

2

0

2

4



Community
IMPACT REPORT



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



Table of Contents

A Dedicated Bank

- 2 MESSAGE FROM THE CHAIRMAN
- 4 WE ARE MB&T
- 5 EXPANDING OUR FOOTPRINT
- 6 ASSOCIATE AWARDS
- 9 MATCHING GRANTS PROGRAMS



A Thriving Community

- 10 INNOVATION INSIDE MB&T
- 11 COMMUNITY DEVELOPMENT
- 12 NONPROFIT LEADERSHIP
- 14 COMMUNITY IMPACT
- 16 COMMUNITY DIVIDENDS
- 19 ANNIVERSARY GRANTS



Giving Back

- 20 VOLUNTEERING
- 21 FINANCIAL LITERACY
- 22 CYBER LITERACY



Message from the Chairman



Janet Garufis

Chairman of the Board & Chief Executive Officer

This year marks my 20th anniversary at Montecito Bank & Trust. What a fulfilling and sometimes exciting 20 years it has been! Starting with the great recession, fires, debris flows and most recently, a global pandemic! It has never been boring. It is a unique gift to work doing what you love to do, each and every day, at our wonderful Bank and in and for our wonderful communities. It really is that simple. This is my passion, more than it is my job. The desire to make a difference in our communities runs deep in the Bank's culture, it is infectious and inspiring. I could not ask for a more gratifying responsibility, and I am forever grateful to our founder, Michael Towbes, for providing me this opportunity to build and carry forward what I believe is the best community bank on the Central Coast.

Part of what distinguishes Montecito Bank & Trust from all other banks on the Central Coast is our unwavering commitment to philanthropy. By continuing to invest a meaningful portion of our profits back into the community,

we are championing a commitment that began in 1983 when Michael Towbes became the single shareholder and owner of the Bank. In striving to simultaneously build a business and a community, he recognized at that time that when the Bank is successful, not only do our customers benefit, but the community can and should as well. We have been intentional in the design and evolution of our best-in-class corporate giving programs the last two decades, and the impacts can be seen in the school around the corner, the theater downtown, the hospital up the road, the affordable housing efforts around the block and the many friendly faces you pass by each day in your community. This ability to keep investing in and giving back to the communities we serve is made possible by our loyal customers who trust us to manage their financial needs day after day, year after year. They know and appreciate that when you do business with a community bank, you too are supporting your local communities.

THIS YEAR MARKS MY 20TH ANNIVERSARY AT MONTECITO BANK & TRUST. WHAT A FULFILLING 20 YEARS IT HAS BEEN... I LOVE WHAT I GET TO DO...

In addition to the pride I have in our corporate giving, as I reflect on these past twenty years at Montecito Bank & Trust, I am also struck by the kindness, commitment, ingenuity and leadership of so many individuals within the Bank and across our communities. There is a profound capacity and motivation among Central Coast residents, businesses, organizations and our own associates to be the best we can be. This starts with leadership. Leadership that enables creativity, nurtures progress, fosters collaboration and champions innovation. Leadership that can help individuals and organizations alike realize their potential, help them embrace their strengths and capitalize on opportunities they're presented with. We are all leaders in our own right and can each play a part in helping each other be the best we can be. This year's Community Impact Report brings to life examples of leadership, innovation, perseverance and a desire to, as our founder liked to say, "do the right thing, even when no one is watching." It applauds the enthusiasm and can-do spirit of individuals and of organizations, and it stands as testament to the clarity and intent of one man's vision.

I truly believe Michael Towbes would be proud to see how his legacy continues today. On behalf of our Board of Directors and our associates, thank you for trusting us to be your community partner, and for inspiring us to continue making a difference in the communities we serve.

Janet Hauke



"Over the years Janet has been recognized for her impact in the community through her service. It is well known how she has changed Montecito Bank & Trust through her leadership. What happens a little more quietly is the time and expertise she shares through mentoring. Working with and being mentored by Janet over the years has changed the trajectory of my life in countless ways. She has advised and guided me where I have had opportunities for growth and has acknowledged, nurtured and celebrated my successes. I have had the privilege of watching her navigate her many roles with grace and strength. Janet is an extraordinary leader!"

Meredith Beitz
FVP / Corporate Secretary

"Janet joined our Board of Directors in 2009 and went on to serve as an especially effective Board president from 2013 to 2015. Over the years, she has served on and contributed substantively to numerous Scholarship Foundation Board committees. She remains an indispensable source of insight and clear-minded analysis for our organization's leadership."

Melinda Cabrera
President & CEO, Scholarship Foundation of Santa Barbara

"Janet is a connector. She is a powerhouse wrapped in kindness and compassion. She creates the space for experimentation and creativity and is a catalyst for deep community impact."

Kathryn R. Martin
President & CEO, Santa Barbara Symphony

"Working with Janet for over 20 years has been a tremendous growth opportunity not only for myself but also the Bank. She is a dynamic, strategic, empowering leader that truly strives to find the best in people. Janet brought an enormous amount of banking experience to MB&T which has helped transform and grow our banking products, processes, customer base, geography and risk management culture. She has made MB&T a stronger community focused organization that is now "The Bank" for Santa Barbara and Ventura counties, and she is passionate about the Bank's philanthropy and carrying forward the legacy of our founder Micheal Towbes."

Bruce Stevens
EVP / CFO / CAO



20
Years

AT MB&T



7
Years

AS CHAIRMAN



50+
Years

BANKING EXPERIENCE



10+
Active

BOARDS & COMMITTEES

We are MB&T

Montecito Bank & Trust is a dynamic group of over 260 individuals for whom tenacity, innovation, collaboration and service are but just a few of the adjectives that describe our amazing team.

Everything we do at Montecito Bank & Trust starts with the same, simple commitment; to make the communities we serve better places to live and work. Over the last 49 years our associates have helped the Bank grow and innovate in a manner that remains true to our mission and vision.

Making a difference in the local communities through the work we do in and outside of the office is a responsibility we each take seriously. Ingrained in our culture, this responsibility is what inspires new ideas, sheds light on opportunities and rallies support across the organization. Whether helping a client make a deposit, building an online application to make getting a business loan a little easier or identifying creative partnerships and funding possibilities for community partners, our associates work tirelessly to create local impact and deliver world-class customer experiences. Outside of work there is no difference. Our associates take immense pride in giving their time, treasure and talent back to the community. You will see them all around town volunteering at events, sitting on nonprofit boards, teaching financial literacy and so much more.

Our ability to continue growing, innovating and investing in the community is because of the dedication of our associates and the support from our clients. As the largest, independently owned community bank on the Central Coast, we are honored to serve our communities and continue to uphold that *behind every great community is a great bank*®.



\$2.1B
TOTAL ASSETS



\$1.1B
ASSETS UNDER
WEALTH MANAGEMENT



260+
ASSOCIATES



58%
HYBRID
WORKFORCE



52%
TOTAL FEMALE
WORKFORCE



★★★ **Outstanding** ★★★

FDIC's 2023 rating of MB&T's work
to meet the credit needs of our community

Expanding (and updating) our Footprint



Oxnard

300 W. Esplanade Drive

On January 25, 2024, we celebrated the official grand opening of our Oxnard branch, the 16th location in our Central Coast footprint. Joined by over 140 Oxnard community leaders, business members and Bank associates, we heard many stories that shared a common theme -- excitement for having a trusted community bank partner to help the residents, businesses and organizations of Oxnard continue to thrive.

Since opening, the team has worked hard to earn a stellar reputation in the community, attending 25 events, volunteering with 21 organizations, securing financing for multiple businesses and they're not stopping there! This knowledgeable team is eager to continue providing the world-class service Montecito Bank & Trust is known for; so make sure to stop by and see what they can do for you!

"Opening the new office in Oxnard has been a dream come true. To be able to open this beautiful new banking office in my hometown, is just amazing. The community has expressed how great it is to have such a committed community partner, and they continue to embrace and support us. We are excited to continue growing awareness about our brand and branch in this growing community."

Armando Casillas
VP / Branch & Community Relations Manager



Montecito

1106-A Coast Village Road

Reimagining our original branch on Coast Village Road required a preservation of its sophisticated, classic and friendly feel with a twist of modernity and brightness. The result is an inviting, polished and familiar space that still welcomes the neighborhood's residents, businesses and nonprofits 49 years later.

By early 2025 the remainder of the building, housing our Wealth Management group, will be finished and ready for its complete grand opening celebration. At this monumental location (literally!) in the Bank's history we are honored to continue providing the same level of excellent service the Montecito community has enjoyed for over 49 years, and the teams at 1106 Coast Village Road look forward to welcoming even more friendly new faces, young and old, as the Bank continues to grow.

"When we set out to design a branch we want the end result to feel like it's both an extension of the brand and the community it serves. This address is where it all began nearly 50 years ago; it's iconic in that regard, and I love that we preserved the building's history and form while brightening it up and creating an even more welcoming space! I've heard a number of clients mention it's like walking into a friend's nicely appointed living room!"

