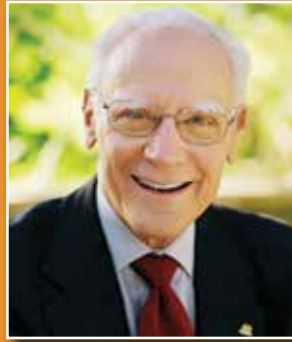




Community Impact Report



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



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Message from the Chairman



Janet Garufis

Chairman of the Board & Chief Executive Officer

Throughout my career I've learned and practiced that leadership is as much about how you enable, empower and inspire others, as it is about what you learn from those around you.

I am grateful to be surrounded by smart, driven, trustworthy and creative individuals at the Bank and across our communities. And, I am forever grateful and honored to have had the opportunity to work with and learn from our Founder, Michael Towbes, for whom integrity, clarity of purpose and direction, and honesty were the foundations of his leadership.

While a man of few words, Mike, made BIG, lasting impressions. Very clear about his expectations, you knew where you stood and the objective you were

driving towards. He respected integrity, hard work and dedication to a job well done and he modeled those leadership behaviors through his own behaviors and actions.

Mike's vision for Montecito Bank & Trust's annual Community Dividends® program was born from his belief that it was our corporate responsibility *to make the communities we serve better places to live and work*. The annual celebration was his way of demonstrating and punctuating the fact that each of us can and should make a difference in our communities. In fact, he believed we have a responsibility to do so by generously sharing our time, treasure and/or talent.

In many ways, Michael Towbes quietly, effectively, and perhaps unknowingly, naturally embraced the five practices of leadership - *Model the Way, Encourage the Heart, Challenge the Process,*



THIS YEAR'S 2023 COMMUNITY IMPACT REPORT BRINGS TO LIFE STORIES OF PUTTING THAT LEADERSHIP INTO ACTION ACROSS OUR ORGANIZATION AND OUR COMMUNITIES.

Enable Others to Act, and Inspire a Shared Vision – that I and our more than 290 associates strive to emulate each day in carrying his vision forward and inspiring others through his legacy.

Effective leaders are not afraid to ask the hard questions, to zig when others zag and act quickly to find resolution and opportunity in the face of challenge. This year, the financial industry and the customers we collectively serve, were challenged by the sudden closures of two brand name institutions. Throughout that, MB&T remained the safe, sound and trustworthy institution it has always been. As a privately owned bank, our board of directors and our leadership team have the

privilege of operating in a way that guarantees we can continue to deliver on our mission. We hold ourselves and our teams to the highest standards of accountability for financial and capital strength, risk management and relationship management. Those principles are what have allowed Montecito Bank & Trust to proudly become the oldest and largest, independently owned and managed community bank on the Central Coast. These values will propel us forward for many years to come.

This year's 2023 Community Impact Report brings to life stories of putting that leadership into action across our organization and our communities. It celebrates the character of individuals and the



dedication of organizations, and it stands as testament to the clarity and intent of one man's vision.

Having just returned from wonderful travels abroad, exploring incredible sites, visiting new friends, I am always grateful to return home to a place whose nonprofit organizations, businesses and residents inspire me and my team each day to make a difference where we can and model the way as leaders in making the communities we serve better places to live and work. Thank you for being a part of that inspiration and for trusting us to be your financial partner and community advocate.

A handwritten signature in black ink that reads "Janet".



Janet at the UCSB Economic Forecast Project's Banking Perspectives Town Hall event



19
Years
AT MB&T



6
Years
AS CHAIRMAN



50+
Years
BANKING EXPERIENCE



10+
Active
BOARDS & COMMITTEES

We Are MB&T

Everything we do at Montecito Bank & Trust starts with the same, simple commitment of our Founder, Michael Towbes, to make the communities we serve better places to live and work.

That vision is why Montecito Bank & Trust remains a strong, independent, community bank, deeply committed to the vitality of our Central Coast communities. Our more than 290 associates take great pride in carrying forward this legacy and nurturing the thousands of relationships and partnerships we have across the communities we serve. As your neighbors, friends, fellow parents and volunteers, MB&T associates are the familiar faces at school sporting events and PTA meetings, the athletes running alongside you in the local 5K or 10K race, the colleagues on nonprofit boards and the friendly faces at chamber events. Our associates are also leaders. They know banking, they know you—our valued clients—and they care deeply about making sure the Central Coast continues to thrive today and for future generations.

With the help of our associates and our clients over the last 48 years, we've been investing in our community in ways only a local bank can. From the local businesses we've helped grow and thrive, to the millions of dollars that we have reinvested back into Central Coast communities, just about everywhere you look you can see the difference our leadership and commitment has and continues to make. The stories of our partnerships, our associates and our impact unfold across these pages, as we highlight the work done this year that underscores our belief that *behind every great community is a great bank!*



\$2.09
BILLION
TOTAL ASSETS



290+
ASSOCIATES

27
BEST BANK
AWARDS

14 BEST BANK TO
WORK FOR AWARDS

54%
TOTAL FEMALE
WORKFORCE

★★★ Outstanding ★★★

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

Expanding our Footprint



Oxnard

As a growing destination for business and leisure, we are eager to join the Oxnard community with our newest branch slated to open in December! Our 16th branch on the Central Coast, this new location at 300 W. Esplanade Dr. is our fourth location in Ventura County and will offer our full suite of banking, lending and investing services. Born and raised in Oxnard, VP / Branch Manager, Armando Casillas, leads a locally based, bilingual team of three who have been active in Oxnard and the surrounding areas for 71 years. Their enthusiasm to introduce the community to MB&T's world-class customer experience knows no limits! *Give Armando a call at 805-324-5801 or stop by in December to say "Hi"!*

"Expanding our Montecito Bank & Trust footprint in my hometown of Oxnard is a dream come true. I look forward to continuing to build our partnership with the wonderful Oxnard community. We truly strive to be the Bank of choice in the communities we serve, and I can't wait to get started."

ARMANDO CASILLAS
VP / Branch Manager, Oxnard



16
CENTRAL COAST
BRANCHES



Santa Maria

Since January, we have been honored to call 2125 S. Broadway our Santa Maria home! Standing alongside leaders of Santa Maria we welcomed new friends and old and demonstrated our mission to *make the communities we serve better places to live and work*, by honoring four local nonprofits with \$2,500 donations each: CALM, Court Appointed Special Advocates of Santa Barbara County (CASA), Fighting Back Santa Maria Valley and Santa Maria Valley Discovery Museum. Their strong commitment and leadership enables them to make meaningful impacts across the Santa Maria community.

Barbara Luis, VP / Branch & Community Relations Manager, and her team of locally-based, relationship focused associates bring over 60 years of experience to the Santa Maria Valley. You might have seen them at this year's Strawberry Festival! *Give them a call at 805-324-5820 to start your banking experience today.*

"Michael Towbes built a bank based on the needs of the local communities, served by associates who live and work in those very same communities. MB&T's values and mission align well with the residents, businesses and organizations of Santa Maria, and I am honored to be a part of the team, providing a world-class experience to all."

BARBARA LUIS
VP / Branch & Community Relations Manager

Leadership that Motivates

At MB&T, leadership extends beyond the office and into the communities we serve.

We empower our bank employees to take on leadership roles that transcend transactional relationships and stretch beyond their job descriptions. In doing so, they become actively engaged with their local community and help lift our communities to new heights.



