



## Message from Ed

It is with great pride that we mark the fourth anniversary of Bank of San Francisco with the launch of Bay Bulletin! I hope you will take a few minutes to read the newsletter to get an update on industry information, our activities in the community, new product and service offerings and various client activities. Through our newsletter, I also look forward to having you get to know the Bank of San Francisco team.

Over the past four years, I have been increasingly asked about the economy, the banking industry in general and Bank of San Francisco in particular. Are we making loans? Is it more difficult to get loans? What about SBA loans? While many competitors in our industry are experiencing turmoil and restructuring due to the stressed economic conditions and less than sound lending practices, Bank of San Francisco is very much "in the market".

We continue to see great opportunity to assist the privately-held companies, their owners and senior managers, professionals, entrepreneurs, private schools and other non-profits that make up our target clientele. During these difficult times, Bank of San Francisco has done well due to the hard work and experience of our staff coupled with the ongoing referrals we have received from our investors, directors, advisory council members, clients and financial professionals. We have found that our clients and prospects appreciate the high level of service and experience that our bankers offer. They also value our philosophy that "the buck stops with us".

These underlying principles have allowed our bank to outperform our peer group. Since the year 2000, there have been 19 community banks founded in the Bay Area. Two have been acquired by larger banks. Of the remaining 17, Bank of San Francisco is one of only three that were profitable in 2008. Our profitability has continued each month in 2009, and our loan portfolio continues to be sound.

Thank you to all who are part of the Bank of San Francisco family and have helped us build a great foundation over the past four years. I am proud to be part of this winning team!

Sincerely,

Ed Obuchowski  
President & CEO

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**YOUR** bank.

## Our Community

From January to March 2009, Bank of San Francisco employees volunteered with Junior Achievement of Northern California to teach students about the value of free enterprise, business and economics at a local school. Bank employees volunteer annually at St. Mary's Chinese Day School, located in San Francisco's Chinatown. At the school, bankers share their enthusiasm and experience while teaching kindergarten to 8<sup>th</sup> grade students the economic facts of life.

Senior Vice President and continuing volunteer, Gerry Klein, joined in the fun in Ms. Becky Wong's fifth grade class. "JA is a wonderful opportunity that allows both the teachers and the students to take a break from their normal routines. Both end up looking forward to the weekly JA sessions." Klein's fifth grade class visited the Bank recently and had an opportunity to see and learn about the integral departments and functions of a commercial bank. What was of particular interest to the fifth graders was the bank's vault!

Bank of San Francisco has been a proud volunteer and fundraising partner of Junior Achievement since 2006. Junior Achievement is the world's largest organization dedicated to teaching economics to K-12 students and preparing them for the real world by inspiring young people to succeed in a global economy. Over 106,000 students in 19 counties are served by Junior Achievement of Northern California.

**To get involved, make a donation, or learn more about Junior Achievement of Northern California, go to [www.janorcal.org](http://www.janorcal.org) or call 925-465-1068.**

## Looking to Buy a Building for Your Business?

With commercial real estate prices at their lowest level in several years, many small business owners are looking to purchase a building to house their operations. What type of financing is available to the small business? How do a 10% down payment, below-market interest rate and 20-year repayment term sound? These are just a few of the attractive features of SBA 504 financing. Even more attractive is the fact that SBA has reduced the loan fees as part of the Federal Stimulus Program. This loan program has been in existence for over 25 years and has helped thousands of small business owners control their occupancy expense. Interested? Bank of San Francisco is a preferred SBA lender and can help determine if this is the right fit for your business. Call us today!

## The Future Is Now

We welcome the newest addition to the Bank of San Francisco family! Tim and Melissa Rosenthal brought 7 lb. 15 oz., 21 inch Jack Rosenthal into the world on March 23. Proud Dad Tim projects Jack as a first or second round draft pick of the Minnesota Vikings and

then President of the Bank following his all-pro career.



Jack Edward Rosenthal, 4 months



## BauerFinancial, Inc.'s Five Star Rating

BauerFinancial, Inc. (Bauer), a rating agency founded in 1983 which gives unbiased ratings for independent banks, has released its latest ratings, awarding Bank of San

Francisco 5-stars, Bauer's highest rating.

Some of the criteria used in determining a bank's rating include: capital ratio, profitability/loss trend, level of delinquent loans, charge-

offs, historical data and liquidity.

Of the community banks established in the Greater Bay Area since 2000, only two were awarded the 5-star rating and only one

bank was awarded a 4-star rating.

At Bank of San Francisco, we work hard to earn your business and protect your assets. We are pleased that Bauer agrees.