



# COMMUNITY IMPACT REPORT





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*Every word, every action, every good deed you read about in this book will forever be a tribute to our late founder, Michael Towbes.*

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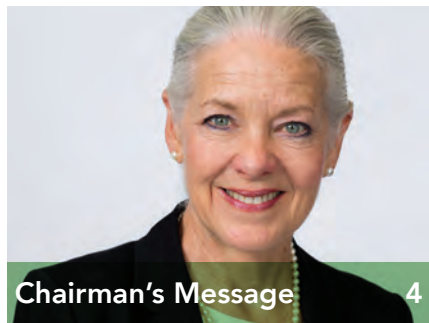






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# Who We Are

*On March 17, 1975, Michael Towbes and our founding Board Members set out to build a bank based on the needs of the local people and the local communities.*

A true community bank that works with individuals, businesses and nonprofits to create opportunities and helps the local economy thrive. Almost 45 years later, Montecito Bank & Trust is the oldest and largest, locally owned and managed community bank in Santa Barbara and Ventura counties. The Bank has grown to over \$1.5 billion in assets and 14 branches from Solvang to Westlake Village. Our mission is to make the communities we serve better places to live and work. Philanthropy and volunteerism are at the heart of our business with annual donations of \$1.5 million invested back into Central Coast nonprofits and over 5,500 hours volunteered to 180 nonprofits. Our team is exceptionally dedicated to the security and protection of seniors and children in our communities through ongoing financial, fraud and cyber security education. We have earned 19 Best Bank awards in the last seven years and six Best Bank to Work For awards in the last three years. Our reputation remains synonymous with exemplary service, community support and reinvestment. ***Behind every great community is a great bank®.***

## OUR BANK

**\$1.54**  
BILLION

TOTAL ASSETS



**14**

BRANCHES



**230+**

ASSOCIATES



**2**

CENTRAL COAST COUNTIES



1975

March 17,  
we open  
our doors

1977

First permanent  
branch in  
Montecito

1980

Goleta  
grand opening



1986

Carpinteria branch  
opens



1993

Inaugural  
Anniversary Grants  
program

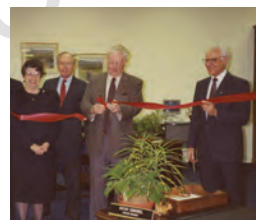


1979

Second  
branch opens  
in the heart of  
Downtown  
Santa Barbara

1981

La Cumbre  
branch opens



Wealth/Trust division  
opens and Bank of  
Montecito becomes  
Montecito Bank & Trust

1996



# Central Coast



Goleta  
Santa Barbara  
Montecito  
Carpinteria

Ventura

Camarillo

Westlake Village

2001

Expansion into Solvang, acquired Valley Oaks National Bank

2004

Westlake branch opens, our first in Ventura County  
  
Current Chairman & CEO, Janet Garufis, joins MB&T

2012

Hollister branch opens

2017

Named WBA's 2017 Best Bank



Inaugural Community Dividends, \$1 million given away



Ventura branch grand opening



First Best Bank Award



Camarillo branch opens

Temporary Mesa branch opens

2003

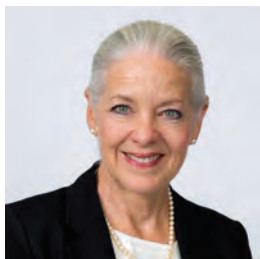
2009

2013

2015

2018

# Chairman's Message



*When asked about some of his guiding principles, one of Michael Towbes' standard responses was, "Do the right thing, even when no one is watching."*

These simple words are at the heart of this year's Community Impact Report and remain a guiding inspiration for our board of directors and leadership team to always *do the right thing* for our associates, for our community and for our clients. And, those same words are inherent in our mission: to make the communities we serve better places to live and work. This is a responsibility we take seriously at Montecito Bank & Trust. We make sure that every person we hire, every product or service we offer and every dollar we donate will embody that mission.

One of the great rewards of leading the team at Montecito Bank & Trust is the opportunity I have every day to witness and celebrate the wonderful things our associates do to positively impact the communities we serve. Their dedication and commitment to our communities is an inspiration to me and to the many customers and community members who take the time to call, write or email me messages about their personal experiences with one of our extraordinary associates.

Our associates live our values everyday – it is truly a part of who they are - they *do the right thing*. They are the best example of our mission in action. As Chairman and CEO, I am privileged to witness firsthand how their involvement with our clients and local nonprofits makes a meaningful difference in our local communities.

Sincerely,

**JANET GARUFIS**

Chairman of the Board & CEO



# Board Leadership



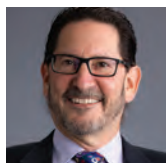
1975

**Gerald Parent** founded the Santa Barbara law firm, Hatch & Parent, specializing in a variety of law throughout his career including estate planning, probate and wills.



1982

**Peter Jordano** is President & CEO of Jordano's Inc., a family-owned business that began in 1915 and is the tri-counties largest distributor of restaurant equipment, food and beverages.



1998

**Rob Skinner** is CEO of the Towbes Group, Inc. where he utilizes 30+ years of experience in complex business litigation and construction and real estate law.



2001

**Ken Verkler** is President of Santa Ynez Valley Hardware, Inc. and was a founding Director of Valley Oaks National Bank which was acquired by MB&T.



2006

**Janet Garufis** is Chairman and CEO of MB&T and brings over 45 years of banking experience with companies like Bank of America and Security Pacific.



2010

**Craig Zimmerman** is a seasoned construction and property management executive whose most recent position was President of the Towbes Group, Inc.



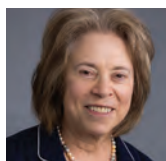
2017

**Lachlan Hough's** career includes International Executive Management for companies like American Express Bank and Security Pacific in the Asian Pacific.



2018

**George Leis** is President & COO of MB&T and brings 36 years of banking experience with companies like Wells Fargo, Bank of America and Pacific Capital Bancorp.



2018

**Christine Garvey** has an impressive 46 year banking and legal career with tenures at Wells Fargo, Security Pacific, Bank of America and Cisco.



2019

**Jeff Paul's** career in banking spans more than 40 years with companies like Montecito Bank & Trust, Rabobank and City National Bank.

## BOARD MATCHING PROGRAM

Earlier this year, Montecito Bank & Trust launched our first ever Board Matching Gift program. The Bank matches donations made by the Board of Directors to nonprofit organizations in Santa Barbara and Ventura counties on a dollar-for-dollar basis up to \$5,000 per director annually.