Heather Ames

SVP / Director of Human Resources

Heather's strong leadership and communication skills underscore her calm, reasonable, pragmatic approach to all associate needs, from career development advice and job performance counseling to life's everyday challenges. She facilitates the Leadership Challenge® workshops across the organization and works closely with Executive and Senior Management on succession planning, ensuring bench strength to sustain the organization for the future. A trusted, charismatic and inspiring leader, Heather is also an extraordinary volunteer, currently serving as President of CASA of Santa Barbara County, participating in scholarship interviews for the Scholarship Foundation of Santa Barbara and conducting mock job interviews with Partners in Education.

"I absolutely enjoy working with Heather daily. Her passion for the well-being of our associates, ensuring the integrity of our processes and maintaining the culture of our bank, while always keeping a positive attitude is more than any manager could ask for."

BRUCE STEVENS
EVP / CFO / CAO



Heather with nonprofit leaders at Community Dividends



Anthony Coy

FVP / Manager of Software Engineering

A former military cargo transport pilot, and self-described car enthusiast, Anthony leads a team of seven in the management and optimization of our enterprise software infrastructure. His focus on best-in-class user experience, problem resolution and emerging technology has fostered a culture of excellence within his team and across the departments they collaborate with; "I love engaging with so many associates, working with them to understand pain points and strategize effective solutions through software and tech enhancements." Anthony prioritizes self-improvement, while also volunteering his time as a member of the fTLD Compliance Board. Outside of the office he enjoys spending time with his family, hiking and swimming.

"Anthony is not only a great software developer, he is an exceptional leader. He has an unwavering focus on progress, consistently seeking to understand the needs of the Bank and our clients and exploring ways his team can collaboratively enable others through technology."

BROOKS KOHNE
FVP / Director of Marketing and Product Development



Anthony with his MB&T colleagues at Community Dividends



Lloyd Kurtz

SVP / Senior Portfolio Manager, Wealth Management

A seasoned professional and nationally recognized leader in Social Impact /

Environmental, Social and Governance (ESG) investing, Lloyd joined our accomplished Wealth Management group in May 2023. Lloyd is a published writer, visiting scholar and lecturer, whose 39 years of experience includes over 20 years spent developing his extensive expertise in ESG and impact investment management. Combining his sharp analytical mind with clear communication and world-class customer service, Lloyd seeks to align a client's values with their investment portfolio for profitable financial returns. A recipient of the SRI (Socially Responsible Investing) Services Award, Lloyd has published numerous reviews of social investment literature, and also authored a chapter on social investment for the *Oxford Handbook of Corporate Social Responsibility* (2008).

"Lloyd is passionate about investing, client communication and service. In his previous position, Lloyd led a national team of investment professionals where his ESG strategies outperformed their benchmarks on a risk-adjusted basis from 2016 through April of 2023."

THOMAS FISHER
SVP / Chief Investment Officer



Lloyd presenting to residents at Casa Dorinda



Abdiel Garcia

SVP / Director Consumer & Small Business Operations

For Abdiel, working at a community bank is more than a profession; it's an

opportunity to champion the needs of our local community, nurture strong connections with clients and provide lending solutions tailored to the individual, business or nonprofit. Always quick to challenge the process, adapt in real-time and effectively harness his team's collective potential, his leadership style is centered around cultivating an environment where shared responsibility and innovation can thrive. Eager to continue his own development and supplement his near 20 years of banking experience, he is set to graduate from Pacific Coast Banking School in 2024. When he's not at work or banking school, Abdiel skateboards with his kids, plays golf and tennis and winds down with a good movie.

"Abdiel is always willing to step in and help his team find effective ways to get their job done. He thinks outside of the box to find creative solutions for our clients and he's dedicated to providing lending solutions that meet the needs of the communities we serve."

MELISSA KELLEY-COOK
FVP / Small Business & Consumer Loan Manager



Abdiel with his MB&T colleagues during a commercial shoot

Board of Directors Spotlight

Ken Verkler, Director



Mr. Verkler (left) was Solvang Mayor

Ken Verkler is a dedicated member of the MB&T Board of Directors and owner of Valley Hardware, Inc. in the heart of downtown Solvang.

In 2001 when MB&T acquired Valley Oaks Bank, Ken was Chairman of the Valley Oaks Bank Board and a key member of the organizational committee as the two Banks merged. A staunch advocate for strong community bonds, Ken believes that every locality should not only have a reliable bank, but also a locally owned hardware store.

Marking his 50th anniversary in the hardware industry this year, Ken was awarded the prestigious Estwing Golden Hammer accolade, a recognition bestowed upon individuals who have dedicated 50 years or more to the hardware trade. Mr. Verkler's influence extends well beyond his hardware store. His commitment to the local community is exemplified through his engagement with various nonprofit initiatives. He stands as a Charter Member of Solvang Rotary Club, boasts a 45-year membership with the Alisal Men's Club, and previously served as a Santa Ynez Valley Cottage Hospital Foundation Board Member. He also completed a two-year tenure as the Mayor of the City of Solvang and a two-year commitment as a Solvang City Council Member. Notably, he also held the distinction of being the inaugural President of SYV Pony League Baseball, showcasing his unwavering dedication to community service and leadership.

"Serving on the Board of the best community bank in Santa Barbara county is an honor. Witnessing the direct impact MB&T can have on our local nonprofits and small businesses is very satisfying. I am proud to be a part of this great Bank and to continue carrying on its legacy of making a difference every day where we live and work."

Associate Awards

A cornerstone of MB&T's remarkable success is our associates and their unwavering enthusiasm for the communities they live and work in.

This is why we are intentional about hiring associates who share our vision and core values, and why we place a large emphasis on and investment in nurturing careers, fostering leadership growth and celebrating achievements. In addition to competitive salaries and comprehensive benefits, we also champion the importance of giving back by providing paid volunteer time for associates to engage with their communities.

Resolute in their dedication, our more than 290 associates are inspired by the opportunity to affect change in their local communities and we are proud of the work they do every day. Throughout the year we recognize and reward our associates for their steadfast dedication to our customers and for their accomplishments in the communities they serve.

2023 PCBT Awardees

We love it when other organizations also recognize our associates' fantastic work. This year, the Pacific Coast Business Times (PCBT), recognized six of our associates for their ongoing community dedication.



Who's Who in Banking

Ben Scott Bruce Stevens
Derek Swafford George Leis

Latino Business Awards

Armando Casillas

40 Under 40

Anthony Coy

2022 Community Reinvestment Act Awardees

This award recognizes an associate(s) who has contributed a significant amount of volunteer time giving financial or professional expertise to individuals and organizations that support the underserved in our communities.



ARMANDO CASILLAS

Oxnard Branch

Since joining MB&T in 2021, Armando has found opportunities to use his leadership and expertise to help others, both in the office and around the community. Being part of and leading a team is not just about the impact he can make but what the team can do together in preparing themselves for the next level.

Holding a special place in his heart for working with Oxnard youth, Armando is Vice President of the Board at Boys & Girls Club of Greater Ventura, and is a board member at Kids2Kids, where he is proud to be a part of a child's support system and serve as a role model inspiring local kids to reach for their futures. Armando also enjoys sorting donations at Food Share of Ventura County and recently joined the Board of Directors of the CSUCI Foundation. Through these roles he is able to share his personal journey of community involvement and leadership to help galvanize others to give back as well.

"Armando leads by example in everything he does, including his involvement with local nonprofits. He is only concerned about making others better every day which in turn is what everyone who works with him strives for. He is a leader who truly cares for all people; the ones who work for him and the collective community he works in."