Janet Garufis
Chairman & CEO



Santa Maria

2125 S. Broadway

One of the greatest compliments our teams can receive is a referral from a satisfied client. As a new market for us, many of our Santa Maria clients are referrals from loyal and satisfied MB&T clients. Our small but mighty Santa Maria team actively demonstrates the value of having a community bank partner on your side – friendly, personalized service, flexible product offerings and local expertise.

From being “more convenient than any other bank” and “very delightful at the branch” to “making everything very easy” and “fast to get everything completed” the Santa Maria team is always ready to partner with the community they serve. You may have seen any one of them at one of the 14 events we've sponsored or attended in the area in 2024, and they are eager to see you at more!

"It's hard to believe it's been nearly two years since we first opened our doors in the community of Santa Maria -- the response has been fabulous. Working for Montecito Bank & Trust has been a wonderful experience for myself and the team, knowing that we have the support of our executive leaders allows us the ability to do what is right for our customers and employees. We are proud to work for Montecito Bank & Trust!"

Barbara Luis
VP / Branch & Community Relations Manager

Associate Awards

Michael Towbes believed strongly that "if you take care of your people, they'll take care of you".

One of the many ways we carry that mantra forward is our annual associate awards, designed to recognize extraordinary efforts and celebrate some of the key values that underscore the work our teams do every day both at the office and in the communities we serve. Cross-team collaboration is fundamental to the Bank's daily activity, and our annual Associate Awards provide associates the opportunity to nominate their peers by describing the exceptional work, impact and influence of a co-worker that year.



"MB&T's Associate Award nominations create an opportunity for us to recognize and appreciate the outstanding work of our co-workers. Even if the associate isn't selected, we know that all nominations are read by the Management team and that, in itself, is impactful."

Brooks Kohne
FVP / Director of Marketing and Product Development

Innovation

Developing new products, new tools and/or new ways of working and processing



Laura Sanders
Senior Data Analyst, Marketing

"She inspires associates to look at data in ways that help them better support customers and that helps move the Bank's strategic objectives forward. Her excitement for all things data is clearly contagious and she is always looking for ways to improve our data analytics capabilities!"



Paul Kovacevich
FVP / Senior Credit Officer, Credit Administration

"An unsung hero who works every day to support the risk management of the Bank's loan portfolio, he used his knowledge to identify a better way to complete a critical but time-consuming annual task and designed a new tool to monitor and action our entire Commercial Real Estate Portfolio making our work faster, better and more cost effective!"



Shekhar Paudel
Senior Data Engineer, Technology

"He has advanced the state of data ingestion making it faster to onboard new feeds and easier to debug issues. He is very thorough and knowledgeable in all areas of data pipeline technologies and has trained the rest of us in the good use and best practice of those technologies."

Leadership

Exemplifying, modeling and promoting outstanding leadership qualities & behaviors



Barbara Luis
VP / Branch & Community Relations Manager, Santa Maria

"She is very proactive in getting out in the community and making sure MB&T's name is present. When she sees something that can be improved, she will inquire but also provide a solution or alternative. She is very supportive of her team, helping provide resources they need for success. She is a role model, always very professional, ethical and motivating her team to succeed."



Christine Gerochi
VP / Branch Manager, Ventura

"She works beside us and understands the business -- opening accounts, issuing debit cards and walking customers through Online Banking. She supports her staff and trusts their abilities. She empowers them for their development and professional growth, and always motivates them. She knows how to celebrate success and get the entire team involved."



Elsa Velasco
Operations Officer, Oxnard

"She does a great job of making the team feel special and appreciated. She exudes Montecito Bank & Trust's core values and provides a world class experience for the community, customers and team members. Her fresh and innovative outlook helped pave the way for several operational process changes to increase efficiency. She also has a heart of gold. Her giving spirit is infectious."

Enable Others to Act

Consistently going above and beyond to provide support to a department, project team or a bank-wide initiative



Clara Frausto
Software Engineer, Technology

"A real team player, even under pressure, she approaches every project with a 'can do' attitude that inspires innovation and opportunities across her work groups. She takes initiative and finds solutions. She is professional, accepts feedback and approaches everything with a smile and positive energy that makes collaboration easy and enjoyable for all that work with her!"



Jesse Aguilera
Facilities Specialist, Facilities

"Always respectful of his customers' time and needs, he helps so many in every department across the organization. From projects like changing out a bathroom vanity to replacing ceiling bulbs or tasks such as transporting things to and from storage, he is there! Consistently efficient, professional, timely, resourceful, creative and positive, he's got the 'can do' attitude always!"



Manita Hanson
AVP / Project Manager & Compliance Coordinator, Wealth Management

"Project lead for the Wealth Management department's online portal conversion project, which included over 350 deliverables, she is always fully prepared and holds everyone accountable while also helping anyone who needs assistance with their assigned tasks. She is also the compliance coordinator for departmental regulatory exams, helping prep the team and ensuring all recommendations from prior audits and exams are addressed."



Robert Luria
VP / Senior Financial Analyst, Finance

"An essential resource for all things financial reporting, he assists with complicated data pulls, crunching numbers in excel and providing key insights into product profitability. His work is always accurate, and you can count on him to provide the information you are looking for quickly. He is also a great team player, always kind and generous with his time, knowledge of banking and whiz-bang excel skills."



Shawn Dyer
AVP / Senior Fraud Specialist, Risk & Compliance

"Consistently providing support, guidance and resources to help others, she fosters a culture of trust, respect and accountability within the team and across the departments she engages with. She creates an enabling team culture where co-workers feel comfortable asking questions, seeking help or obtaining extra training, etc."



Tammy Kiesling
Trust Specialist Coordinator, Wealth Management

"She 'is our rock!' If you ask her to do something, it's done before you have finished asking and it's done correctly, on time and with a smile. In addition to 'work' work, she also creates fun things to bring our department together, such as fitness challenges and (non-bank sponsored) happy hours. She truly is one of the best employees we have, and we're blessed to have her."

Community Reinvestment Act (CRA) Award

Presented to associates who have contributed a significant amount of time in providing financial expertise to nonprofit organizations in low- to moderate-income communities.



Maria McCall
VP / Director of MClub

Over 70% of Maria's annual volunteer hours are CRA qualified. Maria embodies a profound sense of compassion and purpose in her financial guidance and has a heartfelt desire to uplift others and contribute to meaningful change. A strong advocate for senior programs and other broad causes in Santa Barbara County, she has served on the Board for four different organizations, including the Family Service Agency of Santa Barbara County. Maria's integrity shines through every interaction she has, investing not only her talents but her heart into her valuable community work.



Violeta Cortez
AVP / Branch Manager, Hollister

A familiar face in the community, Vio is an active participant in the Bank's volunteer and financial literacy programs. Just as she does in her role as Branch Manager of our Hollister Branch, she willingly steps in and serves in any needed volunteer role, knowing she can enhance the success of that nonprofit and ensure positive outcomes in her community. She has volunteered with 10 different organizations this year, dedicating 45% of her volunteer time to CRA qualified organizations.

Michael Towbes Honorary Awards

Holding our Founder's impact on MB&T's culture in the highest regard, these two awards represent extraordinary accomplishments, captured below in their peers' own words.

Michael Towbes "Do the Right Thing" Outstanding Community Service Award



Brianna Aguilar

VP / Manager of Community Programs & Events

"Brianna is motivated by and has boundless energy for making an impact in every corner of our communities. From lending an empathetic ear to making an introduction or offering a game-changing idea, she strives to leave a positive impact on everyone she interacts with. Peers note she is inspirational. A wealth of knowledge. No matter how busy she is, she has a way of making people feel comfortable, valued and important. A teacher, advocate, partner and leader, Brianna has registered over 700 volunteer hours since 2022, working with over 27 organizations annually. Like Mr. Towbes, she also has a penchant for advocating for affordable housing and for sharing knowledge to build support and momentum for a cause. Brianna is also passionate about creating safe, healthy and inclusive environments for her two sons and kids across the community; she has chaired the Adelante Charter School board the last several years and is a champion for the Unico Futbol Club.

A familiar face to Mr. Towbes while working on the 3rd floor in the Executive Offices, she was quick to learn as much as possible from her interactions with him. And today, he would take great pride in celebrating how Brianna Models the Way for so many in our community, doing the right thing even when no one is watching."

Michael Towbes "Making a Difference" Outstanding Customer Service Award



Heather Ames

SVP / Director of Human Resources

"Heather packs a powerful punch of creativity, intelligence, transparency, empowerment, dedication, wit and enthusiasm into her role at the Bank. She is poised, committed and represents the Bank's values by bringing integrity and empathy to all she does. Heather provides countless hours of support, advice and counsel not only to internal customers but also to the nonprofit community.

Heather has the natural ability to navigate challenges in a constructive and diplomatic manner while embracing the energy and individuality of each of our associates. She is a trusted confidante and a tenacious partner. She provides valuable insights and perspectives and is a creative problem solver. By modeling the way, Heather has created a department that is focused on supporting their customers with service that is efficient, reliable and effective. Quite simply Heather Ames is the BEST Human Resources and Organizational Learning leader and partner you could ask for. We are grateful for her leadership, her collaboration and her vision which have helped make MB&T the place it is today."

