



GENERAL BULLETIN

CONNECTICUT
BANKERS
ASSOCIATION
10 Waterside Drive
Farmington, CT 06032-3083
(860) 677-5060
FAX: (860) 677-5066

2018 – 65

August 15, 2018

SENT TO:

CEO, CEO+
Associate Member
Human Resources

TO THE CHIEF EXECUTIVE OFFICER
OR INDIVIDUAL ADDRESSED

RE: **2018 Connecticut Banking Compensation Survey Report**

We are pleased to announce the results of the 2018 Connecticut Banking Compensation Survey Report are now available. A summary of the report is listed below for your review:

- 34 banks participated (participants are listed on the next page).
- Salary information is based on April 1, 2018 data, while bonus and short-term incentive plan payouts are based on the 2017 calendar year.
- Salary and bonus data was collected for over 4,700 incumbents.
- The Survey Report is organized into eight sections, including Introduction (Section 1), Participants (Section 2), Observations and Trends (Section 3), Policies & Practices (Section 4), Position Compensation Data (Section 5), Report Descriptions & Definitions (Section 6), Geographic Regions (Section 7), Position Descriptions (Section 8).
- Pearl Meyer, Wellesley, MA, has compiled the data for this report. Pearl Meyer also produces Banking Compensation Reports for Massachusetts, New York, and North Northeast (ME, NH, VT). If you are interested in purchasing these surveys, please contact a member of the Pearl Meyer Survey Team at surveys@pearlmeyer.com.

ORDER

To provide the fastest turnaround of data possible, we have enclosed an order form for the 2018 Connecticut Banking Compensation Survey Report and the 2018 Northeast Banking Compensation Survey Report or you can order [online here](#). To request either comprehensive analysis of bank positions, please complete and return the enclosed order form to the Association (orders may be faxed to the CBA at 860.677.5066 or emailed to cba@ctbank.com) or order online. The 2018 Connecticut Banking Compensation Survey Report will be emailed to the individual authorized on the order form.

NORTHEAST BANKING COMPENSATION SURVEY REPORT

The Northeast Banking Compensation Survey Report (includes data on 197 institutions in CT, MA, ME, NH, NY, RI, VT) is available for purchase for \$895.00 (includes 6.35% tax) individually or buy both the 2018 Connecticut Report and the Northeast Survey Report for the bundled price of \$1,131.25 (includes 6.35% tax).

If you should have any questions pertaining to the 2018 Connecticut Banking Compensation Survey Report, please don't hesitate to contact Jordan Gagnon at jordan.gagnon@pearlmeyer.com, Account Manager or Heather Vaillancourt, Banking Survey Operations Manager at heather.vaillancourt@pearlmeyer.com or the Association.

Sincerely,
COLLEEN E. CLANCY
First Senior Vice President

CONNECTICUT BANKERS ASSOCIATION
2018 Connecticut Banking Compensation Survey Report
List of Participants (34)

Berkshire Bank	Laurel Road Bank
Chelsea Groton Bank	Liberty Bank
Collinsville Savings Society	Litchfield Bancorp
Connecticut Community Bank, N.A.	The Milford Bank
Connecticut Mutual Holding Company	National Iron Bank
Dime Bank	Newtown Savings Bank
Eastern Connecticut Savings Bank	Northwest Community Bank
Essex Savings Bank	Patriot Bank, N.A.
Fairfield County Bank	Salisbury Bank and Trust Company
Farmington Bank	Savings Bank of Danbury
Fieldpoint Private Bank and Trust	Savings Institute Bank & Trust
First County Bank	Simsbury Bank
The First National Bank of Suffield	Stafford Savings Bank
The Guilford Savings Bank	Start Community Bank
Hometown Bank	Thomaston Savings Bank
Ion Bank	Torrington Savings Bank
Jewett City Savings Bank	Union Savings Bank

CONNECTICUT BANKERS ASSOCIATION
2018 Connecticut Banking Compensation Survey Report
Order Form

2018 BANKING COMPENSATION SURVEY REPORT	Participating Banks <small>(includes 6.35% CT Sales Tax)</small>	Amount Enclosed
Participant Report		
Connecticut State Report Only	\$895.00	\$
Northeast Report Only	\$895.00	\$
Connecticut State and Northeast Report	\$1,131.25	\$
Non-participating Banks/Companies		
Connecticut State Report Only	\$1,774.50	\$
Northeast Report Only	\$1,774.50	\$
Connecticut State and Northeast Report	\$2,247.00	\$
Total Enclosed		\$

Ordered By: _____

Title: _____

Bank/Company: _____

Send To: _____

E-mail: _____

Please return order form and payment to:

Colleen E. Clancy
 First Senior Vice President
 Connecticut Bankers Association
 10 Waterside Drive
 Farmington, CT 06032
 Fax: 860.677.5066

The 2018 Connecticut Banking Compensation Survey Report will be emailed to the individual authorized above.