated Month-End Balance Sheet – Jan 2015 included in packet.

Project Budget

Included in packet.

Letter of Interest Showing Commitment of Bank

At a recent meeting, the Executive Committee of the Board of Directors of Easthampton Savings Bank voted to move forward with this proposal.

Reverter Clause Form

Included in packet.

Certificate of Non-Collusion

Included in packet.