Awards Since 2014



105
ASSOCIATES
RECOGNIZED



12
MICHAEL TOWBES
AWARD RECIPIENTS



18
CRA AWARD
RECIPIENTS



"I'm grateful for the opportunity to recognize the hard work of fellow associate. When we recognize others and express our gratitude for someone's efforts it gives us a sense of teamwork and creates a positive workplace."

Elizabeth Velasco
AVP / Core System Administrator

Matching Grants Programs

Our dedicated people bring the Bank's mission to life by giving their time, treasure and talent to causes that matter most to them.

Associates

98 ASSOCIATES \$75.8K TOTAL GIVEN 123 NONPROFITS

Designed to celebrate our associates' commitment to service and generosity, the Associate Matching Grant program doubles the impact of an associate's giving by financially matching volunteer hours and/or monetary donations. Champions of giving back in our communities, our associates' time, treasure and talent spans over 160 nonprofit organizations each year. Through this Associate Matching Program, MB&T is able to multiply their impact; since the program's 2020 launch 123 different organizations have received \$75,835 thanks to the participation of 98 amazing associates!

"This program allows me to effortlessly live out our mission. Through the simple act of volunteering, my time converts into a monetary donation. I was thrilled to support Santa Barbara Standing Together to End Sexual Assault and their efforts to foster a safe network for individuals to get the help they need & deserve."

Miriam Resendiz-Fragoso
Human Resources Specialist

"The program amplifies the impact my personal contributions make. City Impact provides social services to at risk youth and families throughout Ventura County. The matching gift is a welcome, unexpected way to make a difference."

Nathan Glycer
VP / Commercial Treasury Management Officer

"This program is so amazing! It allows us to give more & really make a difference in our community. This year I chose the Humane Society of Ventura County because safe & happy animals = happy life for me & so many others!"

Olivia Brown
Mortgage Loan Originator

Board of Directors

\$160K+ BOARD GRANTS MATCHED 33+ NONPROFITS

Montecito Bank & Trust's commitment to philanthropy extends through every level of the organization. Our locally based board of directors are actively involved in the nonprofit community through volunteer service on boards and committees, in addition to providing financial support. In recognition and appreciation of their generosity, the Bank's Board of Directors Matching Grant program further encourages community support by matching charitable contributions up to \$5,000 per director. This team effort doubles the impact of gifts and reinforces our corporate commitment to making the communities we serve better places to live and work.

Matching Grant stats measured since program launched in 2020

Board of Director Spotlight

Lachlan Hough, Director



Lach Hough has 30+ years of banking and financial services experience, having led Security Pacific Bank's (SPB) commercial banking division in Asia, before helping create a California based west coast trade hub for the SPB's Asian clientele.

After retiring from his tenured international career and settling in Santa Barbara, Lach was intrigued by the opportunity to work with a private community bank and curious how such a financial institution could compete in the rapidly changing world of banking.

After meeting with Michael Towbes, Lach was confident in Montecito Bank & Trust's long-term trajectory and capacity. Perhaps more importantly though, what really drew him to joining the board in 2017 was Michael's commitment and the Bank's vision of corporate philanthropy, particularly the lauded Community Dividends® program. Recognizing that MB&T was more than just an ordinary bank offering products and services to meet financial needs of local individuals, families and businesses, Lach was inspired by the Bank's decades long commitment to giving back to the communities in which it operated.

Lach shares a similar sense of pride when reflecting on the Bank's investments both in business banking and the opportunistic growth into Oxnard and Santa Maria. MB&T's investment in online automated loan approvals is a first among Central Coast local banks and one he expects will provide meaningful returns on investment. When reflecting on the Bank's strategic growth into Oxnard and Santa Maria, Lach reinforces this is the proper progression for expansion, "I am excited to be following our clients' lead with an increased local presence and visible community support."

Today, Lach remains firm in his belief that MB&T knows nonprofits better than any other bank he has seen, from executives to front-line and back-office associates. Likewise, Lach has and continues to be involved with a host of nonprofits including Reading for the Blind & Dyslexic (now Learning Ally) and Montecito Retirement Association (Casa Dorinda). In his spare time, he is a dedicated husband, father, grandfather and proud USC Trojan supporter.

Innovation Inside MB&T

Motivated by a desire to simplify processes, chart new paths or enhance customer service and experience, when lightbulbs go off (as they often do around here!) we work to seize as many of those opportunities as we can, no matter how big or small! Like any organization, for- or not-for-profit, the opportunity to iteratively improve what we do and what we offer can be as rewarding as it is necessary to paving a successful path forward.

Data Aggregation & Activation

Picture the most intricate spider web you can imagine, and you are essentially looking at a financial institution's data structure. Numbers, names, field codes, words, color coding and more. Who wants to get stuck manually navigating and untangling that web? We didn't, so we invested in a team to build a data warehouse that has single-handedly transformed the ingestion, cleansing, securing, actioning and governing of our data, in real-time. And, in turn our data analyst team now has rules-based access to data across the bank's systems whenever necessary. Benefits include:

- Faster daily balancing reports
- More efficient monthly certifications in lending and operations
- Development of over 24 KPI-based voice of customer, financial performance, market analysis and business development visualization dashboards

Software Development

With almost 30,000 financial technology companies worldwide the menu of platforms for banks to invest in is well, quite large. Montecito Bank & Trust's technology partnerships have created significant opportunity and competitive advantage in the last few years, but we're also lucky to have in-house expertise that allows us to organically create solutions for some of our very specific needs. Whether building from scratch or reimagining the potential of an existing platform, cross-team collaboration and ideation has proven a powerful generator for uniquely MB&T solutions.

- **Commercial Loan Onsite Inspections Tool:** connects key systems to streamline the capture of information onsite in real-time, generate and populate necessary documents and even upload site photos all from a single iPad
- **Email Engine:** a user-friendly design, development and deployment system built on the back of an existing software that created more design flexibility and personalization, improved performance reporting and streamlined approvals
- **Website Toolbox:** our nearly ready for primetime new website will include a variety of newly built features aimed at improving customer experience, creating greater accessibility and enabling self-service from a desktop, tablet or mobile phone!

Imaging & Documentation

Taking pictures and organizing them via tags, keywords and albums is second nature in today's digital world and digitally signing documents became the norm during the pandemic. MB&T's adoption of these concepts for our banking processes manifested in an enterprise-wide document imaging platform and expanded use of DocuSign® to optimize signature collections, ensure consistency of documents and enhance their access, filing and searchability. The results? Elevated client experiences because we're able to serve them when and how is best for them, simplified internal processing and more informed budget forecasting. Plus, we love that we're saving a lot of paper along the way!

- **Loan Document Package Automation:** reduces manual efforts, creates consistency and minimizes the rounds of review for the client and their relationship manager
- **Digitization of Giving, Sponsorship and Volunteer Programs:** all program requests are now online, simplifying the application process and, starting in 2025, facilitating the collection of all documentation and the digitizing of all records

INNOVATION
is the
creation of the NEW
or
the re-arranging of
the OLD in a NEW WAY
Michael Vance

The world is
changed by your
example, not by
your opinion
Paulo Coelho

**INNOVATION IS CHANGE
THAT UNLOCKS NEW VALUE**
Jamie Notter

Innovation
distinguishes between
a leader
&
a follower
Steve Jobs

Community Development

Community development lending plays a critical role in the effort to promote economic growth, equitable access to basic services and affordable housing for underserved communities.

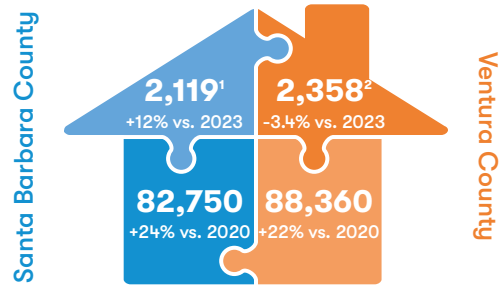
The Central Coast is one of the most beautiful and desirable regions in California, but it is not without need. Affordable housing, food insecurity, homelessness and education programs for low-income youth remain pressing issues across our communities. MB&T partners with innovative organizations committed to addressing the needs of the most underserved in our communities, in order to multiply our impact in supporting programs and services that seek to empower local residents, stimulate economic activity and improve the overall quality of life. Our team of Community Development experts actively engage with developers, housing authorities and nonprofits to share their expertise and connect community partners to MB&T's loan and sponsored grant opportunities.

FLHB of San Francisco's Programs

<p>Access to Housing and Economic Assistance for Development (AHEAD)</p>	<p>Affordable Housing Program (AHP)</p>
<p>Middle-Income Downpayment Assistance</p>	<p>Workforce Initiative Subsidy for Homeownership (WISH) Program</p>

Source: 1. Santa Barbara County Point-in-Time Count 2024 2. Ventura County Continuum of Care Alliance 3. Feeding America

Central Coast Homelessness (2024)



Food Insecurity (2022)³

Did you know: Santa Barbara County has the second highest poverty rate in the state with 17% of residents lacking resources for basic needs like food. Ventura County is the least affordable housing market in the nation; 23,937 low-income qualifying renter households do not have access to an affordable home.

