

115 YEARS *Marquette*
SAVINGS BANK

2023 ANNUAL REPORT



Kelly A. Montefiori
Executive Vice President
and Chief Operating Officer

Matt J. Zonno
Executive Vice President
and Chief Lending Officer

Julie M. Wilson
Executive Vice President
and Treasurer/Chief Financial Officer

John C. Dill
President and Secretary,
Chief Executive Officer



A STORY OF GROWTH AND STRENGTH

CELEBRATING 115 YEARS IN OUR COMMUNITIES

Marquette was chartered on May 27, 1908, as the Marquette Building and Loan Association. Now, 115 years later, the bank maintains its mutual status and continues to proudly serve as a community bank.

In 2023, we celebrated our past, our growth, our strength, and most importantly, our employees. The bank held celebrations in the branches on May 27 with special rate opportunities for customers and shared special commemorative gifts with employees on the 27th of each month.

Marquette remains one of only 494 mutual banks left in the country, down from 4,000 in the 1980s.

Our mutuality allows us to maintain our focus on our employees, customers and the community, but we are most proud of our strong history and our status as the only remaining locally headquartered bank.

We are excited to continue supporting the Erie and Meadville communities for the next 115 years and beyond.



The first official meeting minutes of the proposed Marquette Building and Loan Association were recorded on April 15, 1908, at the Marquette Club. A committee to create the constitution and bylaws of Marquette was also born that night.



John C. Dill
President and Secretary,
Chief Executive Officer



Stephen M. Danch
Chairman of the Board

1901

The Erie Knights of Columbus chartered a social auxiliary group called The Marquette Club, named after a French Jesuit missionary, Jacques Marquette.

Marquette Building and Loan Association chartered as a mutual by the Marquette Club for Knights of Columbus members.

1908

1908-26

Three tellers conducted transactions on Tuesday evenings at various locations on State Street.

Rented space in the Erie Daily Times building and began daily transactions.

1920s



Originally chartered as a mutual building and loan association, Marquette changed its name to Marquette Savings Association in 1971, maintaining its mutuality.

A YEAR IN REVIEW

Growth and Security in Business Banking

"With more than 50 new relationships established in business banking, we continue to build our momentum in this space and remain the only truly local bank — with decisions made locally and efficiently by people who know local businesses," says Executive Vice President and Chief Lending Officer, Matt Zonno. "In addition, our mutuality allows us to provide a personal touch for our business clients."

Postpandemic Growth

Over the last few years, the business banking team has built out an infrastructure and product set to support our customers' needs. Especially in commercial and industrial businesses, this growth shows Marquette's dedication to working with local companies and ensuring their expectations are met. As a result, we established a reputation as a financial institution that prioritizes accessibility of capital for our business customers.

1944

Purchased main office at 920 Peach St. after renting space in the building since 1939.

Assets reached \$15.5 million by our 50th anniversary.

1958

1963

First Meadville branch opened at 953 South Main St. following the merger with the Home Building and Loan Association of Meadville.

Name changed to Marquette Savings Association.

1971

Marquette’s full set of cash management services and fraud protection programs for business customers, in addition to the *Marquette at Work* programs offered to their employees, further demonstrates our level of commitment to our business clients.

Consistent Residential Lending

Marquette’s branch and assistant managers continue to lead local markets in residential lending with closings exceeding \$112 million in 2023. Focused on providing exceptional service, our 20 loan officers expertly guide new and experienced homebuyers throughout the lending process.

Core Banking System Tech Refresh

Marquette’s core banking system serves as the backbone of our digital services. “In 2023, we invested in an upgrade to streamline internal processes, allowing more efficiency and

improved customer interactions,” says Executive Vice President and Chief Operating Officer, Kelly Montefiori.

Financial Literacy — Building Foundations for Success

Marquette continues to serve our communities through financial literacy programs geared toward school children, first-time homebuyers and seniors.

During in-person classes for first-time homebuyers, we review terminology, mortgage products, the importance of prequalification, and ways to improve credit scores to achieve homeownership.

We partnered with Banzai® in an effort to bring more financial literacy to students throughout Erie and Crawford counties. This partnership allows us to be in the local schools teaching lessons, in addition to providing free online

education for the community — covering various financial topics and providing budget calculators at marquettесavings.banzai.org/wellness.

According to Montefiori, “It’s been exciting to get back into the local schools and teach kids from kindergarten through college how to budget and save, understand taxes, and plan for major life events like vacations, weddings and retirement.”

Community Giving

Among the many ways the bank gave back to the community in 2023, most notable was our participation in the Family Services of NW PA Bowl for Kids’ Sake. With almost half of our employees volunteering, we helped raise \$5,884 for this valuable organization. “Marquette is proud to have received the Philanthropist of the Year award from Family Services and to have had such wonderful support from our employees,” says Executive Vice President and Treasurer/CFO, Julie Wilson.

