# Patience + Determination = New Growth

#### Dear Shareholders

For banks everywhere, 2007 was a season of steep challenges and limited opportunities. CNB's approach, as it has always been, was to squarely face the rigors of the season with resolve and perseverance—making the most of our resources and prudently preparing for whatever the future may hold.

The changing interest rate and economic environment over the course of 2007 demanded from us a strong focus on managing our net interest margin, tight control of operating expenses, and efforts to maximize the value of last year's infrastructure investments. Business development efforts contributed to a healthy loan portfolio growth in 2007, setting the stage for long-term financial success.

During a difficult year, CNB recorded 3% growth in total assets, reaching \$289.5 million as of December 31, 2007. At the same time, we continued our support of the local economy and set the stage for long-term success by growing our loan portfolio by 8% to reach \$217.3 million as of December 31, 2007.

Net interest income during 2007 was approximately equal to that of 2006 and was driven by 8% year-over-year growth in average earning assets, offset by a 24-basis-point reduction in net interest margin. This contraction was due to the year's flat-to-inverted yield curve and competitive deposit pricing conditions, which caused a higher (by 52 basis points) average cost of funds. The yield on average earning assets increased by 22 basis points from year to year. Operating expenses increased by 7% to \$8,178,000, compared with \$7,622,000 in 2006, reflecting the additional costs of the two branches and operations center opened in late 2006.



The combined impact of the challenging 2007 interest rate environment, economic conditions, and the cost of infrastructure improvements for the future growth of the company caused net income to equal \$397,000 for 2007, compared with \$636,000 for 2006.

As we enter 2008, the interest rate environment is changing, and we feel we have positioned the company's balance sheet to benefit from the changed environment through improved performance in the net interest margin.

Shareholders' equity increased to \$21.1 million, a \$1.0 million increase from a year ago. As of December 31, 2007, we continue to be "well-capitalized" under all regulatory categories. Book value per common share as of December 31, 2007, equaled \$9.26, compared with \$8.83 as of December 31, 2006.

# The results of community efforts

In June, an Advisory Board comprising of more than 50 prominent business leaders from Central Massachusetts was formed to help CNB evolve our networking and expand our market outreach. To date, dozens of referrals from Advisory Board members have generated more than \$1.1 million in potential new deposits and \$8.25 million in new loan prospects.

In September, we welcomed James W. Segel (Special Counsel to the Chairman, House Financial Services Committee, United States Congress) to our second Advisory Board reception, where he spoke about the challenges affecting the current banking climate and industry—particularly the mortgage crisis. Having worked in both the private and public sectors as well as in public finance, law, and taxation, Attorney Segel provided valuable insight and commentary.



The entire CNB team has been dedicated to establishing a solid infrastructure. expansion of our Operations Center, have given us the resources we'll use for the company since our inception in 2001. Investments made in 2006, including two new branch openings, new commercial products, and an moving forward to intelligently grow our business.

continue to serve our needs in the near term, allowing us to focus appropriately The foundations that made us Worcester County's fastest-growing bank will on increasing our market share, ensuring that we can support our business while facing whatever 2008 holds in store for us.

#### Seeding the soil

As always, Commonwealth National Bank is committed to being an integral funds into worthwhile enterprises as being one aspect of our commitment part of the communities we serve. We view our investments of time and to the community. Educating young people about the importance of saving money was continual hosted an educational event with the Southeast Asian Coalition of Worcester, the children at both the elementary and middle school grade levels. We also elementary school system. This program highlights early savings lessons for during our third annual Savings Makes Cents program with the Northbridge in an effort to help bridge the cultural and social gaps between American banking practices and those of other countries. This year, CNB assisted The Hanover Theatre for the Performing Arts through shows, concerts, music recitals, dance, comedy acts, and other special events. 2,300-seat Federal Square theatre is now ready to host large-scale Broadway its final stages of financing that led to a March 2008 grand opening. The

The theatre is expected to help the economic revitalization of the downtown Mayor Timothy P. Murray has called the theatre "a jewel for our downtown performing arts. Massachusetts Lieutenant Governor and former Worcester district by bringing new patrons into the area for shopping, dining, and the and a cultural beacon for the entire region."