We wanted to give our Board Members a voice in our annual giving and support the causes that they are personally connected to. Each of our Board Members serve on several Boards and committees and have meaningful relationships with local nonprofits. We are thrilled to partner with them to double their dollars and make those gifts even more impactful!

## 2019 ORGANIZATIONS

Boys & Girls Club of Santa Barbara, Inc.  
California State University  
Channel Islands Foundation  
Casa Dorinda  
Habitat for Humanity  
of Southern Santa Barbara County  
Livingston Memorial Visiting Nurse Association  
Sansum Clinic  
Santa Ynez Valley Cottage Hospital  
Scholarship Foundation of Santa Barbara

8

ORGANIZATIONS



\$23,750

BOARD  
DONATIONS



\$47,500

TOTAL MATCHED  
DONATIONS







# Do the right thing for our *Associates*



2017-2019

AMERICAN BANKER  
**BEST BANKS  
TO WORK FOR**  
2019

2017-2019

2019 Top 3 Best Places to Work - *Pacific Coast Business Times*

2019 Top 3 Best Banks to Work For - *American Banker*



*We believe passionate, involved associates drive our business success and make a real difference in the communities we serve.*

In order to attract and retain the very best capable talent, we regularly assess our associate salaries, benefits and perks to ensure our competitive advantage. By investing in our associates through career and leadership development programs, our associates have a multitude of opportunities to gain the knowledge and skills they need to advance their careers and better serve our clients.

Our associates are intrinsically motivated to serve our community. In order to support their motivations for giving back, our associates receive paid volunteer time and are encouraged to volunteer for nonprofit boards, committees and events.

This truly engaged team is the reason we have proudly received Best Place to Work and Best Bank to Work For recognitions by the Pacific Coast Business Times and American Banker Magazine six times in the last three years.



## OUR ASSOCIATES IN 2019

**230+**

ASSOCIATES



**6.7**  
YEARS

AVERAGE ASSOCIATE TENURE



**56%**

TOTAL FEMALE WORKFORCE



**91%**

ASSOCIATE RETENTION RATE



**68%**

VOLUNTEER IN THEIR COMMUNITIES



**64%**

NEW HIRES REFERRED BY  
CURRENT MB&T ASSOCIATES



**22**

ASSOCIATES PROMOTED  
THROUGHOUT THE BANK



**59**

SERVE ON NONPROFIT BOARDS



### ASSOCIATE LONGEVITY AT MB&T

**10-19**  
YEARS

43  
Associates

**20-29**  
YEARS

12  
Associates

**30+**  
YEARS

6  
Associates

# Associate Awards

Montecito Bank & Trust associates are selected to receive annual community service awards in recognition of their commitment to the Bank's mission to make the communities we serve better places to live and work.

## "DO THE RIGHT THING" OUTSTANDING COMMUNITY SERVICE AWARD

This most coveted award was established to honor the legacy of our late founder, Michael Towbes and his personal motto to *"do the right thing, even when nobody is watching."* This award recognizes extraordinary dedication and excellence in volunteerism, community service and outreach. Bank associates nominate their co-workers and share why they deserve to win which makes peer-to-peer recognition another special element of this award.

### 2019 WINNER



#### MONICA TROUVÉ-SAPP, Solvang Branch

A stalwart supporter of her community, Monica is a relied upon resource for networking, guidance and leadership to many nonprofits in the Santa Ynez Valley. In addition to attending numerous events in support of all the nonprofits she is connected to, each year she raises over \$5,000 for the United Way by having people pay to get her out of "jail." She's been a huge asset to the Bank over the years and embodies our mission statement in all she does.

## COMMUNITY REINVESTMENT ACT (CRA) AWARD

The CRA Award recognizes associates who have contributed significant amounts of their time giving financial or professional expertise to nonprofit organizations that support low- to moderate-income individuals in our communities. Thanks in part to the CRA related volunteerism of our associates, Montecito Bank & Trust has continued to achieve "Outstanding" ratings on our CRA examinations.

### 2019 WINNER



#### ANGELICA JIMENEZ, Westlake Village Branch

For Angelica, *"Volunteering allows me to stay connected to my community while making a difference in someone's life."* She has created relationships with several nonprofits, volunteering and providing them with fundraising support and is also involved with her children's PTA and soccer teams. Her manager, Jill Haney, noted that *"Angelica is committed to volunteering for her family and her community. She believes that giving back is important and it sets an example for her children. She has a strong work ethic in both her job at MB&T and her volunteer work."*



# Volunteering

Montecito Bank & Trust associates are everywhere in the community volunteering for local nonprofits and schools! They are truly making a difference in the communities we serve one volunteer hour at a time.

## OUR VOLUNTEERS IN 2019

**5,500+** HOURS VOLUNTEERED



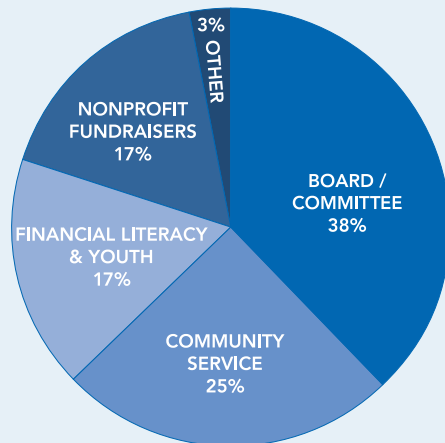
**157** ASSOCIATE VOLUNTEERS



**180** ORGANIZATIONS VOLUNTEERED FOR



## HOW OUR VOLUNTEERS SERVED IN 2019





# Anniversary Grants

*Since 1993, Montecito Bank & Trust's Anniversary Grants program has ensured that each of the Bank's associates have a voice in our corporate philanthropy.*

Associates nominate and advocate for the nonprofits they are passionate about and rally their colleagues to vote for their causes. Our associates then vote to select 10 worthy organizations to receive \$2,000, a one-minute promotional video and the opportunity to be spotlighted monthly to Bank associates and across our branches.



26  
Years



Over 195  
Nonprofits

OVER  
**\$345**  
THOUSAND

Total  
Donations

## 2019 COMMUNITY HERO



New to this year's Anniversary Grants program, MB&T named our first Community Hero, Matt Genovese, founder of the Run2Fund fundraiser. Matt came up with the idea to run 100 miles in 24 hours passing by all 26 public elementary schools in the greater Santa Barbara area in order to raise funds for local schools. Matt's goal this year was to raise enough money to build a fund that can assist in building and maintaining sporting facilities for schools.





## 2019 ORGANIZATIONS & ASSOCIATE ADVOCATES



**Alpha Resource Center** empowers individuals with intellectual and developmental disabilities throughout Santa Barbara county with support, opportunities and a sense of belonging.



