

Annual Report
2024

NHTrust
FINANCIAL ADVISORS

No 97

NHTrust



President's letter

At NHTrust, we believe that true success is measured by the strength of our relationships and the positive impact we have on the lives of our clients. We understand that entrusting us with your financial future is a significant decision, and we are deeply committed to honoring that trust every single day. We live and work in the same communities as you, our clients, and we share your aspirations for a secure and prosperous future.

The past year presented unique challenges in the investment landscape. Persistent inflation, fluctuating interest rates, and global uncertainties created a volatile market environment. During times like these, the value of a trusted financial partner becomes even clearer. At NHTrust, we remained steadfast in our commitment to guiding our clients through these complexities.

We took a proactive approach, combining sophisticated portfolio strategies with highly personalized wealth management. By carefully diversifying investments, strategically managing risk, and adapting to the ever-changing market dynamics, we helped our clients not only navigate the turbulence but also achieve meaningful progress toward their financial goals. We are proud of the positive outcomes we delivered, even amidst the headwinds.

We also invested in strengthening our team in 2024. We were delighted to welcome Michael St. Onge as Senior Vice President, Senior Wealth Advisor, bringing his extensive experience in investments, portfolio management, and team leadership. We also added Zachary Magistro and Joshua Bordis to our talented financial advisory team.



These additions significantly expand our capacity to serve clients across our affiliated bank network. We're confident that their expertise will be a tremendous asset to our clients.

Beyond adding to our team, we've focused on enhancing the ways we serve you. We've implemented a new system that allows us to have a more complete understanding of your individual needs and goals. This means we can personalize our communications, track our interactions more effectively, and ultimately foster even stronger relationships with each of you. This new approach also allows us to operate more efficiently, so we can dedicate more of our time and energy to what matters most: serving you.

We concluded 2024 with assets under administration reaching \$1.4 billion and gross revenues of \$7.7 million. These strong results are a testament to the dedication of our team and the continued trust you place in us.

As we look ahead to 2025, we are confident in our ability to continue serving you with excellence. Thank you for your continued partnership. We are honored to be a part of your financial journey.

Cydney Shapleigh

Cydney Shapleigh,
President

NHTrust

Community

At NHTrust, we highly value stewardship and are committed to supporting community organizations. We provide financial and volunteer support to deliver vital care in many forms, ensuring healthy, vibrant neighborhoods and improved living for all.

In 2024, our contributions exceeded \$50,000 directed towards enhancing and strengthening our communities. This assistance encompassed many organizations including:



Squam Lakes Natural Science Center – NHTrust along with our affiliated bank, MVSB, provided sponsorship for the return of the Science Center’s very popular Dinosaurs Alive exhibit featuring 5 animatronic dinosaurs. Through an array of exhibits and educational programs, the Science Center has educated and enlightened visitors since 1966 about the importance of our natural world.

Greater Lakes Region Children’s Auction – Through financial contributions and volunteer efforts, the Children’s Auction plays a crucial role in supporting children and families in need. It provides essential resources and opportunities, creating a positive impact and ensuring a brighter future for the community.

Community

Concord Friendly Kitchen – An organization that seeks to provide a meal for the hungry in a warm, caring and non-discriminatory environment through the coordination of community and volunteer resources. Their one mission – to feed the hungry.

NH Coalition Against Domestic & Sexual Violence (NHCADSV)
NHTrust provided assistance to NHCADSV to further their work in developing safe, just, and equitable communities. This support promotes advocacy, education, and empowerment for all who are impacted by domestic and sexual violence, stalking, child abuse and human trafficking.

Concord Community Music School - CCMS strives to provide the widest array of music education, performance, and engagement opportunities to people of all ages and backgrounds. They are committed to ensuring accessibility for everyone, regardless of financial status, ethnicity, culture, age physical ability, and other barriers.

Keene Community Kitchen – Provides nutritious meals and groceries, educates and empowers guests and community partners, and advocates to strengthen food security in the Monadnock region.

Clarence DeMar Marathon - Established in 1978 to honor former Keene resident Clarence DeMar. Races currently offered include a full and half marathon, and two community wellness programs: The DeMar Kids Marathon and the DeMar Super Senior Marathon.





Financial

	2022	2023	2024
Assets Under Administration	\$1.1B	\$1.1B	\$1.4B
Gross Revenue	7.3M	7.3M	7.7M
Net Income	390K	544K	402K

Officers



Cydney Shapleigh,
President



Steve Palmer,
Senior Vice President,
Financial Advisor Program Manager



Toni Ciampaglione,
Senior Vice President,
Senior Wealth Advisor



Paul Provost,
Senior Vice President,
Senior Wealth Advisor



Deborah Irwin,
Vice President,
Marketing



Michael St. Onge
Senior Vice President,
Senior Wealth Advisor



Greg M. McConahey,
Senior Vice President,
Senior Wealth Advisor



Janelle Sartorio,
Vice President,
Wealth Advisor



Kelly M. Brown,
Vice President,
Wealth Operations Manager



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Cydney Shapleigh, *Alton* (President of NHTrust)

Gregg R. Tewksbury, *Keene* (President &
CEO, New Hampshire Mutual Bancorp)