Federal Home Loan Programs

In effort to help narrow the gap and enable more individuals and families to secure safe, stable and affordable places to live, Montecito Bank & Trust participates in several of the Federal Home Loan Bank (FHLB) of San Francisco's grant programs. These annual programs provide access to funding specifically intended for projects that produce or preserve affordable housing, programs that facilitate sustainable homeownership and unique efforts which boost economic development activity. Our Community Development Lending team provides strategic guidance and assistance throughout the application process, helping housing authorities and community development organizations access crucial early-stage funding for their affordable housing initiatives.

Community Partner Spotlight

A recipient of the MT Community Impact Dividend in 2022, Peoples' Self-Help Housing Corporation (PSHHC) is a leader in working to solve the Central Coast's affordable housing crisis. We are proud to have sponsored several grants in 2024 to help bring both rental and home-owner projects online for low- and moderate-income families. In total these grants secured over \$3 million to build 92 rental units and 59 homeowner units.

Project Highlight:

Hillcrest Homes, Thousand Oaks, CA



By converting a unused private school into new housing Hillcrest Homes is creating 59 owner-occupied condos available to low- and moderate-income (LMI) families. The project site will be owned by a local land trust, and each homebuyer will enter into a 99-year ground lease designed to help maintain long-term affordability for future generations, a key element in sustaining the project's impact. In addition to the 59 LMI units, the completed project will offer 19 units for households earning up to 120% of the area's median income; the one- to four-bedroom homes will also have attached garages. More than just safe and secure housing, the residents will enjoy a sense of community, including a shared open space managed by a homeowner's association.

"We are grateful for our ongoing fruitful community-aligned partnership with MB&T. Our relationship spans decades, beginning with the Bank's founder Michael Towbes personally serving on our Board of Directors. And, today the Bank's continued sponsorship to win these critical grant investments will next help leverage over \$100 million more in capital investments made locally. Together, this collaborative effort will result in 170 new affordable homes, that will be permanent community assets."

Kenneth Triguero
CEO, PSHHC

Nonprofit Leadership



MB&T associates are often invited to join nonprofit boards for their leadership, enthusiasm and subject matter expertise in banking, finance, operations, HR or marketing and communications. Modeling the way for our associates, Janet Garufis, MB&T Chairman & CEO, sits on a total of five boards and six committees.

We live in a multi-dimensional, some would argue stimulus overloaded, environment. Where do you look for inspiration of new ideas and innovation?

JG: Inspiration for new ideas and innovation is truly all around us if we are open to seeing the world through a new or different lens and especially from our customer or client's lens. What does our customer need or want? What experience would help them embrace and engage with our mission and vision? Also, interrogating what isn't working, and why. Or looking at what's different now, asking why and how it makes the world better. Or, when I see something that seems broken, asking how would I make this better? Who would benefit from that change?



Like businesses, nonprofits also need to innovate for sustainability, growth and efficiency, what opportunistic areas do you see for nonprofits to innovate in?

JG: Even the smallest innovation can have big impact, especially when it helps your donors, board members, leadership team and staff be the best they can be at doing their part. Remove friction and make it easy to support you. Ask why you are still doing things the way you are and if there is a better way that will tell your story more clearly and make it easier for your stakeholders to support your organization in whatever way they are able to: time, treasure and/or talent. Keep it simple and ask your stakeholders what's important to them.



You're engaged with numerous nonprofits, what are recent examples of ideas that have facilitated measurable impact for organizations and their audience(s)?

JG: The final results aren't in yet, but the Granada's year-long campaign to celebrate its 100th Birthday was very impactful and made the theatre open to everyone. Using the theme of Past, Present, and Future, the Granada showed movies and made the pricing affordable for anyone who wanted to attend. There was even free popcorn! The Granada really showcased the history of the theatre, its preservation and its grandeur. They welcomed so many local families and individuals to the theatre who had NEVER been there!

The Scholarship Foundation of Santa Barbara, under the leadership of Melinda Cabrera, the new CEO, engaged in comprehensive Strategic Planning. Strategic Planning isn't a new idea, but the courage to fully examine everything the organization does and evaluate if its still the right direction was truly innovative and something that many

organizations shy away from. They invested in professional support, engaged all of their stakeholders, and the end result is truly something that will allow the organization to make lasting impact in the years ahead. Bravo!



What do you recommend to leaders looking to Model the Way in encouraging and enabling innovation in their own organizations?

JG: Listen first. Ask why not? Recognize that change is paralyzing for some and help them get there but be firm in your resolve to move the organization forward if the facts support it. Give stakeholders an opportunity to air thoughts and concerns but be courageous enough to demonstrate why change is needed and what will be better because of it. And when there is an imperative for change, "be the change" and lead intentionally and transparently.



DignityMoves

Architecting a new approach to ending homelessness.

Fueled by the belief that homelessness can be solved, DignityMoves has developed fast, cost-effective housing solutions that are both tangible and scalable. By bringing together partners from the public, private and government sectors they have generated tremendous momentum to continue expanding and demonstrating their impact. At the intersection of need and solution DignityMoves works directly with cities and counties to assess interim housing needs, identify suitable vacant land, design site plans and programs, manage the development process and partner on community outreach to generate community enthusiasm and support.



What can take over four years to permit in Santa Barbara, DignityMoves can permit and build in as little as 9 months. Opening their first local interim housing project in Downtown Santa Barbara in 2022, two additional projects opened in 2024, La Posada in Santa Barbara & Hope Village in Santa Maria. Centered on the belief that they build communities, not just rooms, each location has extensive shared community spaces set among the privacy of individual rooms outfitted with new



sheets, towels and decorative accents donated by corporate and individual sponsors. Residents have access to case managers who connect them to mental health care, addiction services, social security income and other benefits along with job placement resources and transportation. With these services ingrained into the program DignityMoves has effectively and efficiently built dignified interim supportive housing, created a safe and supportive community, and provided a roadmap that sets residents up for success in achieving the end goal of placing people into stable housing and employment.

Janet Garufis, an ardent DignityMoves supporter, proudly states “I have been involved with numerous nonprofits during my time at MB&T but never have I been so immediately impressed by the mission and life-changing impact of an organization as I was when I was first introduced to DignityMoves. Jack Lorenz, Regional Advancement Officer,



shared their origin story on my first tour and from that moment I have personally and professionally supported their mission. I am so grateful to our MB&T associates who have joined me in support; we shared the gratifying experience of adopting and decorating a room at the La Posada community!” Between the three locations DignityMoves now offers more than 210 rooms for individuals in Santa Barbara County! In less than two years the downtown Santa Barbara location has served over 100 people, with over 85 transitioning to stable housing, 14 gaining employment, 7 enrolled in school and 85% are document-ready for the next step in their lives. This approach is truly a testament to what cross-sector partnerships can achieve!

“DignityMoves provides more than just a room to people experiencing homelessness. As a volunteer I got to help fill several rooms with items that make it feel like a home. When you walk into their facilities you can see and feel the kindness, dignity and support that DignityMoves provides with each room. Individuals are set up for success by getting a safe room, case management services and a hopeful community!”

Lydia Bastian
Events & Community Programs Coordinator

“I first was introduced to DignityMoves when I was invited to attend the groundbreaking of the La Posada Village and was immediately in awe of how they were addressing the issue of homelessness in our community by bringing so many different partners to the table and by keeping dignity and community at the center of the work. I was so honored to be able to work with some of my colleagues to help make one of the rooms feel like a home. It was so special to be able to add to touches to help create a welcoming environment for the future resident as they started a new chapter in their lives.”

Brianna Aguilar
VP / Manager of Community Programs & Events

Community Impact

Montecito Bank & Trust's corporate philanthropy focuses on four primary pillars of giving, with an emphasis on programs and services targeting underserved communities on the Central Coast; an additional group captures organizations whose missions fall outside one of the four pillars but which nonetheless help enrich the communities we serve.

ARTS & CULTURE: These organizations celebrate, provide access and bring attention to the beauty of the arts and vast spectrum of cultural traditions, practices and resources in our community.

HEALTH & MEDICAL: From addressing specific medical conditions to facilitating access to regular health, dental and mental health care, these organizations aim to elevate the level of care and create equitable access across our communities.

SOCIAL SERVICES: Attending to basic human needs such as food, housing, safety and more, these organizations help ensure our community residents can feel safe and dignified in their environment.

YOUTH & EDUCATION: Focused on increasing knowledge, resources and opportunities to youth in our communities, these organizations often work directly with schools, sports and related support services.

OTHER: Organizations that provide meaningful services not defined in a pillar, including animal welfare, environmental, foundations, chambers, etc.

Arts & Culture



"We love partnering with Montecito Bank & Trust and appreciate their generosity and dedication to local history. Their service to us is full circle — they provide leadership on our board of trustees, expert financial guidance, and meaningful support through collaborative community-building events. We cannot thank them enough for helping us celebrate all we love about Santa Barbara!"