### Learn to labor and wait

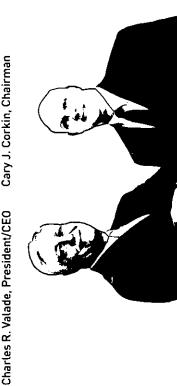
position CNB for continued reliable performance and responsible growth. As we look ahead to 2008, we remain very active—working to ideally

exemplify the values of patience and hard work. These are principles we share with the people we are fortunate to call our customers, employees, The customers and organizations featured in this year's Annual Report colleagues, shareholders, and neighbors.

And for that, we once again offer our thanks and appreciation.

Sincerely,

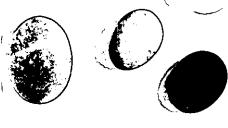
Cary J. Corkin, Chairman



😭 CNB 2007 Annual Rep

#### CNB 2007 Annual Report

# Preparation

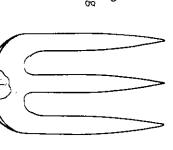


banking assistance they need to grow and thrive Bank undertakes is helping new and growing businesses find the One of the most rewarding activities Commonwealth National

organizations that demonstrated a shared sense of hope and achieve their goals. determination, along with the willingness to work hard to The year 2007 saw a fresh new crop of businesses and charitable

looking forward to the expansion of their customer base in 2008. neighborhoods. With both branches now well established, we are position and welcoming new retail businesses in their respective Boylston and Grafton Street—spent the year securing a trusted Within our own organization, our two newest branches—West

our advantage as we face the coming economic environment. well-defined footprint that works to branches, composing an efficient, CNB now operates a total of six



#### Reed & Prince

trade journal. January 2008 issue of Today's Machining World, its industry's top diameter nails and pins. The company was even featured in the precision cold-formed parts such as fasteners, screws, and small-Reed & Prince is an innovator in the design and manufacture of

the realities of the business. right support system in place, which required a bank that understood successfully accomplish its goals, the company needed to have the both within and beyond its traditional automotive business. To expand its customer base, by capitalizing on new opportunities— With a growing book of business, Reed & Prince was looking to

aggressively foster a growing reputation for innovation and excellence and responsiveness is enabling the company to realize its vision and of refinancing, including term debt and a line of credit. This flexibility understood the potential within Reed & Prince. He worked with the company's owner, Jim Richardson, to put together a suitable package Fortunately, CNB's new VP/Commercial Loan Officer, Dave Harmon,



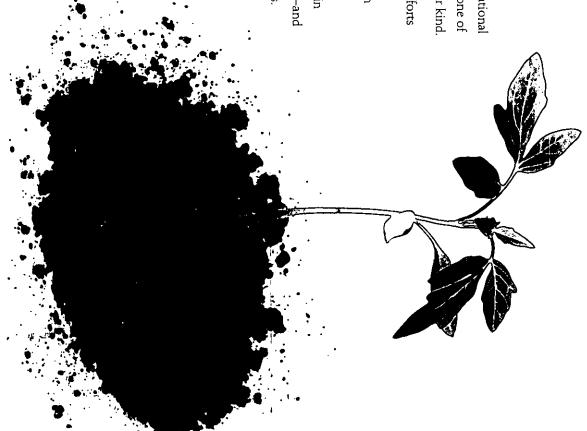
### Nurture

The new business and marketing teams at Commonwealth National Bank have spent the past six years in persistently maintaining one of the most impressive growth records for any *de novo* bank of our kind.

In 2007, we were very excited and pleased to augment these efforts with the establishment of a new Advisory Board composed of more than 50 prominent business and community leaders from our service area.

These new (and familiar) faces are serving as a powerful force in CNB's expansion to serve even greater numbers of customers—and helps us discover better ways of serving our existing customers.

The Advisory Board's experience and insights have already provided measurable results, with nearly \$10 million in new prospects identified in 2007 alone. We hope to continue expansion of these efforts in 2008.



