



Fall/Winter 2006

Community BANK NEWS

A newsletter of banking advice and services...from people who know you, people you know.

CGSB The #1 bank in Plymouth!

Our thanks to every one of our customers for making us the #1 bank in Plymouth.* Our deposits surpassed every other bank in Plymouth, totaling \$61.8M and representing a growth of 10% over last year's deposits. Our Campton branch grew by another \$1M in deposits, recording an almost 11% growth.



More than anything our #1 position confirms how you feel about local banking, about friendly people to help you and local decision-making. It tells us that you prefer to do business with a bank that reinvests in its community, participates in local events and contributes its people and resources to enrich the community.

As the only locally-owned bank in Plymouth we want you to know we appreciate your business and we will do everything to continue to build your trust and help you in your daily lives and businesses.

Right now we're building new facilities in Plymouth, as well as expanding our Campton Branch, to serve the growing needs of our communities, just as we have for the past 18 years. Our roots are here in Plymouth and the only people we want to answer to are you, our customers.

* June 30, 2006 FDIC Market Share Reports

CGSB Contributes to the Plymouth Regional Senior Center



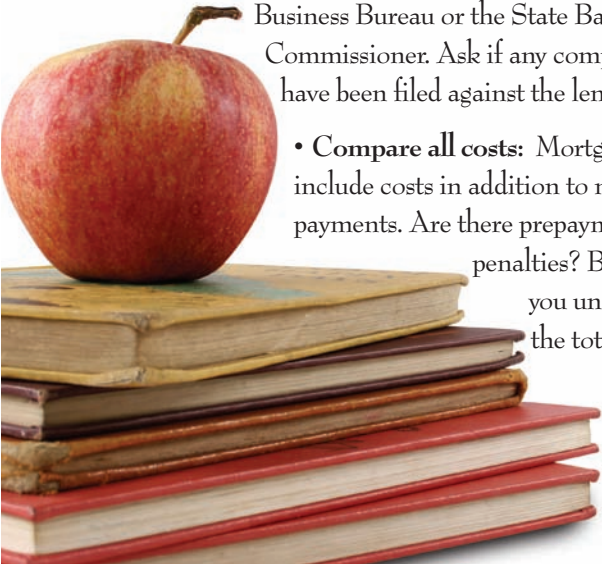
Keith Philbrick, VP of Community Guaranty Savings Bank presents a check to Carolyn Winn, Executive Director of the Plymouth Regional Senior Center, for renovations to the Center's second floor. Wes Gardiner, second from left, of the Senior Center and Ron Sibley, President of CGSB, right, also took part in the presentation.

ALERT! Please report lost or stolen CGSB ATM or VISA cards immediately! Call us 8:30 am-4:30 pm at 536-0001. Between 4:30 pm-8:30 am, call 1-800-523-4175.

Do your homework when shopping for a loan!!

By Rick N. Burgess, Jr./ Senior Vice President

While most lenders will not take advantage of their customers, there are some unscrupulous lenders out there who will try to sell you a loan product that is not in your best interest. Beware of the predatory lenders! Follow these tips when shopping for a loan.

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- **Read between the lines:** You may be offered fast, easy loans with great terms but the details are not disclosed. Get those details!
 - **Check references:** Check with the Better Business Bureau or the State Banking Commissioner. Ask if any complaints have been filed against the lender.
 - **Compare all costs:** Mortgages include costs in addition to monthly payments. Are there prepayment penalties? Be sure you understand the total cost.
 - **Double check:** Make sure what you sign is what you agreed to in terms and costs. Ask for a copy of the settlement statement in advance and don't sign any contract that differs from what you were told.
 - **When in doubt, ask:** Always question anything you don't understand. Seek counsel from someone you trust before signing anything.
 - **You have the right to change your mind:** Stop the process if you are uncomfortable. When refinancing your home, federal law gives you three days after signing to change your mind and get all fees you have paid, returned to you.
 - **Take action:** If you have been a victim of predatory lending, let others know. Contact the Office of Consumer Affairs, the State Attorney General, the State Banking Commissioner, or the federal regulator, usually the FDIC or the Office of the Comptroller of Currency.

Employees participate in PACE PALETTE

On Nov. 1 the bank hosted its annual after hours employee training and recognition evening. Mary Hewitt, a self-employed consultant, working in conjunction with the Northern New England Center for Financial Training presented the PACE PALETTE program. The objective of the program is to explore characteristics of four different temperament types using a palette of colors that identify certain temperament characteristics. The goal is to increase understanding of temperament in order to enhance personal effectiveness and improve communication with others. We all had a good time evaluating our colors and learning more about ourselves. It was also an opportunity to recognize each employee's service at the bank.

Should you be making extra payments on your home mortgage?

By Keith Philbrick, Vice President

Certainly there are good reasons to make extra payments on your mortgage. You'll reduce the total interest you pay and you'll shorten the term of the loan. However, there may be other benefits to keeping your current payment schedule and directing your extra money elsewhere.

First, if you itemize your taxes, your mortgage interest payments can provide a significant tax advantage. Making extra payments may reduce this important deduction because it reduces the overall interest you pay on your mortgage. You also have to consider the interest tax deduction that may lower the net cost of your mortgage debt.

Second, before deciding to make extra mortgage payments, consider paying down other debts that carry higher interest rates and that do not offer the same tax advantages as mortgage interest. Paying off credit card balances carrying high interest rates will likely save you more in overall interest paid.

Finally, consider taking that extra cash and investing it in a Roth IRA, a traditional IRA or a company-sponsored retirement plan. You may not receive initial tax advantages but the earnings in these accounts grow tax-deferred and are compounded over time. These savings could be significant.

Before making a decision, consider the opportunity costs and alternatives. Our financial professionals would be happy to discuss your individual financial situation.

Note: Please check our website for other valuable public service articles.