**Derek Swafford:** "For people who struggle to fit in, Alpha Resource Center is a true blessing to the intellectually and developmentally disabled. Every time I visit them, my heart fills with love from people helping make our world a better place."



**Angels Foster Care** supports young children in need, matching them with carefully prepared Angels resource families, who keep them in one home until adoption or reunification occurs.



**Davina Gomez:** "Angels is dedicated and passionate for children who are neglected, abused and abandoned. They do an incredible job with training families to become the best caretakers for our Angels babies."



**C.A.R.E.4PAWS'** mission is to reduce pet overpopulation, keep animals out of shelters and improve quality of life for pets and pet owners throughout Santa Barbara county.



**Thomas Fisher:** "They're truly a unique organization serving animals and their owners in Santa Barbara county. Their tireless work has helped reduce animal overpopulation and the number of homeless pets in our local animal shelters."



**CIMWI's** goal is to positively impact conservation through marine mammal rescue, rehabilitation, research and education to promote ocean and human health.



**Reyna Kaufman:** "I had the opportunity to get a firsthand look and help with the daily operations of CIMWI during the summer of 2018. Seeing how passionate they are about their cause made my decision to nominate them crystal clear."



**Crane Country Day School** is dedicated to providing an experiential education characterized by a thoughtful balance of academic challenge and creative expression.



**Will Freeland:** "I nominated Crane Country Day School because they helped me build my core values that I fight for every day. This is my way of trying to give back just a little bit of what they gave me."



**Elverhoj's** mission is to collect, preserve and exhibit the history and Danish culture of Solvang and to promote the arts.



**Amy Hinkens:** "The Solvang branch felt it was important to nominate the Elverhoj Museum of History & Art due to the Danish heritage and art they keep alive here in Solvang!"



**Isla Vista Youth Projects** strengthens our community through diverse educational, recreational and social programs for children and families regardless of income.



**Alan Acosta:** "IVYP has been working with families in our community for over 40 years. One of their main focuses is early childhood education and empowering families to their fullest potential by providing many programs and resources."



**K&FT** provides services for individuals and families in foster care, kinship care and adoption, for the preservation of families and well-being of children in Ventura county.



**Wendy Meuser:** "Kids & Families Together provides much needed services that impact many individuals and families in our community. They go above and beyond to ensure that they meet every need of those seeking assistance."



**SBSC** fosters the appreciation of the choral arts through performance of classic and modern works at the highest artistic level, while outreaching to the community's under-served.



**Manuela Geiger-Kolbitsch:** "I love to listen to and perform music. Choral artistry unites people through the power of music. SBSC enables our community's singers to study and perform, bringing together local arts organizations for collaborations."



**SYV Botanic Garden** is dedicated to the discovery and deeper understanding of the natural world and an appreciation of the significance of nature in our lives.



**Ashleigh Davis:** "The Botanic Garden encourages community collaboration, fosters new approaches to environmental education and allows everyone to discover the beauty, serenity and joy of our diverse nature and its significance in our lives."

# United Way Campaign

*The month of June is eagerly anticipated by the associates at Montecito Bank & Trust as it kicks off our annual Workplace Campaign for the United Way in Santa Barbara and Ventura counties.*

A team of four Campaign Co-Chairs and 16 Department Ambassadors creatively think of ways to educate and engage their fellow associates to raise money in support of the United Way as they improve the lives of local children, families and seniors in our communities.

Associates participate in the workplace campaign in various ways, from convenient payroll deduction, to bake sales and beyond. Campaign ambassadors host unique fundraisers, both inside and outside of the office and this year the team worked together to raise over \$31,000!

Montecito Bank & Trust branch locations also fundraise from the teller line where clients are introduced to United Way programs such as the Dolly Parton Imagination Library. Every penny counts!

Montecito Bank & Trust supports the United Way through program donations and event sponsorships for Fun in the Sun, Day of Caring, Women United and the Red Feather Ball. Our associates also volunteer over 400 hours each year to the United Way's Volunteer Income Tax Assistance Program (VITA), Young Leaders Society, financial literacy and others. We truly Live United!



## MB&T TEAM LEADERS



### 2019 CO-CHAIRS

Brianna Aguilar  
Sheila Avella  
Ashleigh Davis  
Joseph Maxwell

### 2019 DEPARTMENT AMBASSADORS

Gabriela Alfaro  
Jose Anguiano  
Karen Arreola  
Mario Baraona  
Sandro Boos  
Amanda Cuevas

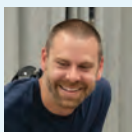
Will Freeland  
Angelica Jimenez  
Reyna Kaufman  
Jennifer Oakley  
Barbara Torres Otani  
David Ramirez

Penny Spackman  
Justin Wiley  
Danielle Willman  
Kristine Wood



Thanks to the department fundraisers, this year's Workplace Campaign found success through various events including community 'Dine & Donates' at local restaurants and breweries, a Silent Auction, a Jail Day, an evening at Painted Cabernet, Candy Grams, Raffles, a Breakfast Bar, a Tostada Bar, a Tri-Tip BBQ, a Whipped Cream Pie fundraiser and more!

"The United Way Workplace Campaign is truly an amazing event. The level of "teamwork" that drives this wouldn't be possible without the dedication and ongoing support of our Ambassadors. It is a pleasure volunteering for an event that brings so many smiles to the children of our local community. As a returning ambassador in my department, it was exciting to see how many people wanted to help and participate in any way possible. Our "Taco Bar" at the Hollister office was a huge hit and raised over \$600.00!"



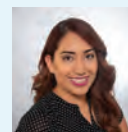
**JUSTIN WILEY**  
Banking Operations Specialist

OVER  
**\$31,000**

2019 ASSOCIATE WORKPLACE  
CAMPAIGN TOTAL



"Supporting and raising funds for United Way is a no brainer. I am proud to be an ambassador as it gives me the opportunity to work with the community of Carpinteria. Working in a strong community with a strong supportive team, makes fundraising enjoyable. We have great partnerships with our local businesses who also love supporting local nonprofits. We have had the pleasure of raising funds at Island Brewery, Brew Lab and Rincon Brewery, who continually contribute to the success of our fundraising activities."



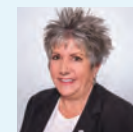
**KAREN ARREOLA**  
Personal Banker, Carpinteria Branch

**\$14,150**

2019 CORPORATE  
DONATION TOTAL



"Team 'Cito' has always been driven by the word 'Team'... we always support each other in and out of the office! I think it says a lot about everyone's character that we are passionate enough to take a 'Pie' in the face and raise money for a great cause! What could be greater than showing our youth how important they are!"