DEREK SWAFFORD

FVP / Community & Commercial Banking Sales Manager



LORENA NIAZI

Lending Services

Lorena could be considered one of the Bank's volunteering veterans, having started her Bank related volunteering 15 years ago when the Bank first launched the program. With an unmatched eagerness, she is among the earliest to step forward in response to any call for volunteer assistance and she carries out her commitments with an infectious smile that radiates positivity.

Lorena's selfless contributions reverberate throughout the community, and local nonprofits like the Santa Barbara Education Foundation, Ventura County Medical Resource Foundation and the Council on Alcoholism and Drug Abuse (CADA), are deeply appreciative of the hours she dedicates each year. A highly reliable volunteer leader, contributing 99 hours over the last year, she is an inspiring example for everyone she works with.

"Lorena brings a great depth of experience and knowledge to her work every day, and it carries into her volunteer time as well. She is patient, enthusiastic and enabling and she generously shares her time and expertise with those around her, in the office and at volunteer events. Her selfless disposition is inspiring and I am fortunate to work with her."

MARY MASCOLO

VP / Lending Services Manager

Associate Matching Grants

For many of our associates, giving their time, treasure and talent is core to who they are.

Recognizing this profound commitment, MB&T goes the extra mile by not only celebrating their efforts but also magnifying their impact through our unique Associate Matching Grant program. Led by Ashleigh Davis, AVP / Community Outreach Supervisor, this program matches associates' personal donations and volunteer hours, effectively transforming their invested time into tangible financial support. Since the program launch in 2020, MB&T has matched approximately \$60,000 to 104 different organizations from 99 unique associates!

"I am grateful for our Associate Matching Grant program. This year I supported the Moorpark College Foundation with my matching grant. All the nonprofits we work with are so happy when they get a matching grant from MB&T. It makes me very proud of our Bank and what we do in the community!"

JILL HANEY
VP / Branch Manager, Westlake Village

Ashleigh Davis



Ashleigh wears many hats – community liaison, social media content creator, brand advocate and dedicated mom. She also helps to ensure that our associates' commitment to organizations they

care about goes as far as possible; that's the genesis behind our Associate Matching Grant program. Ashleigh has the pleasure of knowing what causes are important to our associates, what organizations they're donating their time to, and of course making sure the hours and/or dollars they give receive a match from the Bank! **The program is a win for associates, a win for nonprofits and a win for making MB&T's impact go further!**

"I participate in the Associate Matching Grant program because every dollar counts for nonprofit organizations and it's important to me to be able to direct some of those funds to charities I care about in our community. Some of my donations include S.A.F.E House Santa Barbara where they provide rehabilitative shelter to young girl survivors of exploitation and the Foodbank of Santa Barbara County as I believe many problems can be prevented if people are not going to bed hungry."

JAMES WORKMAN
Accounting Manager

"The team at Easy Lift helped my parents for years to maintain their independence and access to our community. There are no words for how grateful we are for their spirit of service and kindness, and the Bank's Associate Matching Program helps celebrate that commitment."

MICHELE SHIPP
VP / Senior Trust Officer

"This program allows my donations to make an even bigger impact! My donation this year was to the Golden Circle of Champions, where my donation will help provide a trip to the National Finals Rodeo in Las Vegas for a child with terminal cancer, where they will meet rodeo champions, and be outfitted in full western wear - providing a little bit of joy and fun in the child's life!"

KAREN LEWIS
Operations Officer, Santa Maria

"This program is amazing because it takes the time and money we give and doubles it, enabling our donations to go even further. It's another way that the Bank supports its associates and the causes that are important to us."

TAYLOR FRAKER
Marketing Supervisor

Since 2020

Total grants given



\$60K
GRANTS
MATCHED

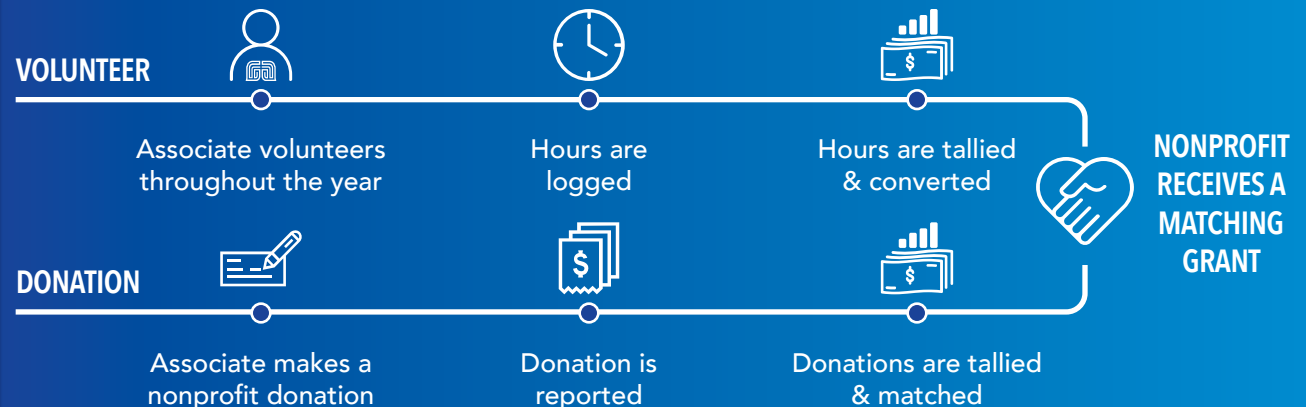


99
ASSOCIATES



104
NONPROFITS

How a Matching Grant Works



Nonprofit Leadership

MB&T associates are often invited to join nonprofit boards for their leadership, enthusiasm and subject matter expertise in banking, finance, operations, human resources or marketing and communications. Modeling the way for our associates, Janet Garufis, MB&T Chairman & CEO, and George Leis, MB&T President & COO, sit on a combined total of 13 boards and 5 committees. Here, they share some of their current experiences and observations amid a post-pandemic era in which the more than 3,800 nonprofits across Santa Barbara and Ventura counties face an imperative for change; where innovation, renewed leadership and clarity of vision are foundational for scalable and sustainable growth. They also each share success stories for two long-standing nonprofits who have challenged the status quo and adopted long-term visions for themselves and their audiences.

What shifts are you seeing in nonprofit leadership in today's ever-changing operating environment?

JG: At the ED/CEO level, Santa Barbara organizations are currently seeing quite a bit of transition, seeking more innovative and progressive thinking that reinforces strong foundations and even in some cases reimagines the path forward. I am very encouraged to see a next generation of nonprofit leaders stepping in to help redefine leadership and stimulate development.

Board refreshment is also creating opportunity for the next generation of leaders to step up and on to boards who are expanding their perspectives through focus on Diversity, Equity and Inclusion (DEI). It's a healthy move for organizations and bodes well for our community. As the long serving and experienced board members in this community "age out" of their service, we have a new opportunity and collective responsibility to share our governance experience as mentors.

GL: Like Janet, board recruitment and advancement is a top priority. The organizations I work with want board leaders that can help the ED/CEO be critical thinkers in light of the rapid changes that are confronting their organizations. I very much agree that the more tenured board and committee members are ground zero for



coaching that next generation as we pass the torch to our successors. Because so many organizations are in this so-called "refreshment phase," it is however increasingly difficult to recruit a large pool of board candidates who have the time and the skill sets to effectively react and respond.

Given these and other changes, what traits are key for successful nonprofit leadership today?

JG: Flexibility, excellent communication with staff, donors and the Board, visionary leadership and the courage to embrace opportunities.