1980s

Marquette avoided savings and loan crisis.

*Listed among the nation’s safest
savings and loans institutions with
nearly \$200 million in savings.*

1993

Name changed to Marquette Savings Bank.

First checking accounts introduced.

1988

2004

Located at 930 Peach St., in the heart of Erie's Innovation District, is Marquette's new Innovation Learning Center (ILC). The 15,000 square foot space speaks to Marquette's commitment to the community, making sure our customers understand how to use innovative banking technology in a safe and secure manner.

The ILC also features state-of-the-art conference areas available for use by community nonprofit organizations and small businesses. Lastly, the ILC accommodates Marquette's growth, housing the information technology, operations, customer service, training and security departments.

FINANCIAL YEAR IN REVIEW

Marquette maintained financial strength in 2023, with assets standing strong at \$1.25 billion. Residential closings exceeded \$112 million and Marquette's business banking division loan closings exceeded \$80 million — resulting in a strong year for the bank. Additionally, Marquette maintained tier one leverage capital at 14.67%.



2009

Solidified presence in Crawford County with purchase of three National City Bank branches.

Business banking department established.

2009

2020

Nationally recognized in the Wall Street Journal for handling of loans during the COVID 19 pandemic.

Today, Marquette has 12 locations in Erie and Crawford counties, \$1.25 billion in assets and \$155 million in capital.

2023

FINANCIALS

Statement of Financial Condition

December 31, 2023, and 2022

ASSETS	2023	2022
Cash and investments	378,965,740	320,690,261
Loans receivable, net	774,479,042	704,200,266
Accrued interest receivable	4,545,884	4,075,934
Federal Home Loan Bank stock, at cost	5,854,400	6,167,700
Premises and equipment, net	24,003,893	25,010,795
Bank-owned life insurance	42,064,453	40,886,252
Real estate-owned, net	80,027	355,307
Goodwill	2,569,345	2,569,345
Other assets	20,074,942	21,832,454
Total assets	\$1,252,637,726	\$1,125,788,314
LIABILITIES		
Deposits	922,089,137	911,198,030
Federal home loan bank advances	60,000,000	52,500,000
Fed borrowings	100,000,000	-
Advances from borrowers for taxes and insurance	3,629,348	3,661,337
Accrued interest payable and other liabilities	11,570,216	9,946,091
Total liabilities	\$1,097,288,701	\$977,305,458
EQUITY		
Retained earnings	188,569,573	186,678,276
Accumulated other comprehensive income	(33,220,548)	(38,195,420)
Total equity	155,349,025	148,482,856
Total liabilities and equity	\$1,252,637,726	\$1,125,788,314

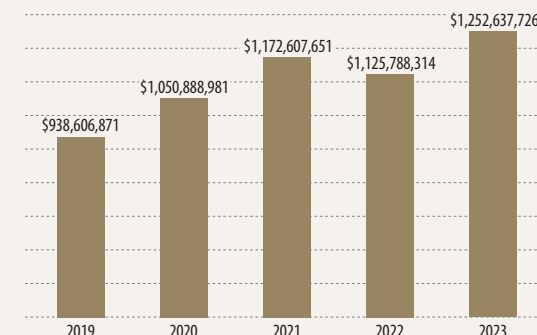
Condensed Statement of Income

Years Ended December 31, 2023, and 2022

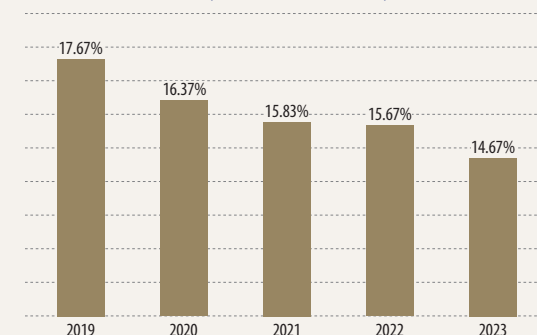
INTEREST AND DIVIDEND INCOME	2023	2022
Interest and fees on loans	34,353,431	\$28,418,046
Interest and dividends on investments	9,907,992	8,075,119
Total interest and dividend income	44,261,423	36,493,165
INTEREST EXPENSE		
Deposits	13,850,155	4,846,448
Borrowings	4,073,985	362,748
Net interest income	26,337,283	31,283,969
Provision for loan losses	265,602	724,872
Net interest income after provision for loan losses	26,071,681	30,559,097
Total non-interest income	3,535,783	3,665,307
Total non-interest expense	27,592,395	26,791,497¹
Income before income taxes	2,015,069	7,432,907 ¹
Income tax benefit (expense)	447,011	(703,439)
Net income	\$2,462,080	\$6,729,468¹

¹ For the period ending December 31, 2022, the Condensed Statement of Income was revised to reflect corrections identified during financial statement preparation for the period ending December 31, 2023. For each of the line items noted, the correction from prior year resulted in an adjustment of \$1.