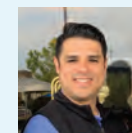


**LORA TAYLOR**  
VP / Branch Manager, Montecito Branch

**425+**

HOURS VOLUNTEERED FOR  
UNITED WAY IN 2019

"Working with the United Way has always been a very rewarding experience. I have been an Ambassador several times, but this time my approach was a little different. In addition to asking for donations from customers walking into the branch, I decided to work with some of our local business clients, such as Rincon Brewery, to see if I could coordinate a fundraiser night where some of the proceeds would go to the United Way. I also reached out to customers that I've gotten to know over the years and asked them if they would make a donation and making those calls paid off because I got a \$500.00 donation out of it! It was a great experience and I'm glad that I had the opportunity to be a part of this wonderful campaign."



**JOSE ANGUIANO**  
Operations Officer, Ventura Branch



# Do the right thing for our

# Communities



Community Bank Award, Reaching Out to the Underserved - *American Bankers Association*

Community Commitment to Financial Literacy Award - *American Bankers Association*

Community Commitment Award for Protecting Older Americans - *American Bankers Association*

Business in Art Award - *City of Santa Barbara Arts Advisory Committee*



*As the largest, locally-owned community bank on the Central Coast, making a difference in our local communities is a responsibility we take seriously at Montecito Bank & Trust. Our mission is simple: to make the communities we serve better places to live and work.*

We do this by gathering and safeguarding local deposits, lending those dollars back out into the community to help families thrive and businesses grow, giving some of our corporate profits back into the community in the form of donations and encouraging our associates to volunteer their time with nonprofits and local schools. It is a simple model that drives the decisions we make every day. When you have the right motivations, you do the right thing.

Annually we invest \$1.5 million back into Central Coast nonprofits and our associates volunteer over 5,500 hours. Our corporate giving is guided by four key pillars - Youth & Education, Social Services, Health & Medical and Arts & Culture. We are also encouraged by the Community Reinvestment Act (CRA) to support organizations or programs within organizations which primarily serve low- and moderate-income individuals and families in our communities. A percentage of our annual profits are dedicated to the underserved and we are proud to have an "Outstanding" CRA rating since 2014.

### COMMUNITY REINVESTMENT ACT (CRA)

A law intended to encourage all federally regulated institutions to help meet the credit needs of the communities in which they operate, including low- and moderate-income neighborhoods, consistent with safe and sound operations.

★ ★ ★ ★ ★  
**OUTSTANDING**  
Montecito Bank & Trust's rating since 2014

### OUR COMMUNITY IMPACT

**\$1.5**  
MILLION

TOTAL DONATIONS



**284**

ORGANIZATIONS DONATED TO

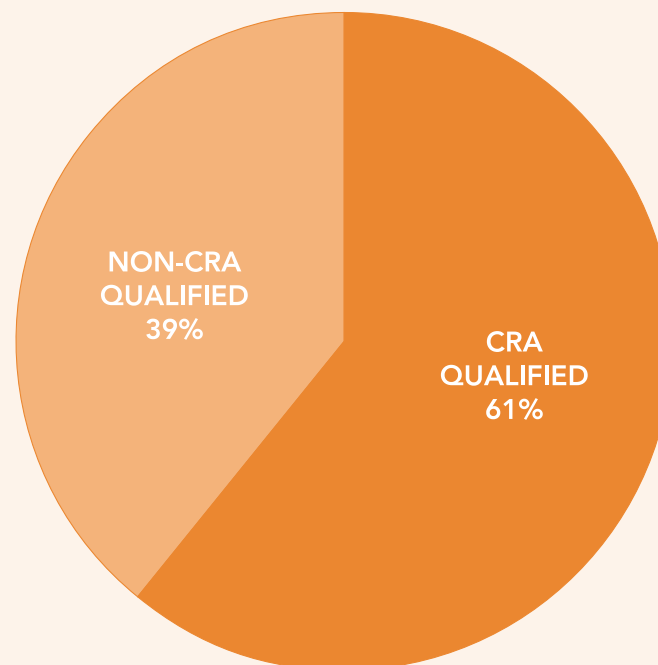


**5,500+**

VOLUNTEER HOURS



### % CRA OF TOTAL DONATIONS



# Community Dividends

*The Monday before Thanksgiving is a very special tradition for the associates at Montecito Bank & Trust. We celebrate our annual Community Dividends® luncheon which awards \$1 million dollars to celebrate the valuable work being done by nonprofit organizations up and down the beautiful Central Coast.*

Since 2003, the Community Dividends program has awarded \$17 million dollars throughout Santa Barbara and Ventura counties. Community Dividends donations primarily support programs that serve low- to moderate-income individuals in our communities, in addition to a variety of causes from the arts to basic needs services to education.

The Biltmore's Coral Casino sets the stage for the nonprofit honorees to join Bank associates in a celebration of their community commitment, providing organizations the opportunity to socialize with their nonprofit colleagues and receive funding to help them continue to serve their missions.

An educational seminar prior to the luncheon teaches nonprofit leaders about a variety of topics such as advocacy, cyber security and corporate donor strategy. The goal is to not only give nonprofits the financial support they need, but to provide the tools and resources they need to ensure their organization's sustainability. The 2019 seminar focused on how nonprofits can make the case for full cost funding, with an emphasis on how to understand financial statements and create an endowment that will help preserve a foundation for years to come.

Bank associates feel very proud to be a part of our Community Dividends tradition – it is the cornerstone of our giving.