GL: First, clarity of roles between and collaboration with the Board, second, creating space for open and honest discussion of where the organization is going and how stakeholders can help the organization realize its full potential, and lastly the ability to pivot, to reevaluate and reimagine how the organization serves their constituents.

What are the greatest challenges facing nonprofits?

JG: Funding – always. There are many competing worthy causes and missions and only so much to go around. Additionally, the next generation of donors may not be as locally centered with their philanthropy as their parents are/were. Also, staffing – finding the next generation of leaders and being able to compensate them appropriately so they can thrive in our communities where an exponentially high cost of living is a huge challenge. If we want to be the best, we have to hire the best.

GL: Shifting stances from shying away from change to embracing opportunity and its potential upside. Change doesn't have to be a threat, it can be a catalyst, an accelerator. Additionally, nonprofits need help in understanding how to process, analyze and apply their data to help inform strategic decisions, both short- and long-term.

SBS Symphony (SBS)

For over 70 years SBS has remained steadfast in their commitment to being a preeminent cultural destination and enriching experience for everyone. The global pandemic challenged this very notion and became a catalyst for change that was truly existential, with outcomes focusing on three critical areas – finances, leadership/management and board composition.

The business model for a high performing and fiscally sound symphony relies on donations for at least 60% of its annual budget. Ahead of COVID, the seasoned SBS board relied on management for budgetary issues and heavily used reserves to fund annual deficits. Like many performing arts organizations, they leaned on their most generous donors multiple times a year just to meet expenses. Struggling with clarity and alignment it was apparent that to change their trajectory a board refresh was necessary in addition to a management and leadership change.



Kathryn Martin and Nir Kabaretti (Photo Credit: SBS)

As COVID took hold, all planned performances were cancelled, further endangering the fiscal solvency while also highlighting the opportunity for change. Kathryn Martin, the newly hired CEO, and the Maestro, Nir Kabaretti, were determined to keep the music alive and maintain the Symphony as an integral part of our community. Their goals were simple - find ways to program live music, keep their musicians employed, and the donors and subscribers engaged in symphonic music. Their resulting solutions were brilliant and the necessary spark for re-engaging a waning support and subscriber base. Paramount in this pivot were the Crescendo program, a five-year donor commitment of support

that allowed SBS to plan programming well in advance and secure the best artists, and the remodeling of the Board. By stabilizing the finances, management and the refreshed Board can now focus on sustainability, including board development and an Endowment Campaign.

As a leader, many would say Kathryn is fearless, driven and creative. With her new like-minded team and Board, they were able to ask the hard questions that would alter their course: Are we and our programming relevant? If not, what can we do to change and still be true to our mission? Is the business model sustainable? Do we have the right team to succeed? Can we grow our endowment to create long term financial sustainability? Janet Garufis, Board President and ardent SBS supporter, helped navigate this transformation and believes "Kathryn and Nir are two of the most selfless leaders I have had the privilege to work with. They are always solving with the good of the organization and its stakeholders in mind. They lead by modeling the way with complete transparency. They are expert collaborators and communicators, who are mission driven and always seeking excellence in everything we do."

California State University Channel Islands (CSUCI)

CSUCI, the youngest of the 23 California State University campuses and the only four-year university in Ventura County, hosts over 5,600 students; 62% percent are first generation, while 54.5% are low-income and 58.7% are from historically underrepresented populations. Under the leadership of Dr. Richard Yao, President since January 2022, CSUCI places great emphasis on innovation, accessibility and ensuring that first-time students have every resource available to help them graduate in four years.

Faced with rising tuition costs, shifting demographics and declining engagement during COVID, a new generation of leadership was necessary to reenergize and reinforce CSUCI as a premier educational institution. At the center of their success and educational excellence has been their ability to maintain a pulse on future workforce needs and to pivot quickly in response to those trends.



CSUCI President, Dr. Yao
(Photo Credit: CSUCI)

A catalyst for change, Dr. Yao inspires his staff, collaborates with the Board and the community, and empowers students to own their education and their successes. Leading with clarity and a unified approach Dr. Yao has focused on adding new degree programs, creating student-focused learning

experiences, encouraging a vibrant, diverse and inclusive culture, and advancing campus resources effectively to fulfill CSUCI's quest to be a persistent transformational force for students, staff and the community. As a result, they have established unique partnerships with Cottage Hospital, the Santa Barbara Zoo and the National Park Service; created a Mechatronics four-year degree combining computer hardware, electronics and mechanical engineering; introduced an Early Childhood Education (ECE) credential consistent with state ECE requirements; and deployed a Peer Mentor Ambassador Program that is a game changer in building student confidence in and outside the classroom, fostering a sense of belonging and providing access to resources, mentors and leaders.

Not only does MB&T benefit from the success of CSUCI alumni in our workforce, a number of associates and Board members are advocates for their impact. George Leis has over 15 years of experience with CSUCI; he applauds their fearlessness to challenge the status quo, embrace opportunities and explore mutually beneficial partnerships. He believes they are a best-in-class example of accessible and transformational higher education for everyone. After introducing the Board of Directors for each CSUCI and the Santa Barbara Zoo, George is thrilled that there is now a Santa Barbara Zoo owned and managed conservation center on CSUCI's campus. Smiling, George notes that, "This partnership demonstrates the University's willingness to expand beyond a standard classroom approach and bring the real-world experience to CSUCI students, who now work alongside CSUCI faculty and zoo personnel to protect and reestablish threatened species while developing vital skills in conservation education and management."

Community Impact

Our unwavering commitment to community, through philanthropy and business relationships, sets MB&T apart from all other banks on the Central Coast.

MB&T invests a meaningful portion of our profits back into the community, in the form of loans and corporate philanthropy, a commitment that began when Michael Towbes became the single shareholder and owner of the Bank in 1983. In striving to simultaneously build a business and a community, he recognized that when the Bank is successful, not only do our associates and customers benefit but the community does as well.

Over the last five years our communities have navigated unparalleled challenges, from fires, floods and debris flows to a global pandemic, an affordable housing crisis and a decline in mental wellness. MB&T has risen to each of these occasions by providing crucial support for basic needs and essential services, helping businesses and nonprofits keep their doors open, spearheading housing initiatives across the Central Coast and hosting a town hall to shed light on the state of the banking industry.

The Bank's philanthropic giving is focused on four key pillars: Arts & Culture, Youth & Education, Social Services and Health & Medical. The support we offer nonprofit organizations whose missions focus on these giving priorities comes to life over the following pages as we detail the impacts of MB&T's collective philanthropic efforts, including Community Dividends® and the Michael Towbes Community Impact Dividend, and Anniversary GrantsSM and the Jerry Parent Anniversary Grants Legacy Award.

Our long-tenured relationships with hundreds of local nonprofits and businesses is a continuing source of pride for our leadership, our associates, and our Board of Directors. We have and continue to stand by these partners, offering guidance and unwavering support through operational shifts, fundraising and growth initiatives, and strategic planning. Whether through loans, grants or donations and sponsorships, we're honored to contribute to the fulfillment of their missions and the successes of their businesses which enrich the fabric of our communities.



"We appreciate having a long-term relationship with Montecito Bank and Trust, not only as bankers and lenders who have partnered with us on our new Sharehouse facility, but as a team of people who care deeply about the community and are heavily involved in supporting nonprofits ability to build stronger communities."

