



## JOSEPH W. HIGGINS

*FIRM: HYANNIS COOPERATIVE BANK, CAPE COD, MASS.  
BORN: HYANNIS 1922  
EDUCATION: MT. HERMAN; BRISTOL AGRICULTURAL  
SCHOOL; MASS. STATE*

Someone recently asked the boss at Cape Cod's second largest bank what training he had had for banking and he answered by saying, "You start by getting a good solid education in farming; then you spend some time as a carpenter; you run a fishing boat; and you finish your training with graduate work as a police chief."

The executive officer of the \$46 million Hyannis Cooperative Bank admits to a varied background and also admits when he was offered the post in 1954 as branch manager of the Orleans office it wasn't a popular choice with many people, "What does a police chief know about banking", they murmured. The Orleans branch went from \$1.1 million to \$13 million in Joe's two year hitch, which at least proved that he did learn fast about banking.

Joe worked his way through school as a farmer, entering the Marine Corps in 1941 visiting Salpan and Iwo Jima before returning to Orleans as a carpenter in 1945. After serving eight years as the Orleans police chief, Joe was offered the post as Orleans branch manager.

Today, Hyannis Cooperative is the fourth largest Cooperative in the state. "Money is not tightening down here, especially since the summer is always our greatest deposit period. We are receiving 7% on commercial mortgages and 8 1/2 on residential. We like participations and have some money available for commercial developments. The Cape is a steadily growing area and we are growing right along with it."

An ardent Red Sox fan, Joe is married with three children. Also a boating and fishing fan, he is a Mason, a member of the Odd Fellows and a director of the Mass. Taxpayers Association. A member of the Cape Cod Board of Realtors, Joe feels this association is one of the reasons his bank has been so successful.