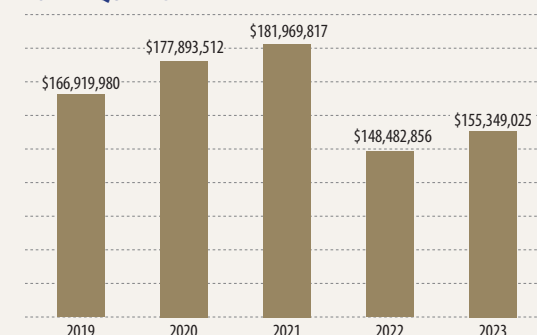
TOTAL ASSETS



CAPITAL STRENGTH (TIER ONE LEVERAGE CAPITAL)*



TOTAL EQUITY CAPITAL



All Marquette Savings Bank financial data reported is obtained from 2023 financial statements audited by Forvis LLP.

* Well capitalized minimum under the Community Bank Leverage Ratio (CBLR) is 9.0%.

2023 OFFICERS

John C. Dill	President and Secretary, Chief Executive Officer
Kelly A. Montefiori	Executive Vice President and Assistant Secretary/COO
Julie M. Wilson	Executive Vice President and Treasurer/CFO
Matt J. Zonno	Executive Vice President and Chief Lending Officer
Edmund A. Drexler	Senior Vice President
Meredith Johnson	Senior Vice President
Steve Kightlinger	Senior Vice President
Stella LaPaglia	Senior Vice President
Lisa N. Lopez	Senior Vice President
Jon Patsy	Senior Vice President
Chad Ball	Vice President
Terry Danko	Vice President
Blaine Fellows	Vice President
Anthony Ferrare	Vice President
Joshua Gdanetz	Vice President
Julie L. Martin	Vice President
Stephanie Oligeri	Vice President
Scott Shaffer	Vice President
Daniel J. Walsh	Vice President
Tammy Baker	Assistant Vice President
Jennifer M. Bond	Assistant Vice President
Michael Burillo	Assistant Vice President
Jamie Chiocco	Assistant Vice President

Madelynn Delgado	Assistant Vice President
Angela Diver	Assistant Vice President
Craig Dombrowski	Assistant Vice President
Nancy A. Enterline	Assistant Vice President
Dawn Fronce	Assistant Vice President
Katie Golembeski	Assistant Vice President
Brian Irwin	Assistant Vice President
Michael Kitts	Assistant Vice President
Erin May	Assistant Vice President
Debra Mealy	Assistant Vice President
Cora Mozina	Assistant Vice President
Debra Ray	Assistant Vice President
Debra A. Schwenk	Assistant Vice President
Jami Sundberg	Assistant Vice President
Katrina Vincent	Assistant Vice President
Ben Vrablik	Assistant Vice President
Anthony Watson	Assistant Vice President
Andrew Blakely	Assistant Secretary
Kathleen Bush	Assistant Secretary
Michael Carmosino	Assistant Secretary
Kosette Clark	Assistant Secretary
Jennifer L. Humphries	Assistant Secretary
Kimberly LeCorchick	Assistant Secretary
Bethany Sindlinger	Assistant Secretary
Angela Potter	Assistant Secretary
Mindy Redding	Assistant Secretary
Alicia Wiczorek	Assistant Secretary

2023 BOARD OF TRUSTEES

Stephen M. Danch	Chairman of the Board
Douglas F. Ziegler	Vice Chairman of the Board
John C. Dill	President and Secretary, Chief Executive Officer
Kathleen Brugger, CPA	Trustee
Atty. Donald F. Fessler Jr.	Trustee
J. Maxwell Holt	Trustee
C. Bruce Kern II	Trustee
Charles G. Knight, CPA, CVA	Trustee
Donald S. Sieber	Trustee
Donald F. Fessler Sr.	Trustee Emeritus
Richard T. McCormick	Trustee Emeritus
Herman C. Weber Jr.	Trustee Emeritus

Marquette Savings Bank is a community bank with \$1.25 billion in assets, maintaining 12 locations in Erie and Crawford counties. In operation since 1908, Marquette is highly regarded for its relationship-banking approach and financial strength. Continual investment in technology positions Marquette at the leading edge of products and services that make banking easier and more convenient for customers. As "THE HOMETOWN BANK," Marquette's customer-first focus, responsiveness and ability to make local decisions continues to drive commercial and personal banking growth.



Marquette is the only remaining locally headquartered bank in the Erie region. Every dollar stays here to Mpower™ businesses to grow and create jobs, individuals and families to prosper, communities to be better places and employees to be their best.

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