ERIK TALKIN
CEO, Foodbank of Santa Barbara County

"Without MB&T's business partnership and generous philanthropy, we would not be able to provide essential programs and services to empower and inspire young girls in our community. Their partnership has allowed us to expand our reach, improve our facilities and provide critical resources to those in need. Their support and belief in our mission has also opened doors to new partnerships and collaborations, strengthening our organization and ultimately benefiting those we serve. Thank you, MB&T for your unwavering support and investment in our nonprofit organization."

JAMIE COLLINS
Executive Director, Girls, Inc. of Carpinteria



"MB&T has been a key community partner for us for over 40 years. From generous commitments made through their record-breaking fundraising employee campaigns to dedicated volunteer hours spent each summer with students in United Way's Fun in the Sun program, Montecito Bank & Trust is an inspiring example of the partnerships that make the work of United Way possible every year."

STEVE ORTIZ
President & CEO, United Way of Santa Barbara County

"Our experience working with Montecito Bank & Trust has been incredible. As a community bank, they have been outperforming the national banks in terms of customer service and their ability to help my small business. The access to capital we received allowed Marketing Maven to expand our service offerings, purchase equipment and hire new employees to service the new lines of business we established."

LINDSEY CARNETT
CEO & President, Marketing Maven



"We could not ask for a better community partner than MB&T. Their bankers are skilled and responsive. Their staff volunteers are engaged and always available to help with our fundraisers. We have received tremendous financial support from the Bank for 25 years. And Chairman & CEO Janet Garufis is extremely generous with her time and expertise, always willing to weigh in on matters that help CADA create a healthier, more vibrant community for all."

SCOTT WHITELEY, PH.D.
Executive Director, Council on Alcoholism and Drug Abuse

"The Housing Authority of the City of San Buenaventura's educational collaboration with Montecito Bank & Trust has increased financial literacy and self-sufficiency amongst our families. Through our partnership, we have been able to offer consistent financial education to our low-income families and provide them with the tools to form a path towards homeownership."

MAEGAN LAIDLAW
Family Self-Sufficiency Coordinator
Housing Authority of the City of San Buenaventura

"Our long-term deposit and borrowing relationship with Montecito Bank & Trust has been critical to Ventura Investment Co.'s success and growth. Every interaction with the Bank's leadership and staff has made our team feel important and valued."

BARTON STERN
President, Ventura Investment Co.

Community Development

Local insight, lending expertise and world-class customer service elevates MB&T as a trusted leader and partner in supporting investments in low-to-moderate income housing and community infrastructure through loans and grants.

MB&T is dedicated to supporting the improvement of economic, physical and social environments of local communities. The organizations we partner with are the architects of change, crafting affordable housing solutions, combatting food insecurity, addressing homelessness and orchestrating pre- and post-school programs for children from low-income households. We recognize that a home, large or small, rented or owned, is critical to the stability of a family and retention of a strong workforce. As affordable housing remains a persistent challenge across the Central Coast, our team of Community Development experts actively engage with developers and housing authorities to share their expertise and connect community partners to MB&T's investment, loan and grant opportunities.



Ben Scott



Brian Donovan



Viara Vachovska



Brianna Aguilar



\$4.4M

SANTA BARBARA & VENTURA
COUNTY COMMUNITY
DEVELOPMENT LOANS



\$15M

CALIFORNIA STATE COMMUNITY
DEVELOPMENT LOANS

Homebuying Assistance - A Pilot Program!

Swelling home prices and climbing interest rates make it exponentially more challenging for hardworking middle-income households to achieve the dream of homeownership. This year MB&T proudly participated in the FHLB's Middle-Income Downpayment Assistance (MDPA) matching grant pilot program. Qualified middle-income first-time homebuyer recipients receive up to \$50,000 to be used towards a downpayment and closing costs, and MB&T is excited to have been able to sponsor two grants for Central Coast homebuyers to purchase their first home!

"The Middle-Income Downpayment Assistance Program helped make my dream of homeownership a reality. As a first-time homebuyer, it was difficult envisioning myself purchasing a home at this time and within our area. The program assisted with my downpayment and working with my Agent and Lender, we were able to secure the grant within 30 days!"

MARIO BARAONA

MB&T, the Central Coast's Conduit for Federal Home Loan Bank (FHLB) Grants

Montecito Bank & Trust partners with, and applies on behalf of, local affordable housing developers and community development organizations to secure vital Affordable Housing Program (AHP) and Access to Housing and Economic Assistance for Development (AHEAD) grant funding. We are proud to witness the impact of these partnerships come to life!

Rescue Mission Alliance's Angel House - \$600,000

Nestled in Oxnard, CA, this transformative project encompasses 37 units of transitional housing, while also integrating foundational social service programs for individuals and families facing homelessness. Angel House will focus on breaking the cycle of alcohol and drug dependency, aiding those with mental health needs, imparting essential life skills and providing aftercare support for sustained independence.

Peoples' Self-Help Housing Corporation's The People's Place - \$1,000,000

Located in Santa Paula, CA, new lights will soon shine from this affordable housing project designed for families and farmworkers, complete with a community garden, barbeque area and playground. Notably, 11 of the 69 units are dedicated to extremely low-income households. Two full-time service coordinators will be available to assist residents and a 5,800-square-foot community room will serve as a hub for diverse educational services, including afterschool programs, English as a Second Language classes and financial literacy training.

\$50,000 AHEAD Grant

Santa Ynez Chumash Learning Center Homework Club

This grant will support tutors for the homework club program, and all-inclusive, culturally designed, academic assistance and enrichment program for Native American youth residing on or near the reservation.

Community Dividends®

The kickoff to the Season of Giving!



MB&T Executive Team

Community Dividends debuted in November 2003 to recognize and support the inspirational leadership and impact of 100 local nonprofits.

A unique tradition that stands the test of time, Community Dividends really is the most exciting part of our year! For Michael Towbes, it was his favorite day, because it was the culmination of the success of MB&T, the recognition of the essential role nonprofits have in supporting and developing communities and his desire to motivate other businesses to give back in their own way.

Our Community Dividends grants are given out of immense gratitude for the nonprofit organizations and the leaders who help advance and shape the organization's impact on the communities they serve. This investment in the nonprofit community is built on and driven by the success of the Bank and our ongoing commitment to the essential work of the nonprofit sector. The palpable energy at the luncheon each November is a wonderful celebration of time, treasure and talent, and the perfect way to kickoff the season of giving and gratitude!

MT Community Impact Dividend Reaches Five Years!



Created in 2019 to honor the impactful legacy of our Founder, this annual dividend of \$100,000 is intended to make a meaningful impact on the communities by helping the nonprofit recipient/s deliver critical and sustainable services to a large number of the most vulnerable individuals and families in Santa Barbara and Ventura Counties. Since its inception, the Michael Towbes Community Impact Dividend has channeled a total of \$1,025,000 to 14 organizations, showcasing how community leadership can lead to tangible, life-changing results.

Awarded at Community Dividends, the Impact Dividend has provided crucial support for basic needs, sustained essential services during a global pandemic, spearheaded housing initiatives at a time when affordable housing availability has reached historic lows and facilitated medical access for those seeking mental and physical assistance. The effects of this program have even rippled outward beyond our local markets, with some recipient organizations having their resulting frameworks poised for adoption nationally.

2023 Recipients - \$100,000

CHILDREN'S RESOURCE & REFERRAL (CRR)

The **CRR Child Care Expansion and Steps to Licensing Program** will recruit, train and provide technical assistance and grants to family child care providers, with emphasis on low-income, under-represented women, creating new jobs and available child care spaces.