### ණී Current Advisory Board

Paula A. Aiello	Dr. Todd W. Hunter	Gregg C. Parker
Debra Aversa	Donald R. Irving	Jayesh Patel
Ramsay M. Barrett	Gerald A. Kashuk	Melvin J. Pelletz
Clealand B. Blair, Jr.	J. Joseph Kelly	Clarence Plant
Peter L. Bryan	W. Robert Knapik, Esq.	Beth Proko
Henry J. Camosse, Jr.	Faith M. Lane, Esq.	Edward K. Renaud, Jr.
Linda Cavaioli	Susan Lawrence	Ashby A. Richardson III
Robert E. Chase	Thuha Le	James W. Richardson
Louis M. Ciavarra	Robert W. Lewis	Richard Ricker, Esq.
William W. Cotting, Jr., Esq.	Robert E. Longden, Jr., Esq.	Richard Ringgard
Michael R. Covino	Edward P. Madaus	Stephen H. Roney
Stephen E. Dalton	Thomas McLear	Dr. Stanley A. Shustak
Roger A. Dauphinais	Richard W. Mercier	Troy Siebels
Walter Derosier III	Satya B. Mitra, PhD	Richard G. Silton
Richard P. Dixon	Michael B. Murray, Esq.	William J. Spellane
Marty Green	Francis J. O'Connor, Jr.	Thomas J. Sullivan
James J. Herlihy III	Michael F. O'Rourke	Thomas Wickstrom
David W. Hillis	Sotir Papalilo	Francis P. Zarette

# Growth and Support

Our core group of dedicated and professional bankers continues to thrive. David Harmon joined CNB as VP/Commercial Loan Officer, bringing with him a wealth of experience in the Central Massachusetts region. His energy and sustained efforts are a welcome addition to our lending team.

Any organization's ability to grow is greatly influenced by not only the commitment of its employees, but also its infrastructure. In 2006, we expanded our Operations Center in order to prepare for the future. In 2007, we are happy to report that the expanded and enhanced Operations Center has helped us improve efficiency in supporting our expanding customer base, in terms of both processing volume and growing sophistication of banking services.

In 2007, Remote Deposit Capture was introduced as a service alternative to in-branch banking. This service allows our commercial customers to electronically transmit deposits into their accounts from their own headquarters. It has been well received by our internal customer base and allows CNB to greatly expand our geographical territory.

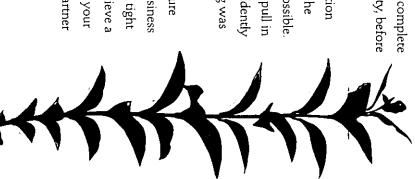
#### 똃 G&F Industries, Inc.

G&F Industries, a leading local manufacturer of precision plastics and a CNB customer since 2005, was interested in expanding its capabilities to enter the emerging field of silicon liquid injection molding. In July of last year, the company's owner, John G. Argitis, learned of an acquisition opportunity during an industry exposition.

While the potential deal offered attractive terms, there was also a sense of urgency on the part of the sellers. They wanted to complete the multimillion-dollar sale of UPCOA, their Peabody facility, before Labor Day—a window of less than 60 days.

G&F CFO Gary DeGroat knew that the size of the transaction might be larger than one CNB would normally handle, but he called his loan officer, Carl Bindoo, to see what might be possible CNB's ability to make fast decisions—and the flexibility to pull in additional resources when required—enabled G&F to confidently proceed with negotiations and close the deal. The financing was turned around in just over a month.

"All the stars aligned," recalled Mr. DeGroat. "CNB made sure the appraisers who were involved really understood the business and the equipment. CNB enabled us to capitalize on a very tight window of opportunity. Everyone put in extra effort to achieve a common goal. It's great to have such a resourceful bank on your side—not only in situations like this one, but as a regular partner in the course of doing business."



🔾 CNB 2007 Annual R had the capital it needed to realize owner John Argitis's vision of expanding the company by acquisition.

Officer Carl Bindoo (left) saw to it that G&F Industries, Inc.

Providing the right resources—at just the right time. Steady growth means getting what you need to thrive. And getting it exactly when you need it. VP/Commercial Loan

# Bending with the Seasons

Although the interest rate environment in 2007 was not ideal for aggressive growth, the good news is that CNB was prepared for it. We remain in a good position to make the best of today's market realities as well.

positioned ourselves to expand our service offerings to existing customers. This is a sample of the kind of strategy that allows us it to retain our existing customers while attracting new relationships.

banks, and mortgage companies last year has thankfully had no direct impact on our business, as CNB has never participated in sub-prime mortgage lending.

