

Your health. *Our future.* The Campaign for Coastal Health

Camden National Bank

Camden National Bank knows what it takes to be a strong community bank—and a strong community.

To be sure, the bank has taken deposits, made mortgages, financed local business and provided financial guidance for nearly 145 years. Equally important, the bank has passionately sought out ways to support our coastal communities, from donating hundreds of thousands of dollars to homeless shelters to supporting employees who collectively volunteer thousands of hours a year to local non-profits.

Most recently, the bank pledged a major gift to help pay for a 40,000-square-foot building to house the family medicine and pediatrics departments on the campus of Pen Bay Medical Center (PBMC) in Rockport. Construction on the \$16 million project began in August.

Greg Dufour, president and chief executive officer of Camden National Bank, noted that PBMC has hired dozens of physicians in the last two years, most in the areas of primary care, and now needs a place for these new physicians to better serve patients.

“Access to health care, especially primary and pediatric care, is essential for our rural region,” said Dufour, who serves as vice chair of the MaineHealth Board of Trustees and on the board of Coastal Healthcare Alliance.

“As a community bank with over 60 locations, we know that access and a strong team is what our customers want. This new Health Center will provide access to strong provider teams that will care for the community in this well designed space. The Health Center will streamline communications and provide easy access to other hospital services on the campus.”



Said Mark Eggena, MD, PhD, chief medical officer at Pen Bay Medical Center and co-chair of the Coastal Healthcare Alliance committee raising money for the new Health Center: "Camden National Bank is one of the pillars that defines our community. This gift underscores the bank's steadfast commitment to the health of everyone in our communities."

The bank's support of PBMC is part of its long and rich history of giving back to the community. In the recent past, Camden National gave \$125,000 to PBMC's capital campaign in support of Sussman House, the hospice facility on the PBMC campus.

Perhaps no effort illustrates the depth of the bank's commitment to community service more than Hope@Home, a unique initiative that helps the homeless by donating \$100 to a local shelter every time a customer finances a new home.

The program grew out of a moment when Dufour noticed a group of young children in front of a motel getting on a school bus. Dufour later learned that the children and their families were homeless and living in the motel, and he immediately knew the bank could help, he said. The program that resulted has donated more than \$400,000 in unrestricted funds to homeless shelters since 2015 and has brought greater awareness to this important issue, he said.

Bank employees are highly involved in the Hope@Home program, hand-delivering more than 40 checks to shelters each quarter. Pam Kenniston, senior vice president and senior retail loan officer in Camden, remembers her first visit to Hospitality House, a Rockland shelter for mothers and their children.

"I met a single mother of two children, and she asked why I was there," Kenniston recalled. "I told her that I was delivering a check, and I explained the bank's mission. We talked for quite a long time and then she says, 'Do you want to hear the good news?'"

She told Kenniston that she had just gotten a job cooking at a small inn on the island of North Haven. "She was so excited," Kenniston said. "I gave her my card and told her that I would love to hear how things worked out. It was about a year later that she reached back out to me. She still worked at inn and described it as a second lease on life. She became part of the community there

and, with the help of some people on the island, got a place of her own.

"That's the power of working for a community bank—and having a community hospital, when you think about it," Kenniston said. "We know the community and see things that others might overlook, like kids getting on a bus at an unexpected location. And then we do something about it."

Jody Landrith, who has also delivered checks to Hospitality House, credits Camden National Bank with helping her find her inner volunteer. Now a vice president and retail sales performance coach, Landrith had never participated in community service work when she joined the bank in 2004. So it was an utterly new experience to hear her colleagues talk about picking up litter on a Saturday morning or running a 10K fun race to raise money for cancer research. Their spirit proved infectious, and over the years Landrith has become an active community volunteer. In 2017, she received the bank's prestigious Commitment to the Community Award.

"I learned the true meaning of community service here," Landrith said. "There is something at the heart and core of people here that wants to give back to the community, and that desire is passed on from generation to generation."

Sitting for an interview in Camden National Bank's home office at 2 Elm St. in Camden, Dufour echoed Landrith. "Camden National Bank was founded on this very street corner in 1875 by six people in the back room of the Five and Dime," Dufour said. "To me, it goes back to those six people who sat together and said this community needs a bank and then did something about it. It is in our DNA to think about the needs of the community and then take action.

Asked what he might say to others considering a donation to this project, Dufour offered this: "I can think of no other way to touch the lives of so many families, friends and neighbors than by supporting our community hospital. Please support this campaign."