Dacia Harwood
Executive Director, Santa Barbara Historical Museum



David Selberg (right) with other nonprofit leaders

"Our partnership with Montecito Bank & Trust helps the Museum of Ventura County focus its energies on serving the community. The support they provide us — through banking, philanthropy, and investment management — streamlines our ability to provide more education for schoolchildren, share more untold stories of our region's art, history, and culture, and elevate previously unheard voices. The enthusiastic and supportive MB&T staff team not only provides incredible customer service — they also help us steward our donors' contributions to ensure maximum impact. Montecito Bank & Trust truly exemplifies what it means to be a community partner."

Elena Brokaw
The Barbara Barnard Smith Executive Director, Museum of Ventura County

Health & Medical

"For over 3 decades the Ventura County Medical Resource Foundation (VCMRF) has had a relationship with MB&T that has made a huge difference and impacted the lives of vulnerable patients by providing funding to support access to healthcare programs and services. Their staff are always willing to volunteer their time and banking expertise at our annual events. MB&T believes in community partnerships and provides an opportunity every year at Community Dividends to meet, share information and build relationships with other nonprofits throughout Santa Barbara and Ventura counties. We look forward to visiting our local Ventura branch because the staff is friendly, professional, and banking with them feels effortless. Thank you, MB&T for being an exceptional partner, friend, and supporter of our mission!"

Victoria Chandler
President/CEO, Ventura County Medical Resource Foundation

"Montecito Bank & Trust has been an incredible partner to Hospice of Santa Barbara, demonstrating their deep commitment to our community year after year. Through their annual support of our Patient Care Services program, they help ensure that we can continue providing compassionate care to those in need. Their sponsorship of our December Light Up A Life ceremonies allows families to honor their loved ones during the holiday season. Beyond financial support, MB&T also sends volunteers who graciously assist at our events, ensuring everything runs smoothly. Their dedication to both our organization and the wider community truly makes a lasting, positive impact."

David Selberg
CEO, Hospice of Santa Barbara

"Atterdag Village could not ask for a better partner than Montecito Bank & Trust to meet all our banking and investment needs. Our local Solvang branch consistently exceeds our customer service expectations, and the participation and generosity provided to our annual fundraisers supporting low-income seniors has been invaluable. We feel so grateful to Janet Garufis and her team for assisting Atterdag Village in its mission of enhancing the lives of all seniors with our community."

Chris Parker
Executive Director, Atterdag Village of Solvang

Social Services

"MB&T has been an invaluable partner in Casa Pacifica's growth, helping us expand our reach and impact through their exceptional banking and treasury services. Their commitment goes beyond financial transactions—through the bank's generous investment of philanthropic resources, we've been able to serve even more vulnerable youth and families across our region. We are deeply grateful for their ongoing support and partnership in advancing our mission."

Shawna Morris, MPA
CEO, Casa Pacifica



Pedro Paz (center) with other nonprofit leaders

"DVS appreciates the wonderful partnership we have with Montecito Bank & Trust. From the outstanding service we receive as customers to their generous financial support of the organization, we are better able to meet our mission because of MBT."

Ken Oplinger
Executive Director, Domestic Violence Solutions



Chris Parker (left) with Debbi Knight, Aaron Petersen & Janet Garufis

Youth & Education

"Our valued partnership with Montecito Bank & Trust and their Community Dividends program has significantly bolstered our mission to enhance educational outcomes by providing essential funding for creative and project-based learning initiatives. Montecito Bank & Trust's commitment to community support exemplifies the positive impact of local partnerships in fostering educational excellence for our students."

Pedro Paz
Executive Director, Santa Barbara Education Foundation



"There are countless reasons to love living in Santa Barbara County, among them is having a truly community-focused bank. Montecito Bank & Trust generously supports a wide range of nonprofits—enhancing the quality of life of all residents. AHA! is honored and grateful to have a long-standing partnership with MB&T, enabling us continue to serve teens and the adults in their lives for 25 years. The bank's commitment to service and the depth of caring for individuals, organizations, and the community at large is exemplary."

Roxana Petty
Executive Director, AHA

Other

"We are incredibly grateful to Montecito Bank & Trust for joining us in supporting animals and their families through the generous support of their Community Dividends program. Their event support has been invaluable in ensuring the success of our major fundraising events. We feel truly fortunate for Janet Garufis and George Leis to be serving on our Advisory Board for the Humane Campaign; their commitment showcases their dedication and their incredible spirit of collaboration within our community. Together, we are making a difference for pets and their people, and we couldn't ask for a better partner in this mission."

Paige Van Tuyl
Chief Philanthropy Officer, Santa Barbara Humane

Michael Towbes Library Plaza



Vibrant. Familiar. Peaceful. Energizing. Adventurous. Inspiring. Transformative. The recently debuted Michael Towbes Library Plaza has set out to be all of these and more. Honoring one of the most revered philanthropists in Santa Barbara, Michael Towbes, the plaza is a wonderful gathering space for shared experiences. Michael Towbes cared deeply about the sustainability of our community and its treasures, particularly those with a transformative power on the lives of Santa Barbara residents, this community gift will be embraced and enjoyed for generations to come. In the company of many generous individuals, organizations and foundations, the Bank's contribution helped to ensure that a unique, state of the art facility would come to life as a central gathering place for outdoor programs and events that will contribute to downtown Santa Barbara's vibrancy, as well as the cultural enrichment of residents and visitors alike.

"The Michael Towbes Library Plaza celebrates that philanthropic urge in each of us that is motivated by sharing time, treasure, and talent in support of making Santa Barbara such a special place to live and work. Every brick in this plaza serves as a reminder that every citizen of our wonderful city has the ability and responsibility to give back to our community in whatever way they find meaningful. Mike would be so pleased to be a part of this revitalization of our downtown. I am so grateful to everyone who joined in the effort to create this beautiful community space in the heart of our city."

Janet Garufis
SB Library Capital Campaign Committee Co-Chair

"Michael would be very proud. His philosophy of supporting the nonprofits now has a home. It has great potential and a great future. I have a feeling the community is going to be able to come up with ways we haven't even thought we could use the space!"

Anne Towbes
Honorary Committee Co-Chair

Community Dividends®



At a time of year when family and friends gather to give thanks, Montecito Bank & Trust spends an afternoon giving thanks to and celebrating the nonprofits in our communities who serve our communities in incredible ways.

For 22 years, the Monday before Thanksgiving has been a cherished tradition for Montecito Bank & Trust. This annual celebration, born from Michael Towbes' vision and commitment to corporate philanthropy, brings together hundreds of nonprofits to be recognized for the tremendous impact and vital role they play in supporting the very communities we call home, where we are grateful to live and work.

One of our most cherished times of year, the Monday before Thanksgiving holds a special place in our hearts. Made possible by the performance of the Bank each year and the unwavering commitment of our leadership to invest in local nonprofits, the noteworthy program focuses on organizations and programming that primarily serves low- to moderate-income individuals across our four pillars: Arts & Culture, Health & Medical, Social Services and Youth &



Education. No matter the size of an organization the Bank is always eager to learn about new and expanding programs, initiatives and service expansions that would benefit from the type of supplemental financial support a Community Dividend can provide.

We have striven to streamline the online application process, open January – August, as demand for the program remains exceptionally strong. Our ultimate wish would be to have the facility to grant all qualifying applicants a Community Dividend, but until that day is possible we will continue to celebrate and recognize as many Central Coast organizations as we possibly can each November!



Michael Towbes Community Impact Dividend

Introduced in 2019, this award honors the impactful legacy of Michael Towbes, whose vision inspired our philanthropic giving programs to be what they are today. This program invests a total of \$100,000 annually to one or more 501(c)(3) nonprofits to deliver critical and sustainable services to a large number of the most vulnerable individuals and families in Santa Barbara and Ventura counties. Since 2019, 17 organizations have received a share of \$1,125,000.

Montecito Bank & Trust is very attuned to our communities' accomplishments, challenges and evolving needs. This year the need for transitional-age youth support has reached new heights. For those youth aging out of the foster system, a lack of stability, resources and reliable relationships can make this transition incredibly overwhelming. The need for wrap around services is paramount and this year's recipients are striving to be the safe villages these youth need.

2024 Recipients - \$100,000

CASA PACIFICA CENTERS FOR CHILDREN & FAMILIES

Casa Pacifica Centers for Children & Families has been helping at-risk children, families and young adults for over 30 years. The MTCID will help expand two high-demand programs – **Outpatient Therapy** and **Enhanced Care Management** - to make mental health and medical services accessible to even more 18–25 year olds, many who are former foster youth, on probation, homeless or at-risk for homelessness.

YOUTH AND FAMILY SERVICES YMCA, NOAH'S ANCHORAGE

In 2025 the Channel Islands YMCA is opening the first fully licensed **Transitional Housing Placement Program** for young adults exiting foster care in Santa Barbara County. The MTCID provides critical funding to help open the facility and become operational. This standalone home in downtown Santa Barbara will provide housing, supportive services and counselling to nine youth at a time. Upon exiting the program, participants will have stable housing, a job and have made educational progress.

MT Community Impact Dividends in Action

In 2023, this program provided \$100,000 to two nonprofit organizations. Join us in celebrating how they put the funds to work across our communities this past year!