The year 2007 saw the transitions for some longtime friends, as two members of our Board of Directors, Richard Noonan and Robert Ansin, retired. Also this past year, we elected to engage new legal and auditing assistance to better meet our evolving needs. Our new law firm is Muldoon, Murphy & Aguggia LLP, and we have engaged Wolf & Company, P.C., as our audit firm.



Nationally recognized as one of the most successful programs of its kind, Dismas House helps former prisoners with the daunting work of reintegrating with the community and returning to society. Dismas House operates three programs, the Almost Home program, Dismas House, and the Father Brooks House, where a combination of family-style environment and evidence-based methods result in success for former prisoners, with a roughly 75%-85% success rate in keeping its participants from reoffending, according to parole board statistics.

In 2007, Co-Executive Directors David McMahon and Colleen Hilferty came to CNB for assistance in order to further help the residents of Dismas House upon their graduation. CNB signed on and became an important lead partner in the founding of the brand-new Father John Brooks House.

Father John Brooks House, named for the President Emeritus of the College of the Holy Cross, now houses successful graduates of Dismas programs and their families. At Brooks House, residents enjoy their own living space while remaining connected to vital services such as counseling and job coaching to continue their new crime-free lifestyle. The benefits of Brooks House, and the CNB investment, are tangible for not only the residents, but also the neighbors, as Dismas has committed to rebuild a vandalized park, tend a Little League field, and keep their new Grafton Hill neighborhood clean.



# Perseverance

with deserved pride. team has every reason to survey our record of accomplishment At the six-year mark, the Commonwealth National Bank

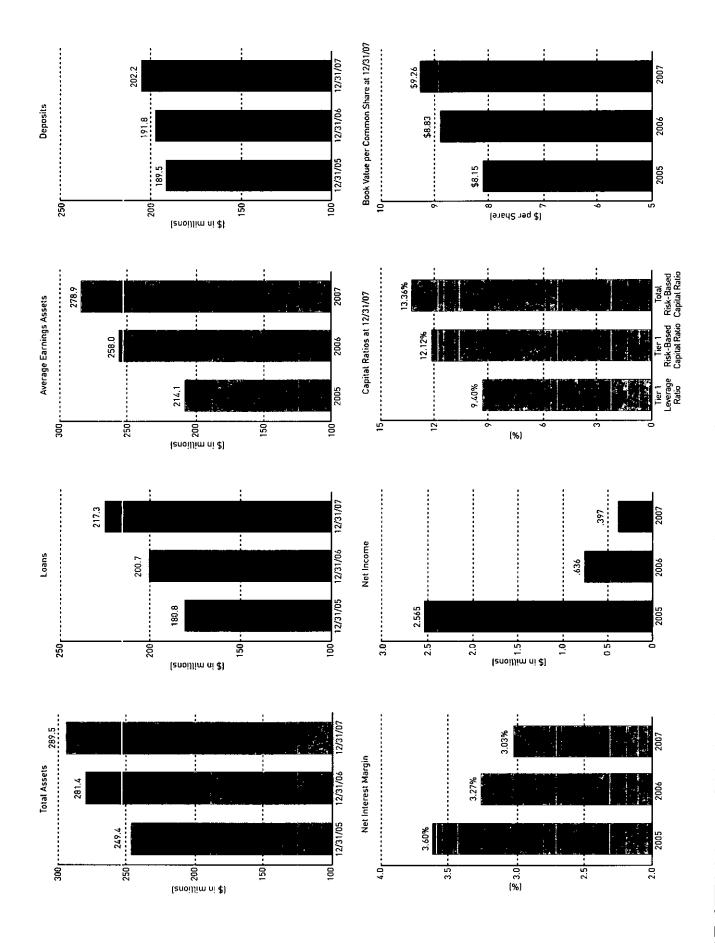
business cycles. of banking has the potential to be successful across many gives strong testimony to the idea that our practical philosophy Our recognition as one of the fast-growing de novo banks

infrastructure, and the right approach to community banking. tempered with an unflinching look at macroeconomic realities. As we look ahead to 2008, we see good cause for optimism, The year 2007 has proven that we have the right team, the right

and shareholders. full efforts, every day, on behalf of our customers, colleagues, We remain steadfast in our commitment to dedicating our