2019	\$100,000
	SANTA BARBARA RESCUE MISSION
2020	\$175,000
	CALM
	COUNCIL ON ALCOHOLISM & DRUG ABUSE
	GOLD COAST VETERANS FOUNDATION
	ORGANIC SOUP KITCHEN
	SANTA YNEZ VALLEY PEOPLE HELPING PEOPLE
2021	\$150,000
	HOUSING TRUST FUND OF SANTA BARBARA COUNTY, INC.
	SANTA BARBARA NEIGHBORHOOD CLINICS
2022	\$500,000
	20TH COMMUNITY DIVIDENDS
	THE ARC FOUNDATION OF VENTURA COUNTY
	COMMUNIFY
	DOCTORS WITHOUT WALLS - SANTA BARBARA STREET MEDICINE
	PACIFIC PRIDE FOUNDATION
	PEOPLES' SELF-HELP HOUSING CORP.

LIVINGSTON MEMORIAL VISITING NURSE ASSOCIATION

The **Grief & Bereavement Program** provides counseling services and support groups to those dealing with grief and loss. The **Latinx/Hispanic Capacity Building Program** seeks to create lasting change in and provide equitable access to quality healthcare for Latinx/Hispanic adults in Ventura County by being more culturally responsive.

MT Community Impact Dividends in Action

In 2022, this program provided \$500,000 across five nonprofit organizations. Join us in celebrating how two of the organizations put the funds to work across our communities this past year!

Pacific Pride Foundation (PPF)



PPF received a \$100,000 grant to help them kickstart a transformational shift to become a bilingual organization by 2024. PPF launched the innovative LGBTQ+ Language Justice Project to **ensure that all Santa Barbarians can access vital social and behavioral health services, especially the underserved communities among us**, by improving language accessibility for the health, wellness and supportive services they provide.

Accomplishments include:

- Bilingual promotion of the Pacific Pride Festival;
- The Pacific Pride Festival stage was interpreted in both Spanish and Mixteco, as well as ASL;
- Committee meetings and programs are interpreted by hired interpreters as needed;
- Santa Maria Movie Night pre-party included remarks in English and Spanish and was attended by monolingual Spanish-speaking clients;
- Strategic planning process expanded to include constellation groups for Latine populations to discuss services and language access;
- Addiction response and support programming is now bilingual, and features image and graphic based communication to further reduce language and literacy barriers



Effectively transforming an organization is not a simple feat without also hiring the necessary expertise. By hiring bilingual staff, PPF has been able to ensure the necessary end-to-end support for deploying their broad and growing scope of bilingual programming. Doing so has also facilitated the expansion of their 2024 strategic planning process to include constellation groups for Latine populations to discuss services and language access.

"This award has been a catalyst for transformative change. PPF was interested in becoming a bilingual organization, but this supercharged our efforts. We were able to hire bilingual staff, build translation into our website, annual report and written and fundraising communications. We now have a Spanish language counseling program including a bilingual clinical supervisor and counselors. PPF will now be a transformed organization as it relates to language access for Spanish-speaking LGBTQ+ people in our region."

KRISTIN FLICKINGER
Executive Director, Pacific Pride Foundation

The Arc Foundation of Ventura County



Since 1989, the Arc Foundation of Ventura County has been empowering county residents with intellectual and developmental disabilities, **helping them embrace a life of opportunity, well-being, freedom, inclusion and contribution.** Employment for these individuals means much more than simply a paycheck, it is a source of pride and self-confidence and provides a sense of inclusion and purpose.

The 2022 Michael Towbes Community Impact Dividend allowed the organization to expand their Employment Program to include people ages 16–21 who are preparing to finish school and join the workforce.

Accomplishments include:

- Increasing student and parent awareness;
- Expanding partnerships with local schools and agencies;
- Establishing new potential employers as well as job training partners and paid internships



A Sweet Success!

Russell successfully completed the program's work readiness education courses and over 100 hours of on-the-job training, while maintaining his grades as a full-time student at Ventura College. Today, Russell works at CALFIRE in Camarillo as a kitchen assistant and continues his full-time studies in pursuit of an Associate's Degree. "My experience in STEP and after has been great! Before participating in the program, I did not have any work experience and was very nervous about working. I really liked STEP because I was able to learn at my own pace with my Job Coach. After I completed the program, the Arc staff enrolled me in another program so that I can continue working at CALFIRE and earn money. I am also a full-time student at Ventura College and I feel really good about myself now that I have a job that earns money so I can pay for my school expenses and help my family as well. I want to say thank you to everyone who was a part of the STEP program and helped me."



"With the generous award from Montecito Bank & Trust, we have been able to develop the infrastructure for this new program, increase our audience reach and participation. We also shared the award with the Alpha Resource Center of Santa Barbara, to help expand our partnership and collective impact."

JOSEPH PAUL
Executive Director, The Arc Foundation of Ventura County

2023 Community Dividends Recipients

ARTS & CULTURE - 27.9%

California Avocado Festival
California Missions Foundation
Camerata Pacifica
City of Oxnard - Multicultural Festival
Community Arts Music Association of Santa Barbara, Inc.
Congregation B'nai B'rith
Elverhoj Museum of History & Art
Ensemble Theatre Company
Ganna Walska Lotusland
Jewish Federation of Greater Santa Barbara
Lobero Theatre Foundation
MOXI, The Wolf Museum of Exploration + Innovation
Museum of Ventura County
Music Academy of the West
New West Symphony Association
Old Mission Santa Barbara
Old Spanish Days
Opera Santa Barbara
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 Barbara Zoological Foundation
Santa Cruz Island Foundation
Santa Maria Valley Discovery Museum
Santa Ynez Valley Historical Museum & Carriage House
Solvang Danish Days
Solvang Theaterfest, Inc.
State Street Ballet
Studio Channel Islands Art Center
The Lynda Fairly Carpinteria Arts Center
UCSB Arts & Lectures
Ventura County Library Foundation
Wildling Museum of Art and Nature

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
Gwendolyn Strong Foundation
James Storehouse
Laguna Blanca School
Maggio's Shoes
Mixteco/Indigena Community Organizing Project
Moorpark College Foundation
Safety Town of Santa Barbara County
Santa Barbara County Education Office
Santa Barbara Education Foundation
Santa Barbara Middle School
Santa Barbara Police Activities League
Santa Maria Valley YMCA
Scholarship Foundation of Santa Barbara
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
Tina Hansen McEnroe & Paul V. McEnroe Reading and Language Arts Clinic at UCSB
UCSB Economic Forecast Project
United Boys & Girls Clubs of Santa Barbara County
United Way of Santa Barbara County, Inc.
United Way of Ventura County, Inc.
Ventura College Foundation
Westmont College
Wilderness Youth Project
Youth and Family Services YMCA:
Noah's Anchorage Youth Crisis Center

SOCIAL SERVICES - 26.8%

2nd Story Associates
Alano Club of Santa Barbara, Inc.
Angels Foster Care of Santa Barbara
Bethania Tuesday Food Distribution
CALM
Casa Pacifica Centers for Children and Families
Children's Resource & Referral
CommUnify
Community Conscience / Under One Roof
Court Appointed Special Advocates of Santa Barbara County
Court Appointed Special Advocates of Ventura County
Dignity Moves
Domestic Violence Solutions for Santa Barbara County
Dream Foundation
Easy Lift Transportation
Family Service Agency of Santa Barbara County
Fighting Back Santa Maria Valley
Food From The Heart
Foodbank of Santa Barbara County
Fr. Virgil Cordano Center
Friendship Manor Inc.