Children's Resource & Referral of Santa Barbara County (CRR)



For over 54 years, CRR has been living out their mission – to develop strong and healthy families by providing education, care and resource systems to children, their parents and caregivers, with a special emphasis on low-income and underrepresented children and families. CRR recognizes that access to high-quality child care is critical for the well-being of



children and the success of families and communities; in Santa Barbara County families across the income spectrum struggle to find affordable, high-quality child care due to a shortage of more than 9,000 child care spots.

The 2023 \$50,000 MTCID was awarded to CRR to help facilitate the expansion of their “Steps to Licensing” program, which is foundational to creating more child

care spaces through recruitment, training, technical assistance and grants to potential licensed Family Child Care providers. With a particular focus on low-income, under-represented, Spanish-speaking women, since its inception the effort has helped license 176 Family Child Care programs. The ripple effects of this investment are far-reaching in bolstering the local economy, creating 176 new jobs and 1,408 licensed child care spaces. An increased number of providers also creates more flexibility and choice for families, empowering them to seek the care arrangements that best suit their needs, which in turn promotes overall community well-being, as parents are able to balance work and family responsibilities with greater ease.

"The transformative impact of Montecito Bank & Trust's support cannot be overstated. Their unwavering dedication to funding CRR has yielded record-breaking results that will continue to enrich the lives of children and families throughout Santa Barbara County for years. Through this exemplary collaboration, MB&T has solidified its role as a true champion of progress, demonstrating the power of strategic partnerships to drive positive, lasting change within the communities they serve."

Jacquilyn Banta, M.A.
Chief Operating Officer, CRR

Livingston Memorial Visiting Nurse Association (LMVNA)



Providing comprehensive and compassionate care to individuals and families throughout Ventura County is at the heart of LMVNA's over 75-year history. Recipient of the Ventura County Medical Resource Foundation's Nonprofit Service Award (2024), Livingston's services include home health, hospice care, palliative care, and grief and bereavement services. As a



leader in healthcare, LMVNA's partnerships have facilitated their advancements in program innovation, community education & outreach, and patient care. The 2023 MTCID was no exception; the \$50,000 award directly supported two critical Latinx/Hispanic initiatives: providing free Grief & Bereavement counseling services and enabling capacity-building for the Latinx/Hispanic community.

LMVNA has had admirable success in both areas this past year, with the MTCID providing the runway for the organization to invest the necessary time and dedicated teams to help:

1. Start a Latinx Advisory Committee of staff and community members to advise on how to better serve and develop stronger relationships across Ventura County, including patients, clients, staff, community members and healthcare professionals
2. Translate all documents and materials for their Grief and Bereavement Program
3. Launch their first Spanish speaking grief support group
4. Hold their first Spanish language webinar
5. Hire a bilingual/bicultural visiting nurse to lead the partnership with Gold Coast Health Plan

"We are fortunate and honored to be able to look into and support the Latinx community and culture that surrounds us in Ventura County. By listening and understanding what health disparities these communities are facing and what challenges they meet, we can continue creating pathways to build strong bridges connecting Latinx communities with Livingston and other health care agencies. The MCTID grant provided the necessary step to getting onto the pathway."

Delia Gallego, RN
Hospice Director and founding member of the Livingston Latinx Advisory Committee

2024 Community Dividends Recipients

ARTS & CULTURE - 20.4%

California Missions Foundation
 California Nature Art Museum
 Casa Del Herrero
 Congregation B'nai B'rith
 Elverhoj Museum of History & Art
 Ensemble Theatre Company
 Friends of the Carpinteria Public Library/
 Artesania Para La Familia
 Ganna Walska Lotusland
 Jewish Federation of Greater Santa Barbara
 Lobero Theatre Foundation
 Lompoc Theatre Project
 MOXI, The Wolf Museum
 of Exploration + Innovation
 Museum of Ventura County
 Music Academy of the West
 Ojai Music Festival
 Old Mission Santa Barbara
 Old Mission Santa Ines
 Opera Santa Barbara
 Oxnard Performing Arts Center Corporation (OPAC)
 PCPA - Pacific Conservatory Theatre
 Santa Barbara Botanic Garden, Inc.
 Santa Barbara Bowl Foundation
 Santa Barbara Center for the Performing Arts, Inc.
 Santa Barbara Culinary Experience
 Santa Barbara Hillel
 Santa Barbara Historical Museum
 Santa Barbara International Film Festival
 Santa Barbara Maritime Museum
 Santa Barbara Museum of Art
 Santa Barbara Museum of Natural History
 Santa Barbara Public Library Foundation
 Santa Barbara Symphony
 Santa Barbara Trust for Historic Preservation
 Santa Cruz Island Foundation
 Solvang Theaterfest, Inc.
 State Street Ballet
 Studio Channel Islands Art Center
 The Grace Fisher Foundation
 The Lynda Fairly Carpinteria Arts Center
 The Marjorie Luke Theatre
 UCSB Arts & Lectures

YOUTH & EDUCATION - 28.9%

Adelante Charter School
 AHA! (Attitude. Harmony. Achievement.)
 Big Brothers Big Sisters of Ventura County, Inc
 Boys & Girls Club of Greater Ventura
 Boys & Girls Club of Moorpark & Simi Valley Inc.
 Boys & Girls Club of Santa Barbara, Inc.
 Boys & Girls Clubs of Greater Oxnard
 and Port Hueneme
 California Lutheran University
 California State University
 Channel Islands Foundation
 California State University, Northridge Foundation
 Carpinteria Children's Project
 Carpinteria Education Foundation, Inc.
 Channel Islands YMCA

Crane Country Day School
 Elings Park Foundation
 Explore Ecology
 Fielding Graduate University
 Foundation for Santa Barbara High School
 Freedom 4 Youth
 Girls Inc. of Carpinteria
 Girls Inc. of Greater Santa Barbara
 Goleta Education Foundation
 Gwendolyn Strong Foundation
 Laguna Blanca School
 Make-A-Wish Central Coast
 and Southern Central Valley
 Mission Scholars
 Mixteco Indigena Community Organizing Project
 Moorpark College Foundation
 Page Youth Center
 Santa Barbara County Education Office
 Santa Barbara Education Foundation
 Santa Barbara Middle School
 Santa Barbara Partners in Education
 Santa Barbara Police Activities League
 Santa Barbara Waldorf Association
 Santa Maria Valley YMCA
 Scholarship Foundation of Santa Barbara
 Sea League
 Storyteller Children's Center
 Students for Eco-Education & Agriculture, Inc.
 Teacher's Fund
 The Foundation for Girsh Park
 The Foundation For Santa Barbara City College
 The Oxnard College Foundation
 Tina Hansen McEnroe & Paul V. McEnroe Reading
 and Language Arts Clinic at UCSB
 United Boys & Girls Clubs of Santa Barbara County
 United Way of Santa Barbara County, Inc.
 Westmont College
 Wilderness Youth Project

SOCIAL SERVICES - 30.1%

2nd Story Associates
 Angels Foster Care of Santa Barbara
 Assistance League of Ventura County
 Atterdag Village of Solvang
 Bethania Tuesday Food Distribution
 Blind Fitness, Inc.
 Cabrillo Economic Development Corporation
 CALM
 Casa Pacifica Centers for Children and Families
 Central Coast Rescue Mission
 Children's Resource & Referral
 City Impact, Inc.
 CommUnify
 Community Conscience / Under One Roof
 Court Appointed Special Advocates
 of Santa Barbara County
 Court Appointed Special Advocates
 of Ventura County
 DignityMoves
 Domestic Violence Solutions
 for Santa Barbara County
 Dream Foundation
 Easy Lift Transportation

Family Service Agency of Santa Barbara County
 Food From The Heart
 Foodbank of Santa Barbara County
 Fr. Virgil Cordano Center
 Friends of Fieldworkers, Inc.
 Gold Coast Veterans Foundation
 Habitat for Humanity
 of Southern Santa Barbara County
 Habitat for Humanity of Ventura County
 Hearts Therapeutic Equestrian Center
 HELP of Carpinteria
 Housing Authority of the City of San Buenaventura
 Housing Opportunities Made Easier
 Housing Trust Fund of Santa Barbara County, Inc.
 Housing Trust Fund Ventura County
 Independent Living Resource Center, Inc.
 James Storehouse
 LEAP: Learn. Engage. Advocate. Partner
 Legal Aid Foundation of Santa Barbara County
 Lighthouse for Women and Children
 Magoo's Shoes
 Many Mansions
 Momentum WORK, Inc.
 Mothers' Helpers
 New Beginnings Counseling Center
 New Directions for People with Disabilities, Inc.
 Orcutt Area Seniors in Service, Inc.
 Organic Soup Kitchen
 Pacific Pride Foundation
 Partners In Housing Solutions, Inc.
 PathPoint
 Peoples' Self-Help Housing Corporation
 Santa Barbara Community Housing Corporation
 Santa Barbara Meals on Wheels, Inc.
 Santa Barbara Rescue Mission
 Santa Ynez Valley People Helping People, Inc.
 Showers of Blessing
 Solvang Senior Center
 St. Vincent's
 Standing Together to End Sexual Assault
 The Arc Foundation of Ventura County
 The Rona Barrett Foundation
 The Salvation Army of Santa Barbara
 Transition House
 Turning Point Foundation
 United Way of Ventura County, Inc.
 Unity Shoppe, Inc.
 Veggie Rescue
 Youth and Family Services YMCA:
 Noah's Anchorage Youth Crisis Center