NB 2007 Annual Report



## these dedicated individuals help us realize our most ambitious plans. the rain-or-shine efforts of the people we work with every day. From season to season, Commonwealth National Bank's ability to grow and thrive would not be possible without

Gerald D. Cohen Board of Directors

Cary J. Corkin, Chairman

George L. Kaplan Stephen J. Granger Lawrence J. Glick

John P. Lauring Harris L. MacNeill

Henry T. Michie Ralph D. Marois

Claire O'Connor

J. Robert Seder Bryan T. Rich

Charles R. Valade

Executive Officers

Charles R. Valade, President & CEO

William M. Mahoney, SVP & Chief Financial Officer Christine Trifari, SVP & Chief Credit Officer

Andrea J. White, SVP & Chief Retail Officer

Commercial Loan Officers

Carlisle Bindoo, Vice President

David A. Harmon, Vice President Russell J. Dye, Vice President

Robert J. Kelley, Vice President

Patrick J. McKeon, Vice President

Cash Management Officer

Mary T. Dean, Vice President

Consumer Loan Officer

Patricia M. Harrington, Vice President

Lynda L. Notaro Pamela J. Cutler Operations Officers

#### Branch Managers

Kenneth Mudzingwa, Branch Officer (Waldo Street) Lori A. Kostiw, Vice President (Whitinsville) Maureen E. Halley, Branch Officer (Chadwick Square) Cheryl A. Courtemanche, Branch Officer (Grafton Street) Kathleen Trainor, Assistant Vice President (West Boylston) Stacey A. Johnson, Assistant Vice President (Shrewsbury) Karen M. Corcoran, Assistant Vice President (West Boylston)

Credit Officer

Alla Demihovsky, Vice President

Kimberly M. Anderson, Controller

Network Administrator

Andrea M. Dupell, Vice President

Mark E. LaMountain, Vice President Residential Mortgage Officer

Stock Symbol

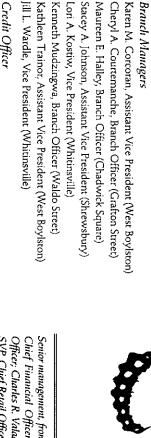
Transfer Agent

Shareholder Services (800) 937-5449 American Stock Transfer and Trust Company

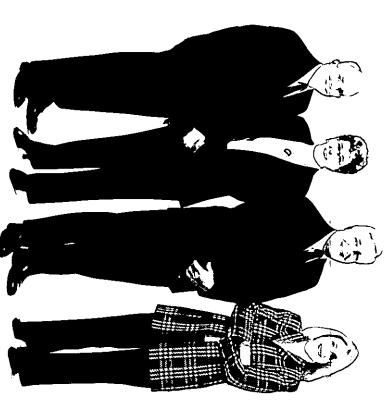
Corporate Counsel

5101 Wisconsin Avenue, NW Muldoon Murphy & Aguggia LLP

Washington, DC 20016



Chief Financial Officer; Christine Trifari, SVP, Chief Credit Senior management, from left to right: William M. Mahoney, SVP, SVP, Chief Retail Officer. Officer; Charles R. Valade, President/CEO; and Andrea J. White,



# There are many worthwhile organizations throughout Central Massachusetts, and we take great pride in helping each achieve its vision. Here is a list of the groups we supported in 2007.