## THE HEART OF COMMUNITY DIVIDENDS

*"We do this because we recognize and support the invaluable role nonprofits play in enhancing the quality of life for all segments of our society. We do this to encourage other organizations to follow in our footsteps. We do this to encourage our employees to volunteer to support these worthy organizations. We do this because we think it's the right thing to do."*

**MICHAEL TOWBES**





## 2019 RECIPIENTS

Adelante Charter School	Direct Relief	New Directions for People with Disabilities, Inc.	Sarah House
AHA! (Attitude. Harmony. Achievement.)	Domestic Violence Solutions for Santa Barbara County	New House Santa Barbara	Scholarship Foundation of Santa Barbara
Alliance for the Arts	Dos Pueblos Engineering Academy Foundation	Old Mission Santa Barbara	Solvang Arts & Music Foundation
Alpha Resource Center of Santa Barbara	Dream Foundation	Old Spanish Days in Santa Barbara, Inc.	Solvang Danish Days Foundation
Alzheimer's Association, California Central Coast Chapter	Easy Lift Transportation	Opera Santa Barbara	Solvang Friendship House
American Heart Association - Santa Barbara County	Elings Park Foundation	Pacific Pride Foundation	Solvang Senior Center
American Heart Association - Ventura County	Elverhoj Museum of History & Art	Page Youth Center	Solvang Theaterfest, Inc.
American Red Cross Santa Barbara County Chapter	Ensemble Theatre Company	Parks and Recreation Community Foundation	Special Olympics Southern California - Santa Barbara Region
Angels Foster Care of Santa Barbara	Family Service Agency of Santa Barbara County	PATH (People Assisting the Homeless)	St. Vincent's Institution
Apples to Zucchini Cooking School	Fielding Graduate University	PathPoint	Standing Together to End Sexual Assault
Area Housing Authority of the County of Ventura	Foodbank of Santa Barbara County	Peoples' Self-Help Housing Corporation	State Street Ballet
Arthritis Foundation	Foundation for Santa Barbara City College	Pierre Claeysens Veterans Foundation	Studio Channel Islands Art Center
Arts Council of the Conejo Valley	Friends of the Carpinteria Library	Planned Parenthood California Central Coast	Surgical Eye Expeditions (SEE) International
Atterdag at Home, Inc.	Ganna Walska Lotusland	PublicSquare, Inc.	Teacher's Fund
Atterdag Village of Solvang	Girls Incorporated of Carpinteria	Ride On LA	Teddy Bear Cancer Foundation
Boys & Girls Club of Camarillo	Girls Incorporated of Greater Santa Barbara	Safety Town of Santa Barbara County	The Arc Foundation of Ventura County
Boys & Girls Club of Santa Barbara, Inc.	Gold Coast Veterans Foundation	San Marcos High School Royal Pride Foundation	The Center for Urban Agriculture at Fairview Gardens
Boys & Girls Club of Moorpark, Inc.	Goleta Education Foundation	Sansum Clinic	The Foundation for Girsh Park
Breast Cancer Resource Center of Santa Barbara	Goleta Valley Cottage Hospital Foundation	Sansum Diabetes Research Institute	The Howard School
C.A.R.E.4Paws	Habitat for Humanity of Southern Santa Barbara County	Santa Barbara Bicycle Coalition	The Marjorie Luke Theatre
California Lutheran University	Habitat for Humanity of Ventura County	Santa Barbara Botanic Garden, Inc.	The Partnership for Resilient Communities
California Missions Foundation	Hearts Therapeutic Equestrian Center	Santa Barbara Bowl Foundation	The Rona Barrett Foundation
California State University Channel Islands Foundation	HELP of Carpinteria	Santa Barbara Center for the Performing Arts, Inc.	The Salvation Army of Santa Barbara
Cancer Foundation of Santa Barbara	Hillside House	Santa Barbara Community Housing Corporation	The Santa Ynez Valley Foundation
Cancer Support Community Valley/Ventura/Santa Barbara	Hospice of the Conejo	Santa Barbara Cottage Hospital Foundation	The Turner Foundation
Carpinteria Children's Project	Hospice of Santa Barbara, Inc.	Santa Barbara County Education Office	Tina Hansen McEnroe & Paul V. McEnroe Reading and Language Arts Clinic at UCSB
Carpinteria Education Foundation, Inc.	Housing Authority of the City of San Buenaventura	Santa Barbara Culinary Experience	Transition House
Carpinteria Valley Arts Council	Housing Opportunities Made Easier	Santa Barbara Education Foundation	Turning Point Foundation
Casa Pacifica Centers for Children and Families	Housing Trust Fund of Santa Barbara County, Inc.	Santa Barbara Foundation	UCP WORK, Inc.
Casa Dorinda	Jewish Federation of Greater Santa Barbara	Santa Barbara Hillel	UCSB Alumni Association
Casa Serena, Inc.	Kids & Families Together	Santa Barbara Historical Museum	UCSB Arts & Lectures
Channel Islands Marine & Wildlife Institute (CIMWI)	Kids Helping Kids	Santa Barbara International Film Festival	UCSB Economic Forecast Project
Channel Islands YMCA	Laguna Blanca School	Santa Barbara Maritime Museum	United Boys & Girls Clubs of Santa Barbara County
Child Abuse Listening Mediation, Inc. (CALM)	Leading From Within	Santa Barbara Meals on Wheels, Inc.	United Way of Santa Barbara County, Inc.
Children's Resource & Referral	Livingston Memorial Visiting Nurse Association	Santa Barbara Middle School	Unity Shoppe, Inc.
City Impact, Inc.	Lobero Theatre Foundation	Santa Barbara Museum of Art	Ventura County Civic Alliance
Coastal Housing Coalition	Lois & Walter Capps Project	Santa Barbara Museum of Natural History	Ventura County Housing Trust Fund
Community Arts Music Association of Santa Barbara, Inc.	Make-A-Wish Tri-Counties	Santa Barbara Neighborhood Clinics	Ventura County Medical Resource Foundation
Community Conscience/Under One Roof	Mental Wellness Center	Santa Barbara Partners in Education	Ventura Music Festival Association, Inc.
Community Environmental Council	Midland School	Santa Barbara Police Activities League	VNA Health
Community Memorial Healthcare Foundation	MOXI, The Wolf Museum of Exploration + Innovation	Santa Barbara Police Foundation	Westmont College
Congregation B'nai B'rith	Museum of Contemporary Art Santa Barbara	Santa Barbara Public Library Foundation	Wilderness Youth Project
Council on Alcoholism and Drug Abuse	Museum of Ventura County	Santa Barbara Rescue Mission	Wildling Museum of Art and Nature
Court Appointed Special Advocates of Santa Barbara County	Music Academy of the West	Santa Barbara Symphony	Women's Economic Ventures
Court Appointed Special Advocates of Ventura County	National Association of Women Business Owners, Santa Barbara Chapter	Santa Barbara Trust for Historic Preservation	Youth and Family Services YMCA: Noah's Anchorage Youth Crisis Center
Crane Country Day School	National Association of Women Business Owners, Ventura County	Santa Barbara Zoological Foundation	
	National Disaster Search Dog Foundation	Santa Ynez Valley Cottage Hospital Foundation	
		Santa Ynez Valley Historical Museum & Carriage House	
		Santa Ynez Valley Jewish Community	
		Santa Ynez Valley People Helping People, Inc.	

# Youth and Education

Montecito Bank & Trust's philanthropic giving is focused on four key pillars: Youth & Education, Social Services, Medical & Health and Arts & Culture. In 2019, Montecito Bank & Trust awarded more than \$538,000 to local nonprofits committed to Youth & Education, more than any other area of giving.