HEALTH & MEDICAL - 13.9%

Alpha Resource Center of Santa Barbara
 Alzheimer's Association,
 California Central Coast Chapter
 American Indian Health & Services
 Atterdag at Home, Inc.
 Cancer Support Community
 Valley/Ventura/Santa Barbara
 Casa Serena, Inc.
 Council on Alcoholism and Drug Abuse
 Dreams Aligned Inc.
 Hillside

Hospice of Santa Barbara, Inc.
 Livingston Memorial Visiting Nurse Association
 Mental Wellness Center
 Planned Parenthood California Central Coast
 Ride On LA
 Sansum Clinic
 Sansum Diabetes Research Institute
 Santa Barbara Birth Center
 Santa Barbara Cottage Hospital Foundation
 Santa Barbara Neighborhood Clinics
 Solvang Friendship House
 Surgical Eye Expeditions (SEE) International
 Teddy Bear Cancer Foundation
 The Cecilia Fund
 Ventura County Medical Resource Foundation
 VNA Health Foundation

OTHER - 6.7%

C.A.R.E.4Paws
 Community Environmental Council
 Environmental Defense Center
 Montecito Trails Foundation
 National Disaster Search Dog Foundation
 Santa Barbara Channelkeeper
 Santa Barbara Foundation
 Santa Barbara Humane
 Santa Barbara Zoological Foundation
 Ventura Land Trust
 Women's Economic Ventures
 Women's Fund of Santa Barbara



\$1M
TOTAL DONATIONS



195
NONPROFITS
IN 2024



22
YEARS OF
GIVING BACK

Anniversary Grants®

Anniversaries are meant to be celebrated! For over 30 years, MB&T has celebrated our anniversary by honoring 10 local nonprofits whose work is meaningful to our associates.

By securing the greatest number of votes during our associate voting period, each nonprofit receives a \$3,000 donation, a one-minute video about their organization and is featured during a chosen month on our in-branch video displays. On March 13, 2024, over 60 associates, board of directors, representatives from each nonprofit recipient and our media partners gathered in our Downtown Santa Barbara branch to recognize the amazing work these nonprofits do in our community.

"I nominated the Coalition for Family Harmony because I volunteer there as a Crisis Advocate. As Ventura County's sole rape crisis center, the work they do is vital to the community."

Kim Moin
Fraud Specialist

Our associates' selection of these nonprofits demonstrates their deep connection to the communities we serve and their belief that each recipient is creating meaningful impact across Santa Barbara and Ventura counties. Voting season is full of energy as associates advocate for their nominated nonprofit, secure their peers' votes and ultimately increase awareness about organizations that matter most to them. It's a celebration of our values and our community, as much as it is a celebration of our anniversary!



Jerry Parent Anniversary Grants Legacy Award



Local icon Jerry Parent's career and contributions to our communities extends beyond his tenured legal career. To honor his distinguished history with the Bank and his decades-long

nonprofit board and community contributions, we introduced the Jerry Parent Anniversary Grants Legacy Award in 2020. The unique award recognizes organizations that create sustainable change and positive impact across the Central Coast.



Honored at our Anniversary Grants celebration, the Legal Aid Foundation of Santa Barbara County was our 2024 recipient. By providing community education, direct

representation and legal advice to low-income and other vulnerable residents, their high-quality civil legal services help ensure equitable access to the civil justice system across the communities we serve.

2024 Recipients & Advocates



AHA!
Derek Swafford



BOYS & GIRLS CLUBS OF GREATER CONEJO VALLEY
Jill Haney



COALITION FOR FAMILY HARMONY
Kim Moin



DIGNITY MOVES
Janet Garufis



FAMILY SERVICE AGENCY
Maria McCall



MOSAIC THERAPY COLLECTIVE
Bijan Ghaemmeghami



NEAL TAYLOR NATURE CENTER
Charles Faulding



SANTA PAULA ANIMAL RESCUE CENTER
Elsa Velasco



SANTA YNEZ VALLEY HUMANE SOCIETY | DAWG
Taylor Fraker



VENTURA COUNTY LEADERSHIP ACADEMY
Armando Casillas

Jerry Parent Legacy Award



LEGAL AID FOUNDATION OF SANTA BARBARA COUNTY

Volunteering

Montecito Bank & Trust associates volunteer extensively throughout the community, freely giving their time and talent to benefit the communities they call home.

Giving one's time and talent takes on many forms at MB&T. Associates can elect to participate as much or as little as they like and have time for. Departments will even partner to volunteer together as a team-building event!

BOARD AND/OR COMMITTEES: Our associates have a wide range of unique subject matter expertise – finance, operations, human resources, marketing – and are well versed in leadership and cross-team collaboration to help nonprofits plot and navigate their futures, overcome challenges, increase community awareness and engagement, and much more.

EVENT / FUNDRAISING SUPPORT: Our well-trained associates are adept at managing event registration, silent auctions, ticket sales, auction spotting and, importantly, processing financial transactions. This comprehensive support helps nonprofits focus on their mission and their guests, while ensuring their fundraising efforts are as impactful as possible.

TEACHING: Our associates, some of them are certified school teachers, are passionate about education and knowledge! Equipped to teach classes at Central Coast schools and organizations, they help bring awareness to, and facilitate the understanding of, key financial concepts, and current cyber and related fraud threats.

COMMUNITY SERVICE PROJECTS: Big or small, our associates love tackling projects like neighborhood clean-ups, giving out Halloween candy, serving food at local food banks, delivering basic necessities to those in need and helping four-legged furry friends find new loving homes!

Our extensive volunteer program, offered to and trusted by nonprofit clients of the bank, has continued evolving over the years thanks to the deeply ingrained spirit of volunteerism at MB&T. In addition to making a positive impact, volunteering is a simple social outlet for our associates to stay connected to the needs and activities of their community, make new friends, greet old acquaintances and share many smiles along the way.



If you're a nonprofit client in need of volunteers submit a request at montecito.bank/volunteer.


7,900+
TOTAL HOURS


127
ASSOCIATES VOLUNTEERING


206
NONPROFITS SERVED


48
ASSOCIATES ON BOARDS


600+
HOURS AT
NONPROFIT EVENTS

"I volunteer and support organizations that are passionate about the same things I love.... Helping others, our community and animal rescues. Focusing on making a positive difference big or small in everything I am involved with, truly make me happy."

Elsa Velasco
Operations Officer - Oxnard Branch



"Volunteering brings me much joy, pride and connectedness within the Santa Barbara community whether it's through financial support, commitment of leadership skills, or being at a welcome table for an event. Giving back to the community should be on everyone's bucket list."

Terease Chin
SVP / Senior Trust Officer

Community Programs Team

Clients and friends often say that community and Montecito Bank & Trust are synonymous. We couldn't agree more! Converting our associates' dedication into community service requires a lot of planning and collaboration and our talented Community Programs team helps make it all happen!



Brianna Aguilar
VP / Manager
of Community
Programs & Events



Lydia Bastian
Events & Community
Programs
Coordinator



Brandy Moody
Corporate
Giving Programs
Administrator

Financial Literacy

Let's face it, money can be hard to talk about. At MB&T we strive to find new ways to make conversations about money easier, more approachable.

What makes our financial literacy offerings appealing to so many local schools, employers, government assistance programs and others? First, we recognize that each person may learn differently from the person next to them or across the room, so our curriculums dynamically blend presentation with activity, dialogue and application, whether on-site or virtually. Second, our associates understand that every participant brings unique stories and life experiences to the sessions. Our understanding of how these experiences and values can shape financial views, habits and decisions is crucial, as it can deeply affect how someone will engage with concepts like needs vs. wants, managing credit, purchasing power and investing.



Greenlight for Kids!

Smart money habits help build strong foundations. MB&T's partnership with Greenlight combines a debit card, a savings account, rewards and games into a single mobile app for kids ages 11-17 and their parents. Kids learn about smart financial management through real-world experiences (think chores, rewards & recognitions, saving for the next video game or going to a movie with friends). Parents enjoy peace of mind and confidence that they're helping their kids become financially responsible.



It's an entertaining, all-in-one, best-in-class family banking tool and education platform.

Plus, it's complimentary for MB&T clients!

Over the past several years, Montecito Bank & Trust has expanded and adapted our curriculums and our delivery methods to ensure we are able to constantly reach more and more of the Central Coast communities we serve.

- Adult courses are now available in English and Spanish; classes can also be taught dual-language simultaneously
- We are partnering with local universities to reach students and athletes beginning to think about their transition into "adulting" after graduation
- We added a program, "Investing: What to Consider"
- We customized our lesson plans and the commensurate training for MB&T associates to better connect with our diverse participants, creating a space for deeper and more authentic conversations so that financial literacy concepts are understood in a manner that best aligns with each participant's identity and experiences.

From first graders to college students and working adults, MB&T has witnessed the near and long-term benefits of building more financially savvy communities and we look forward to continuing to champion this message and our partnerships for years to come!