Abby's House
Alternatives Unlimited
American Cancer Society
American Heart Association
American Legion-Oliver Aston Post 343
Ancient Order of Hibernians, Division 36
Assumption School PTG
Auburn Youth and Family Services, Inc.
Audio Journal
Blackstone Valley Chamber of Commerce

Audio Journal
Blackstone Valley Chamber of Commerce
Blackstone Valley Chamber of Commerce

blackstone valley Chamber of Commerce
Education Foundation, Inc.
Boys & Girls Club of Worcester
Builders Association of Central Massachusetts
Central MA Housing Alliance

Centro Las Americas Children's Friend Choose Worcester, Inc. (c/o Greater Worcester Community Foundation)

City of Worcester and YWCA of Central MA
Building Bridges of Understanding
Clark University Hillel
Clark University Small Business Development Center
Community Healthlink

Corridor Nine Area Chamber of Commerce Dynamy

Dynamy

Easter Seals Easter Seals Connecticut, Inc. Ecotarium

Emerald Club of Worcester County Family Health Center Fire Island Lighthouse Preservation Society

First Night Worcester 2008 Forest Grove Middle School Free the Blackstone—CanalFest 2007 Gardner Visiting Nursing Association Hospice Program

Lurls, Inc., of Worcester Golden Tones Grafton Land Trust, Inc. Grand Lodge of MA, I.O.O.F.

Hanover Theatre for Performing Arts Harmony Club of Worcester

Holy Trinity Eastern Orthodox Nursing & Rehabilitation Center Immaculate Conception Parish

Jewish Community Center

Jewish Healthcare Center Judy's Fund

Judy's rund Junior League of Worcester

Kiwanis Foundation of Worcester, Inc.

Lou Gehrig Baseball-Little League Make-A-Wish Foundation

March of Dimes

Massachusetts Bankers Association

Massachusetts Veterans, Inc.

Michael G. Lapomardo, Sr. Scholarship Program Michael P. Woll Memorial Golf Tournament

Milford Care Centre (Ireland)

Neighborworks-HomeOwnership Center of Worcester Nelson Place PTO Newspapers in Education (Worcester Telegram & Gazette)

North Worcester Business Assoc.

Northbridge Public Schools

Oak Hill Community Development Corp. Officer Phil-Child Safety Program Preservation Worcester

Cuinsigamond Community College Rainbow Child Development Center

Rotary Club of Shrewsbury Salvation Army Shrewsbury Babe Ruth Shrewsbury Historical Society Shrewsbury Lions Club

Shrewsbury Youth rootball & Cheerleading Southeast Asian Coalition of Central Massachusetts Spectrum Charitable Foundation

Spirit of Shrewsbury

St. Ann's Church St. Louis School

St. Spyridon Greek Orthodox Cathedral

Tara Bean Foundation United Way of Central Massachusetts

West Boylston 200

West Boylston Arts Foundation West Boylston Elementary School Trust

West Boylston Elementary School In West Boylston Historical Society West Boylston-Cub Scout Pack 151 Whitin Community Center

Why Me & Sherry's House Worcester African Cultural Festival

Worcester African Cultural Festival
Worcester Business Development Corp.

Massachusetts Biomedical Initiatives MA Academy of Math and Science

Worcester Columbus Day Parade
Worcester Community Action Council
Worcester Commy St. Patrick's Day Parade
Worcester Hibernian Cultural Foundation/

Ancient Order of Hibernians Worcester's Hope Lodge Worcester Latino Dollars for Scholarships Worcester Local First

Worcester Regional Chamber of Commerce Worcester Regional Research Bureau

Worcester SCORE, Chapter 173 Worcester Youth Center

YMCA of Central MA Y.O.U., Inc. YWCA of Central MA

844 lbs net greenhouse gases prevented 6,460,000 BTUs energy not consumed Savings from the use of this paper: 9.12 trees preserved for the future 26.33 lbs waterborne waste not created 3,874 gallons wastewater flow saved 429 lbs solid waste not generated

Savings from the use of wind-generated electricity: 439 lbs air emissions not generated

This annual report was printed on Carbon Neutral Strathmore Script paper, which is 30% post-consumer waste and FSC certified.















1 West Boylston Street 508-595-0000 1393 Grafton Street 508-799-0211 33 Waldo Street 508-752-4800 Worcester

Shrewsbury 564 Main Street 508-845-4240

26 West Boylston Street 508-835-1770 West Boylston

Whitinsville 701 Church Street 508-234-9913

1-866-BANK-CNB (226-5262)

commonwealthworcester.com

 $\cap$ FINANCIAL CORP.



Commonwealth National Bank

We think you'll see the difference.