We partner with schools, youth support organizations and higher education institutions because we believe that investing in our local youth is one of the most important contributions we can make in the continued growth and prosperity of our communities. When youth are given support, resources and opportunity from their families, schools and their local communities, their futures are truly limitless.

In addition to financial support, Montecito Bank & Trust associates have spent over 2,200 hours volunteering in local classrooms, serving as youth mentors, teaching financial literacy and serving on youth and education nonprofit boards.

## COMMUNITY PARTNER

"Education matters to Montecito Bank & Trust! Long-standing support from their Community Dividends program has helped to ensure that our students have access to essential instruction ranging from the arts and literacy to mental health and early childhood education. Since 1985 the Santa Barbara Education Foundation has been helping to create opportunities for students in the Santa Barbara Unified School district through collaboration with community partners. We believe that every child should have access to a well-rounded education and opportunities to pursue their post-graduation interests. Montecito Bank & Trust's Community Dividends investment in a child's educational experience helps create a better future for everyone!"

**MARGIE YAHYAVI**

Executive Director, Santa Barbara Education Foundation

## 2019: GIVING BACK TO YOUTH & EDUCATION

**\$538+** DONATIONS  
THOUSAND



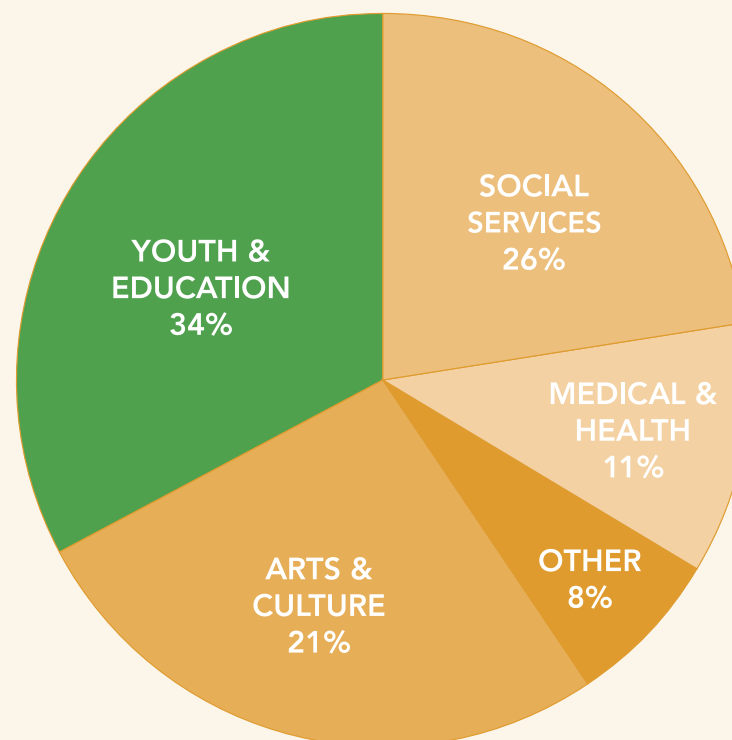
**2,200+** HOURS



**112** LOCAL ORGANIZATIONS & SCHOOLS



### % OF IMPACT FOCUS





## MB&T SCHOLARSHIP PROGRAM

Over 29 years ago, Michael Towbes created a Montecito Bank & Trust scholarship fund through the Scholarship Foundation of Santa Barbara. A dedicated supporter of education and philanthropy, he wanted to reward local high school students for their academic achievements and provide them financial support during their college attendance. To date, the Bank has funded over \$250,000 in need based scholarships to over 100 students in our local communities. The Bank recently expanded the program into Ventura county with new scholarships provided through California State University Channel Islands.

Annually the Bank hosts a luncheon to celebrate all of the accomplished scholars and their families. At the lunch our Executive team and board members learn about the students' goals and plans for the future and encourage them to remember this gift they've been given so that someday, when they achieve their own success, they will consider giving back in their own ways.

### 2019 SCHOOLS

Bishop Garcia Diego  
Chapman University  
Dos Pueblos High School

San Marcos High School  
Santa Barbara High  
Santa Ynez Valley High



\$250,000+  
Scholarships



29  
Years



100+  
Local Students

## MB&T INTERNSHIP PROGRAM

Montecito Bank & Trust created a formal paid internship program in 2010 that provides college students with an opportunity to apply the knowledge and theory they've learned in the classroom to real life work experience. Throughout this year's 12-16 week MB&T Internship Program, 14 young adults gained the critical skills they needed to thrive in a professional setting, learned the interworking's of the Bank and helped with special projects, all while supporting and learning department initiatives.



Midway through the program the group joins our Chairman and CEO, Janet Garufis and President and COO, George Leis, for a networking lunch where they share what they have been working on and what they have learned, while gaining valuable insights into career development and experience directly from Janet and George's stories of their own seasoned and successful careers. The Bank has hosted interns in a wide variety of departments including Commercial Lending, Credit Administration, Digital & Banking Operations, Marketing, Organizational Learning, Risk & Compliance and Technology.

### MEET SIMON

Several interns have been hired into permanent positions, including Simon Priest who interned for four summers with the Bank and was recently hired as a Credit Analyst in our Commercial Lending Department.

*"Our internship program at Montecito Bank & Trust is unique given the amount of time that executive leadership, including Janet and George, spend with interns answering questions and providing career advice. I experienced and learned a lot over my four internships, from shadowing a Wealth Management associate to meeting a prospective client, analyzing financials and helping underwrite loans. My internships helped me decide on a career in commercial lending and provided experience to work at MB&T and in the financial services industry in general."*



**SIMON PRIEST**  
Credit Analyst



# Financial Literacy

*It is no secret that many children develop spending habits long before they develop saving habits. We believe that the sooner our community's children can begin to understand the importance of saving, the better.*

Through programs such as the American Banker Association's (ABA) Teach Children to Save Day, the United Way's Fun in the Sun (FITS) Program and partnerships with local schools and nonprofits, Montecito Bank & Trust brings financial literacy training to local classrooms helping to strengthen the financial knowledge of youth in Santa Barbara and Ventura counties. Using flexible lesson plans created specifically for each grade level, Bank volunteers teach students of all ages lessons about the importance of saving, budgeting, responsible credit use and keeping their money safe. The Bank also has partnerships with several schools and nonprofits to encourage students to apply savings concepts they've learned and open youth savings accounts. These accounts offer a savings reward for students who demonstrate strong savings practices and to date over 260 students have opened accounts and saved over \$61,000.



