

Bank Expo • Augusta Civic Center, April 9th

Expo Exhibitor Highlights

With the Maine Bank Expo right around the corner, we would like to highlight two Exhibitors that will be joining us this year.



Our newest, first-time Exhibitor and soon-to-be Association Affiliate Member is [FirstLight](#). They will be at Booth #5. I asked Paul Badeau, Marketing Manager for New England, why they are interested in exhibiting at Bank Expo.

"FirstLight has grown tremendously over the past few years – most recently with the acquisition of ColoSpace and its four data centers and last year's acquisition of the Maine Fiber Company. We've also launched a number of new products including SD-WAN, a new DDoS Protection and Mitigation Solution, and a number of managed services. We're eager to tell our financial services customers, prospects, and friends at the Bank Expo why some of the most respected institutions in the Northeast have turned to FirstLight for their network, data center, cloud, unified communications, and managed services solutions."



One of our longest-standing Affiliate Members and Exhibitors is [MPX](#). They will be at Booth #54. I posed the same question to Tim Cole, Chief Customer Officer.

"MPX creates systems that result in customer loyalty, evolving with and for customers, but more importantly, recognizing and solving business problems with like-minded people seeking forward progress and success. MPX has had a partnership with the Maine Bankers Association for over 10 years at Conferences and with Sponsorship's. Bank Expo gets us in front of clients and decision makers and we look forward to more great success with this event! See you there!"

For more information on this year's Bank Expo (including Registration Forms), check out our [Bank Expo 2020 webpage](#).

Trust & Wealth Harraseeket, Freeport, May 6th

2020 Banking Benefits and Human Resources Policies Survey

In partnership with Pearl Meyer, we are pleased to announce that the 2020 Banking Benefits and Human Resources Policies Survey questionnaire is available now. This survey is published every other year. If your organization is a previous survey participant, your Pearl Meyer Survey Account Manager will contact you to provide you with this year's submission materials. If your organization will be a new participant in 2020, please contact Jordan Gagnon at jordan.gagnon@pearlmeyer.com to obtain the participation materials.

As in 2018, the survey will include a designated section to collect and report information on **"Bank Executive" Benefits and Perquisites**. Please note: Only participants who complete the Bank Executive Benefits & Perquisites Section will have access to this portion of the survey report.

Submissions are due March 13, 2020 and results will be published May 11, 2020.

Improving Board, CEO Communication

By Dave Thomas, President & CEO, EPG Inc.

Strong community banks are supported by strong, open lines of communication between their CEOs and boards.

Boards of directors offer banks a wealth of diverse information and experience. To access and leverage this expertise, CEOs must craft a robust communication approach between their teams and the board. CEOs must become exceptional translators of their board members' unique and varied experience and knowledge.

To read the full article, click [here](#).

Tri-State Mortgage Portsmouth, NH, Feb 6-7th

REGISTRATION ENDS FRIDAY, JANUARY 31!!

Don't miss out on the 2020 Tri-State Mortgage Conference being held at the Portsmouth Harbor Events Center February 6-7. For all the details, click [here](#).

Upcoming Events

January 30-31 Northern New England CEO/Presidents' Summit

February 6-7 [Tri-State Mortgage Conference](#)

April 9 [Bank Expo](#)

May 6 [Trust & Wealth Management Conference](#)

For more upcoming events, check out our [Events Calendar](#).

Bank News and Banks in the Community

Bar Harbor Savings & Loan



Rhonda Sawyer has been promoted to Loan Officer and Loan Department Manager. Read more [here](#).

Franklin Savings Bank



Anna Lyon, Assistant Vice President and Marketing Director, has announced plans to retire after nearly 23 years with the Bank. Read more [here](#).

Partners Bank



Partners Bank pledges \$500 to the Alzheimer's Association, Maine Chapter, through Employee Donation Program. Read more [here](#).

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