Gold Coast Veterans Foundation
Habitat for Humanity of Southern Santa Barbara County
Habitat for Humanity of Ventura County
Hearts Aligned Inc.
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.
Kids & Families Together
LEAP
Legal Aid Foundation of Santa Barbara County
Momentum WORK, Inc.
New Beginnings Counseling Center
New Directions for People with Disabilities, Inc.
One805
Organic Soup Kitchen
Oxnard Housing Authority
Pacific Pride Foundation
Partners In Housing Solutions, Inc.
Peoples' Self-Help Housing Corporation
Project Understanding of San Buenaventura
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
Special Olympics Southern California - Santa Barbara Region
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
Unity Shoppe, Inc.

PathPoint
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
Santa Ynez Valley Cottage Hospital Foundation
Santa Ynez Valley Therapeutic Riding Program
Solvang Friendship House
Surgical Eye Expeditions (SEE) International
Teddy Bear Cancer Foundation
Ventura County Medical Resource Foundation
VNA Health Foundation

OTHER - 6.6%

C.A.R.E. 4Paws
Community Environmental Council
Environmental Defense Center
Leading From Within
MOVE Santa Barbara County
National Disaster Search Dog Foundation
Santa Barbara Bucket Brigade
Santa Barbara Channelkeeper
Santa Barbara Foundation
Santa Barbara Humane
Santa Maria Police Council
The Land Trust for Santa Barbara County
Ventura Land Trust
Women's Economic Ventures
Women's Fund of Santa Barbara

YOUTH & EDUCATION - 21.2%

ADL (Anti-Defamation League)
Santa Barbara/Tri-Counties
AHA! (Attitude. Harmony. Achievement.)
Big Brothers Big Sisters of Ventura County, Inc.
Boys & Girls Club of Greater Ventura
Boys & Girls Clubs of Greater Conejo Valley
California State University Channel Islands Foundation
Carpinteria Education Foundation, Inc.
Channel Islands YMCA
City Impact, Inc.

HEALTH & MEDICAL - 17.5%

Alpha Resource Center of Santa Barbara
Alzheimer's Association
California Central Coast Chapter
American Indian Health & Services
Atterdag at Home, Inc.
Atterdag Village of Solvang
Breast Cancer Resource Center of Santa Barbara
Cancer Foundation of Santa Barbara
Cancer Support Community
Valley/Ventura/Santa Barbara
Casa Serena, Inc.
Cornerstone House of Santa Barbara
Council on Alcoholism and Drug Abuse
Direct Relief
Goleta Valley Cottage Hospital Foundation
Hearts Therapeutic Equestrian Center
Hillside
Hospice of Santa Barbara, Inc.
LifeChronicles
Livingston Memorial Visiting Nurse Association
Make-A-Wish Tri-Counties
Mental Wellness Center



\$1M
TOTAL
DONATIONS



195
NONPROFITS
IN 2023



21
YEARS OF
GIVING BACK

Anniversary GrantsSM

Nonprofit giving chosen by MB&T Associates

On March 17th, more than 115 MB&T associates, nonprofit representatives and media partners gathered in our Downtown Santa Barbara branch for the 31st Anniversary Grants celebration honoring the 10 local nonprofits hand selected by our associates. Each of these deserving nonprofits received a \$3,000 donation as well as a one-minute video about their organization and the work they do to make the community better.



"I am grateful for the positive impact the female-owned Youth Empowered Sports Gym has had on the Santa Ynez Valley community, and with my 14-year-old son. They provide a stable and safe place for kids to go where they are encouraged to build strong bodies and minds, and as a result, build confidence in themselves."

BROOKS KOHNE
FVP / Director of Marketing and Product Development



"Film is a huge passion of mine. SBIFF's Education Program provides FREE mentorship with industry professionals. The Film Festival is more than just an annual event but a nonprofit with a calendar's worth of educational experience and inspiration for our local youth in their creative endeavors."

DAVID CATER
AVP / Art Director

Jerry Parent Anniversary Grants Legacy Award

Honoring the legacy of a MB&T Founder



In 2020, the Jerry Parent Anniversary Grants Legacy Award was introduced to honor the decades-long selfless community contributions of long-time Board Director, Jerry Parent. The award is intended to recognize organizations that create sustainable change and positive impact.

The 4th annual recipient of the Jerry Parent Legacy Award recipient is **the Anti-Defamation League Santa Barbara/Tri-Counties**. The work of the Anti-Defamation League has always been important but in recent years, their work to stop bigotry and hate in our community has been more important than ever.

2023 Recipients & Advocates



ANGELS FOSTER CARE
OF SANTA BARBARA
Davina Gomez



ANIMAL SHELTER
ASSISTANCE PROGRAM
Destinee Cannon



CLU - CENTER FOR
NONPROFIT LEADERSHIP
Ali Sadreameli



LOMPOC THEATRE
PROJECT
Bijan Ghammaeghami



PAGE YOUTH
CENTER
Sara Stokley



ROYALS THEATER
PRODUCTION FUND, INC.
Viara Vachovska



SB INTERNATIONAL
FILM FESTIVAL
David Cater



SOLVANG
SENIOR CENTER
Linda Johansen



THE HORSE
PROJECT
Sarah McLelland



YOUTH EMPOWERED
SPORTS CLUB
Brooks Kohne

Jerry Parent Legacy Award



ANTI-DEFAMATION LEAGUE

Volunteering

Everywhere the MB&T logo is displayed it symbolizes more than just a financial institution — it represents a collective force of dedicated individuals who personify community leadership.

Lauded for our unwavering commitment to hands-on community support, MB&T stands as a testament to the spirit of volunteering. From serving on boards to participating in community clean-up events and nonprofit fundraising support, MB&T associates invest countless hours helping to nurture the vibrancy and prosperity of our local communities. This dedication is one of the many reasons clients entrust their financial relationships with MB&T and it's a driving force behind the associates who choose to work here.

In addition to the thousands of hours that Bank associates volunteer through board service and other community efforts, our volunteer program contributes nearly 500 hours annually to nonprofit fundraisers and events. Bank associates frequently spend their Friday and Saturday nights helping to facilitate nonprofit event registrations, oversee auctions and manage auction checkouts which ultimately helps to raise hundreds of thousands of dollars each year to support the critical work they do in our community.



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

"Being able to work for a company that actively encourages me to give back is amazing. I love getting out there and participating, for me it feels like I am making an impact on the world around me and that I am helping make the world a better place."

ASHLEY BRABHAM
Personal Banker, Goleta



"Giving back to the community is a pillar of my character. I grew up in a small, very under-resourced community in Los Angeles. As I got older, I spent my time giving back through after school programs, community events and summer programs. A lot of who I am comes from the strong-willed volunteers who helped show me the way. I feel lucky to have found a career with a local company who supports community engagement."

ASHLEY FERNANDEZ
Sales Associate



"The Bank actively supports numerous nonprofits within our community, including those cherished by its employees. Personally, I choose to contribute to the various science, arts and sports programs at my children's schools, as I strongly believe in the positive impact on their mental and physical well-being."

VIARA VACHOVSKA
VP / Senior Portfolio Manager



"I consider it a great honor to be able to volunteer and make a positive impact on people's lives, and to be part of an organization that enthusiastically supports those efforts. It is a tremendous opportunity to move beyond ordinary day-to-day tasks, and do something important."

ROGER GILBERT
VP / Government Guaranteed Lending Manager



5,400+
TOTAL HOURS



575+
HOURS AT
NONPROFIT EVENTS

"In addition to my financial donation, I support Santa Barbara Meals on Wheels as a volunteer driver and board member. My donation helps to provide both nutrition and personal interaction in support of the client's efforts to live independently, with dignity, for as long as they are able."