## 2019 PARTNERS

### SANTA BARBARA COUNTY SCHOOLS

Adams Elementary School  
Adelante Charter School  
Aliso Elementary School  
Audacious Foundation  
Brandon School  
Carpinteria Middle School  
Dos Pueblos High School  
El Camino School  
Ellwood School  
Kellogg Elementary School  
McKinley Elementary School  
Monroe Elementary School  
Monte Vista Elementary School  
Mountain View School  
Peabody Charter School  
San Marcos High School  
Santa Barbara Community Academy  
Santa Barbara High School  
St. Raphael School  
Summerland Elementary School  
Washington Elementary School

### VENTURA COUNTY SCHOOLS

Adolfo Camarillo High School  
Citrus Glen Elementary School  
Foothill School  
Hueneme High School  
Pacifica High School  
University Preparation Charter School at CSU Channel Islands

### NONPROFITS

Apples to Zucchini Cooking School  
Audacious Foundation  
Partners in Education  
Turner Foundation  
United Way of Santa Barbara County, Inc.  
Youth Interactive



2,300+  
Students



41  
Volunteers



400+  
Hours





## ADULT FINANCIAL LITERACY

The need for financial education is not limited to youth. According to Bankrate's<sup>1</sup> latest Financial Security Index, 28% of adults have no emergency savings. Montecito Bank & Trust consistently dedicates time and resources to developing a strong financial literacy program with the goal of becoming a trusted resource for local nonprofits and schools. Bank volunteers teach adults throughout our communities advanced lessons on saving and investing, budgeting, understanding credit and the importance of protecting one's personal information. All classes are offered in both English and Spanish.

## 2019 PARTNERS

Habitat for Humanity of Southern Santa Barbara County  
Housing Authority of the City of Santa Barbara  
Santa Barbara Unified School District  
Scholarship Foundation of Santa Barbara  
United Way of Santa Barbara County, Inc.  
University of California at Santa Barbara



1. Bankrate.com. July 1, 2019. "Financial Security Index"

## PROGRAM HIGHLIGHT: FUN IN THE SUN

For the past 10 years, Montecito Bank & Trust has worked with the United Way of Santa Barbara County's Fun in the Sun (FITS) program which prevents summer learning loss for 264 financially and academically at-risk students from Carpinteria to Santa Ynez. The Bank first piloted its three week financial literacy course to a group of 12 students at the Santa Barbara Westside location in 2010. The program was well-received and has now expanded to serve all 264 students in the program with each grade level receiving a three week customized course of financial literacy lessons. Whether reading stories to 3rd graders or leading students through virtual experiences like opening a bank account, managing a budget, or taking out a loan, 13 Bank volunteers mentor FITS students while teaching them critical saving and spending lessons.



300+  
Adults



8  
Volunteers



100+  
Hours



# Do the right thing for our *Clients*



2013-2019



2014-2019



2014-2019

2019 Best Bank - *Santa Barbara Independent* | *Santa Barbara NewsPress* | *Santa Ynez Valley News*

2019 Best Mortgage Company - *Santa Barbara Independent*

2019 Best Financial Services - *Santa Barbara NewsPress*



*When you choose to bank with us, you're making a difference in your local communities too. The community bank model is simple, but its impact is anything but.*

As the oldest and largest, locally-owned community bank on the Central Coast, our roots allow us to uniquely serve our clients and ensure that every product or service we provide is designed to benefit and meet the needs of the communities we serve. Whether these mission driven products are checking accounts for children, seniors and nonprofits with no monthly fees, or small business loans that help local businesses thrive, we are here to serve you.

It is because of our clients, whether individuals, businesses or nonprofits, that we can do what we do. It is the trust and confidence our clients place in us as their financial partner that enables us to fulfill our mission to make the communities we serve better places to live and work. When you choose Montecito Bank & Trust, you're also choosing to care about how your money impacts the community.



## LOANS THAT BENEFIT THE COMMUNITY<sup>1</sup>

**\$683.8**  
MILLION

LOANS TO PURCHASE & IMPROVE  
LOCAL COMMERCIAL BUILDINGS



**\$248.8**  
MILLION

LOANS TO LOCAL BUSINESSES<sup>2</sup>



**\$141.9**  
MILLION

LOANS FOR LOCAL MORTGAGES



**\$124.7**  
MILLION

LOANS TO LOCAL SMALL  
BUSINESSES<sup>3</sup>



**\$58.1**  
MILLION

LOANS TO CONSTRUCT HOMES  
& COMMERCIAL BUILDINGS



**\$54.0**  
MILLION

LOANS TO EMPOWER  
NONPROFITS



1. As of 9/30/2019. 2. Gross annual revenues of \$1 million or more. 3. Gross annual revenues of \$1 million or less.

### MB&T IN 2019 HAS

Helped  
101 families



buy new  
homes

Offered checking accounts  
with no monthly fees



to 6,500+  
children & seniors

Offered interest-  
bearing/no monthly fee



checking accounts  
to 561 nonprofits

# Community Development

*Montecito Bank & Trust partners with for-profit, nonprofit and government entities to provide complex financing for affordable housing and community development projects that benefit low- or moderate- income individuals and families in our local communities.*



## COMMUNITY DEVELOPMENT LENDER



Meet Clyde Freeman, who's known in our communities as many different things - Mr. Carpinteria, a dedicated board member and a passionate advocate and expert with over 47 years of experience in Community Development Lending.

Clyde works with countless nonprofits and community development organizations like the Housing Authority of San Buenaventura and Habitat for Humanity, to help bring more affordable housing projects into our communities. He has an uncanny ability to understand the full scope of a project and find creative ways to make the financing work. He continually looks for new ways to better our communities and has dedicated his career to Community Development Lending.

## A TRUE COMMUNITY PARTNERSHIP

Over five years ago, the Santa Barbara Rescue Mission (SBRM) embarked on a sizable project to update and remodel their facilities. This was an undertaking that simply could not wait any longer and which was critical to the SBRM's ability to continue meeting the needs of our communities' most vulnerable populations. More than \$12 million dollars later, the 40,000 square-foot renovation is complete. Because of the communities' unwavering support, the SBRM has nearly doubled the number of beds for homeless women, created brand new gender-specific bathrooms including shower facilities, opened a new dining room and made important seismic upgrades. These improvements were integral for the only emergency shelter open 365 nights per year between Santa Maria and Ventura. SBRM also offers a 12 month residential recovery program for men and women suffering from addiction, an outpatient alcohol and drug program and a sober living club.