Curriculum Topics



NEEDS VS. WANTS



BUYING & USING CREDIT



HOME BUYING & ASSISTANCE



INVESTING: WHAT TO CONSIDER

Housing Authority of the City of Santa Barbara Partnership



In July this year, the Bank expanded our summer offering to include a new partnership with the Housing Authority of the City of Santa Barbara's (HACSB) Preparación, Bienestar y Cultura (PBC) summer program (Preparation, Wellness & Culture). Approximately 25 youth, grades 9-12, elected to take part in HACSB's PBC program to help prepare them for success in high school, college and adult life. As part of the curriculum, MB&T associates taught a 3-week course on budgeting & banking basics, saving & investing and the importance/risks of credit and protecting your information. By integrating real-life, age-appropriate and culturally relevant examples, Bank associates created inviting spaces for dialog and inspired the students to be more connected to their financial journeys. At the end of the course, students were given the opportunity to open bank accounts at Montecito Bank & Trust.

"I really enjoyed when Montecito Bank & Trust came and presented to us this summer. My favorite part of the program was being able to engage with different people and being able to learn about the different types of bank accounts you can make such as saving accounts, checking accounts, and a money marketing account. I was really interested when you would talk about credit because it was something I wouldn't really understand or how credit was used and how important it is I also learned how important it is to save money for many reason such as wanting to save up for a car or a house deposit and just things you need in general."

Student Participant

Cyber Literacy

The total cost of damages due to cybercrime is expected to reach \$10.5 trillion globally by 2025. At home in the US, California claims the prize for the greatest amount of money lost to cybercrime, registering over \$2 billion in 2023*.

Statistics like these and many others are nothing short of scary. They are enough to make you think twice before that next click or to pause and hang up the next time you find yourself being asked to share personal or financial information and it just doesn't feel...right. With over 353 million individuals impacted globally by data breaches each year, it is perfectly okay (in fact we think it's an outright necessity!) to remain vigilant and err on the side of safety.

As we have expanded our presence in both Santa Barbara and Ventura counties, so has our commitment to educating and informing the communities about cybersecurity defense and fraud prevention. Whether it is sharing common scams and protection tips with seniors or educating local businesses on conducting risk assessments and implementing strong policies and employee training programs, Montecito Bank & Trust takes its role in sharing this crucial information very seriously. By sharing stories of common scams and encouraging our friends and families to practice the basics of cybersecurity, we can each take small steps to make a big difference in helping protect our valuable information!



If you're interested in a workshop, contact us by visiting montecito.bank/cyber

Source: *FBI's Internet Crime Complaint Center (IC3)'s Internet Crime Report 2023

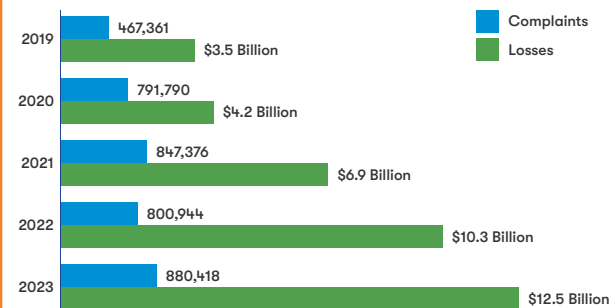
By the Numbers - U.S.A.

- \$12.5B+** LOSS TO FRAUD IN 2023
- 2,412** AVERAGE # OF COMPLAINTS RECEIVED DAILY BY THE FBI'S IC3
- 888K+** COMPLAINTS FILED TO THE IC3 IN 2023

MB&T Fraud Protection (2023)

- 321** TOTAL FRAUD CASES
- \$4.6M+** PREVENTED LOSSES
- \$3M+** CHECK FRAUD ATTEMPTS SAVED!
- \$28.5K+** ELDER ABUSE ATTEMPTS SAVED!
- \$600K+** WIRE FRAUD ATTEMPTS SAVED!
- \$425K+** EMAIL / TECH SUPPORT / ZELLE SCAM ATTEMPTS SAVED!

Complaints & Losses Over Last 5 Years in the U.S.*



3.79 Million Total Complaints
\$37.4 Billion Total Losses



Our Risk team reviewing recent fraud threats

"I recently had the privilege to attend, and speak at, the ABA Elder Fraud Prevention Summit. It was a great opportunity to hear from law enforcement, Adult Protective Services, and other financial institutions about their challenges and successes in helping protect older Americans from becoming victims of scams and fraud.

One big takeaway from the event was reminding everyone to take a pause. Criminals want you to act quickly, so when you get that unexpected phone call, text message, or email, take a moment and ask yourself, "Does this make sense?" Legitimate businesses will never ask you to pay them via gift card, ask you to do large cash withdrawals, or deposit money into a bitcoin ATM."

James Jefferson
SVP / Chief Risk Officer

Top Scams of the Year

BUSINESS EMAIL COMPROMISE: Scammers send an email that appears legitimate and from a known source asking you to pay an invoice, send a down payment, provide gift card numbers or any number of other transactional activities that are actually fraudulent requests.

INVESTMENT: Designed to entice with promises of lucrative returns, these scams ask for upfront cash in exchange for future returns that never materialize.

PHISHING: These emails or texts attempting to steal sensitive information (usernames, passwords, credit card numbers, bank account details, etc) often appear as requests from familiar brands, but are usually riddled with obvious errors to tip off their fraudulency.

TECH SUPPORT: Most commonly seen as fake pop-ups, remote access requests or fake subscription and software installations, these scams pretend to offer technical support, but are really planning to steal personal and financial details.

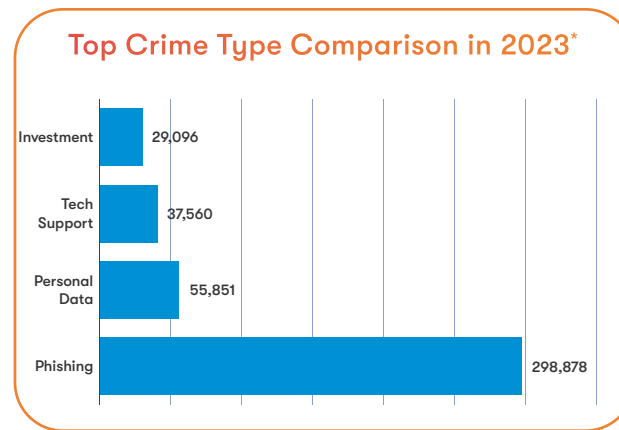
Other types of scams that can occur over the phone, via text, email or regular mail:

- Grandparent & Kidnapping Scams
- Romance Scams
- Charity Scams
- Tax & Debt Collection Scams
- Lottery & Sweepstakes Scams
- Ransomware / Malware
- Identity Theft
- Contractor & Home Improvement Scams
- Remote Work / Job Offer Scams
- Mail & Package Theft

For more information and resources to keep you informed, visit our website or your nearest branch.



montecito.bank/security | (805) 963-7511



The STOP Method

As yourself, is the email...

Suspicious?

Telling you to click?

Offering something amazing?

Pushing you to act quickly?



Maria McCall leading a fraud presentation

"We regularly offer fraud prevention seminars across our footprint. Forewarned is forearmed. Our audiences leave with increased sophistication and awareness of the many varieties of predatory scams. During our Q&As we inevitably hear from participants who have been targeted, and those real world examples drive the point home."

Maria McCall
VP / Director of MClub

Tips to Keep You Secure

1. Reconcile banking transactions daily using online banking. Sign up for alerts from your bank.
2. Set up transaction alerts to come to your phone each time a transaction is made on your account from your bank and credit card companies.
3. Immediately report suspicious transactions to your bank and dispute any that are unauthorized.
4. If you are still writing checks, please use a gel pen. *The gel pens cannot be washed off the check, adding a layer of protection.*
5. Review your credit report FOR FREE annually at annualcreditreport.com. Freeze your credit if you fall victim to ID Theft.
6. Check your passwords. Make sure your accounts have strong, unique passwords. Use two-factor authentication everywhere you can.
7. Report Identity Theft to your financial institution(s) and determine a recovery plan.
8. Resist the pressure to act quickly. Criminals create a sense of urgency to instill fear and the need for immediate action.
9. If you receive a suspicious pop-up or locked screen on your device, immediately disconnect from the internet and turn off the device. Inquire with your company's technology department or local tech store.
10. Get off the phone quickly with unknown callers.
11. Hang-up and call the company / organization directly if you are suspicious of a call you received.
12. Contact MB&T to conduct a cyber and fraud presentation.



If you're interested in a workshop, contact us by visiting montecito.bank/cyber



 **7,900+**
HOURS

VOLUNTEERED ANNUALLY



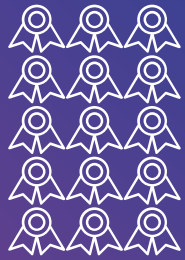
 **16** BEST BANK TO WORK
FOR AWARDS



Dedicated to building teams,
building impact and building community!



30
BEST
BANK
AWARDS



 **8**
YEARS

AVERAGE TENURE



There's something **golden** on the horizon in 2025...

+6 47 48 49 ...



Printed on 100% recycled paper



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

montecito.bank | @montecitobank