JUDY MILAM
SVP / Senior Trust Officer



176
NONPROFITS SERVED



52
ASSOCIATES ON BOARDS

"Volunteering is always a different adventure. You never know what you might get to experience! I also enjoy meeting and getting to know other Bank associates on a more personal level."

OLIVIA BROWN
Mortgage Loan Originator

Cyber Literacy

Defense in Depth

With over 3,500 known active threat groups globally, maintaining a strong cybersecurity posture is critical to organizations, businesses and individuals alike.

The frequency of attacks, estimated to occur every 11 seconds in 2023, is increasing, and the creativity of the fraudsters seems to know no limits, making it imperative that cybersecurity defense is a priority for everyone, everywhere. At the office, employees actually account for opening 28% of emails impersonating a co-worker or vendor, and reply to 15% of them! Such Business Email Compromise (BEC) attempts account for over \$2 billion in losses by US companies in 2022.

When you look at the numbers it's easy to appreciate the need for a "Defense In Depth" strategy. From firewalls and antivirus software to employee training and regular security audits, there are practices both simple and complex a business or organization can implement. As part of our commitment to making the communities we serve better places to live and work, our associates frequently give presentations to local nonprofits, retirement homes and even our very own MClub! *If you're interested in a workshop, contact us by visiting montecito.bank/cyber/*

"MB&T associates are trained to recognize many different types of fraud and are a source of information for the community. On a monthly basis, Senior Fraud Specialists from MB&T appear on the SB District Attorney's office podcast, Scam Squad. This free podcast features current fraud scams that are affecting our communities."

SHAWN DYER
AVP / Senior Fraud Specialist

By the Numbers

40%  CYBER ATTACKS TARGET SMALL BUSINESSES

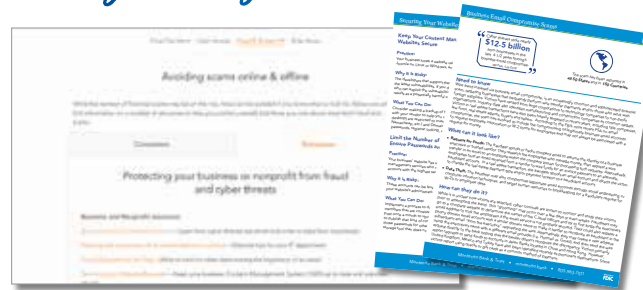
87%  OF SMALL BUSINESSES HAVE CUSTOMER DATA THAT COULD BE COMPROMISED IN AN ATTACK

22  DAYS
AVG. INTERRUPTION TO NONPROFITS AFTER A RANSOMWARE ATTACK

40%  BUSINESSES HAVE SOME FORM OF CYBER SECURITY INSURANCE

300  BILLION
PASSWORDS WILL BE USED GLOBALLY

Safeguard yourself!



Check out our handy materials online or ask for them at the branch.



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

  **\$4M**  
PREVENTED LOSSES
BY MB&T ASSOCIATES TO DATE IN 2023

How do you Compare?

75% ORGANIZATIONS DO NOT MONITOR THEIR NETWORKS

80% ORGANIZATIONS DO NOT HAVE CYBER SECURITY PLANS

90% ORGANIZATIONS DO NOT TRAIN STAFF REGULARLY ON CYBER SECURITY

Attacks can be costly:

- Identify theft
- Reputation harm/loss
- Precious funds have to be used to recover data
- Disruption in the ability to carry out activities
- Exposing sensitive data on donors & stakeholders

FUN FACT

The first computer virus, Creeper, was named after a Scooby-Doo cartoon show character. Creeper was written in 1971 by BBN computer programmer Bob Thomas as an experiment in self-duplicating code.



Sources: cybersecurityventures.com/cybersecurity-almanac-2023
blog.knowbe4.com | cyberseek.org | boardeffect.org | forbes.com

Financial Literacy

Each year, dozens of enthusiastic associates – subject matter experts – dedicate hundreds of hours to teach thousands of students and adults about the importance of saving, money management and financial planning.

Starting the conversation about smart saving, responsible spending and using credit wisely is important to help children, teens and young adults navigate their financial futures and be prepared to make smart choices along the way. Financial literacy knows no age limits, and our curriculum's evolution now encompasses a dedicated focus on saving and investing for the future, catering to the enrichment of older adults as well. The Bank offers three formats for classes: educators and nonprofit leaders are able to request live, in-person or virtual classes, or alternatively, they can choose from an array of prerecorded lessons to share with their students or clients.

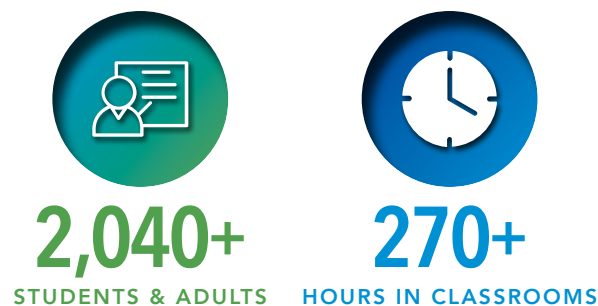
Some of the ways associates share their expertise includes the American Bankers Association's Teach Children to Save Day during April, United Way's Fun in the Sun summer program, bilingual adult-centric classes on budgeting with the Housing Authority of the City of San Buenaventura, and sharing lessons on fraud prevention with seniors at retirement homes. Passionate about educating our community, it's one of the many ways our associates do their part to make the communities we serve better places to live and work.



If your school/organization is interested in a class, submit a request at montecito.bank/volunteer.

NEW Mobile App for Kids!

Underscoring our commitment to youth financial literacy, this December MB&T is introducing a new mobile app dedicated to kids ages 11–17 and their parents. Convenient and complimentary for clients, the app teaches kids about smart financial management through real-world experiences (think chores, rewards &



"The best part about sharing financial knowledge with people like UCSB students, Housing Authority of the City of Santa Barbara residents and Chumash Tribal Youth is the feeling that in some small way we are imparting positive change. Benjamin Franklin said it well: "An investment in knowledge pays the best interest." "

JENNIFER STRONG
Wealth Advisor

recognitions, saving for the next video game or going to a movie with friends) and includes a prepaid debit card, immersive game experience and parental controls. **It's an entertaining, all-in-one, best-in-class family banking tool and education platform.** 🙌💰📱

Preparing Young Adults

MB&T partners with several different nonprofits (Mission Scholars, Program for Effective Access to College (PEAC) and Resilience, Education, Adventure, Community, and Health (REACH)) that support first-generation and low-income youth along their path from high school to university. Bank associates provide financial literacy classes to help prepare them for the different financial decisions, transitions and opportunities that lie ahead.

In addition to the classes taught, the Bank expanded its student account program and opened over 75 accounts for freshmen in the PEAC program at Dos Pueblos, San Marcos and Santa Barbara High Schoolst. The Bank held family nights to open the accounts with \$50 from the Audacious Foundation and will provide a one-time \$25 savings incentive to students who save for 6 months.



Brianna Aguilar teaching Mission Scholars students



Teaming up with PEAC to support local students

"I liked learning about compounding interest and how it could build up money faster. It was also helpful for my parents to see the different available options for them to save money. My parents liked that it was a bilingual presentation."

SANTA BARBARA HIGH SCHOOL PEAC STUDENT



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Behind every great community is a great bank.®

MONTECITO.BANK | @MONTECITOBANK