MB&T partnered with SBRM throughout the project by providing financing, helping them secure a \$1.5MM Affordable Housing Project grant from the Federal Home Loan Bank, facilitating special tax credits and also donating \$97,000 since 2015. The opportunity and healing that happens in this safe place is truly magical. There's no place like it and we are so proud to be a part of this very special and important project!

## 2019 COMMUNITY DEVELOPMENT LOANS

### Santa Barbara County

13 projects  
\$10,281,597

### Ventura County

9 projects  
\$4,400,000

### COMBINED TOTAL

22 projects  
\$14,681,597





# Small Business Lending

*A community bank's support of small business is vital to the economic growth of communities. We are proud to be a market leader on the Central Coast in small business lending.*



Owner of Corktree Cellars, Jessica Clark, is the first to say that her road to owning several successful businesses on the Central Coast was not an easy one, but her story is an example of how community support and partnerships enable small businesses to survive and thrive. Jessica was born and raised in Carpinteria and in April of 2008 opened Corktree Cellars, a wine and bar bistro on Linden Avenue. By November of that year, she saw her business effected by the recession that was impacting businesses across the country. The small but mighty community of Carpinteria rallied around her to help keep her tables full and Corktree Cellars built a loyal following and survived the recession. Over the past several years, Jessica and her husband have opened, expanded and partnered on several local businesses throughout the Central Coast including Peebee & Jay's, a sandwich, soup and salad shop.

Choosing a bank that also makes a difference in the communities it serves was an important decision for Jessica and it is why she has chosen Montecito Bank & Trust. Corktree Cellars is a like-minded business that is truly rooted in the community – employing local residents and investing back into the community that supports it. Jessica and her business partners donate to various local causes such as hosting an annual wine tasting fundraiser for schools and nonprofits as well as the Carpinteria Education Foundation's Dine Out program.

Throughout her journey, Jessica has been grateful to Montecito Bank & Trust's lenders and bankers who have been partners and a sounding board in her success. With our size, local decision-making and lenders that know and understand the markets we serve, we have the unique ability to create customized lending solutions to support the growth of local small businesses just like Corktree Cellars.

# Protecting Seniors

*Montecito Bank & Trust is committed to educating the community about the growing landscape of financial scams targeting older Americans.*

Senior financial abuse is estimated to have cost victims at least \$2.9 billion in 2018 alone. Those who were exploited by family, fraudsters and others in recent years suffered an average loss of \$34,200, according to a first-of-its-kind analysis by the U.S. Consumer Financial Protection Bureau.<sup>1</sup>

Several years ago, Montecito Bank & Trust launched our Senior Abuse and Financial Exploitation (SAFE) program to educate our clients and community members about common scams. This award-winning prevention program is comprised of internal training, in-branch workshops, Fraud Defense brochures and social media tips. Our associates have dedicated over 250 hours developing this program for community presentations and partnerships such as:

- Collaborating with local Adult Protective Services (APS), Police, FBI and the District Attorney's office to address recent cases.
- Hosting workshops in our branches and at local retirement homes for residents and their caregivers, including our retirement home branches at Casa Dorinda, Maravilla and Samarkand.
- Participating as a regular guest speaker on local radio shows aimed at educating the community about fraud such as Scam Squad.
- Starting an Associate Fraud Recognition Program where Bank associates are recognized and rewarded for identifying, preventing and reporting fraudulent activity.



250+ Seniors  
in 2019

\$1.1  
MILLION

Prevented  
in losses

19  
CASES

Financial abuse on  
MB&T clients in 2019

## IN THE WORDS OF A VICTIM

"We are so happy that you saved us from giving away all that money. I can't imagine how we were so gullible. We really did believe the calls came from our grandson. There were several actors who called, weaving an elaborate and crazy story which no one should have taken seriously. Maybe it is partly our age (I am 82 and my husband is 84) that allowed this subversion of common sense. Anyway, we are grateful to Montecito Bank & Trust for its diligence in preventing this type of fraud."

**ANONYMOUS MB&T CLIENT**  
Victim of Grandparent Scam

1. Reports Of Elder Fraud Losses Increase. Katherine Skiba.  
[aarp.org/money/scams-fraud/info-2019/cfpb-report-financial-elder-abuse.html](https://aarp.org/money/scams-fraud/info-2019/cfpb-report-financial-elder-abuse.html)



# Cyber Security

*At Montecito Bank & Trust, we believe it is our corporate responsibility to leverage our internal expertise to help combat cyber fraud. Cyber attacks have become the fastest growing crime globally and are expected to cost the world \$6 trillion annually by 2021<sup>1</sup>.*

Our program is a multi-pronged approach that began several years back with an associate awareness and training campaign and has quickly grown into a larger community awareness program.

Our team offers a variety of services to help our local nonprofits, businesses and residents be informed and stay safe including:

- Classes, workshops and seminars on growing cyber threats.
- Training on banking products and services, such as tokenization, EMV Chip cards, online and mobile banking alerts and multi-factor authentication.
- Education about the importance of strong password, pin and security question habits which help prevent fraud through social engineering.
- Materials specific to various business types that educate on financial scams and cyber threats. We also provide tips on how to use banking products and services to quickly identify potential fraud.

## SINCE PROGRAM INCEPTION



150+  
Hours



150  
Organizations



550  
Individuals

## MB&T FRAUD PROTECTION IN 2019

**\$190+**  
THOUSAND  
SAVED!

ACH FRAUD ATTEMPTS



**\$771+**  
THOUSAND  
SAVED!

CHECK FRAUD ATTEMPTS



**\$106+**  
THOUSAND  
SAVED!

ROMANCE & GRANDPARENT  
SCAM ATTEMPTS



**\$18+**  
THOUSAND  
SAVED!

POSSIBLE ID THEFT ATTEMPTS



**\$62+**  
THOUSAND  
SAVED!

WIRE FRAUD ATTEMPTS



**100%**  
PROTECTED  
BY MB&T!

EMAIL/PHISHING SCAM ATTEMPTS



1. Cybersecurity Ventures. [cybersecurityventures.com/cybercrime-damages-6-trillion-by-2021/](https://cybersecurityventures.com/cybercrime-damages-6-trillion-by-2021/)



*When you have the right motivations,  
it's easy to do the right thing.*

*Every person, every decision and every action  
makes a difference, however big or small.*

*When you choose to bank with us, you're choosing  
to make a difference in our local communities too.*





*Behind every great community is a great bank.®*



MONTECITO.BANK | @MONTECITOBANK





19 Best Bank Awards in 7 Years  
6 Best Places to Work Awards in 3 Years