

*Partnership. Service. Trust.*

# UNITED AMERICAN BANK

Volume Four • Issue Twelve

## Premier Performance

The Findley Report ranked United American Bank Premier Performing. The ranking is established with criteria that rates California banks on total deposits, loan performance, net operating income and average total assets, which are believed to be key indicators of overall management and policy direction.

"It's always good to hear when a credible authority recognizes the dedicated work of the United American Bank staff and Board of Directors. It pleases me to know that nothing is sacrificed in the delivery of our services; we are still fulfilling our mission to build relationships with superior customer service," said John Schrup, President and CEO. "It's really an honor to have the Bank recognized by The Findley Group as a premier performing bank in California." For more information, [www.findley-reports.com](http://www.findley-reports.com).

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## United American Bank Shows Trend for Growth

Here we grow again. The Board of Directors and Executive Team of the Bank have been busy over the summer.

Every quarter since the Bank's inception in 2003, total assets have grown. Continuing this trend requires a watchful eye and a team of experienced bankers. Total assets grew to \$224.8 million as reported in the second quarter financial earnings report for the period covering April 1 through June 30, 2007, compared to \$169 million for the same period in 2006.

The Board of Directors grew with the vote to add of Jay Paul Leupp this summer. John C. Schrup, President and CEO noted, "Jay's business philosophy and commitment to the community reflects the same values we use to guide the decisions we make at the Bank. One example is his commitment and involvement in education which is truly notable. I'm looking forward to working with Jay on the Board."

Mr. Leupp is the Chairman of the Board of Regents for Santa Clara University, a policy board member for the Fisher Center for Real Estate at the University of California Berkeley, and a board member for Chaminade College Preparatory. Read more about Jay inside this issue.

The Executive Team grew with the addition of Frank M. Bartaldo, Jr. and



*The Bank will open this fall at 2400 Broadway, Redwood City. Architectural rendering of the new Mid-Peninsula Regional Office.*

the Management Team grew by bringing Glen Nissen over from Mid-Peninsula Bank, formerly Bay Area Bank. Glen will open and manage the Bank's new Redwood City location. You may know Frank as the former President and CEO of Bay Area Bank in Redwood City. "Frank is going to help us take United American Bank to the next level of banking excellence as we continue to grow and expand on the Greater Peninsula and Silicon Valley," said John Schrup, "I've known Frank for many years and couldn't be happier to have someone of his caliber join the Bank. Frank's experience and sterling reputation in the community fits well with our core values and business philosophy – we're proud to have him on our team." Read more about Frank and Glen inside.

It is time to grow by one more office now that a team has been identified and acquired for the Mid-Peninsula Regional Office. Look for the new office to open on Broadway in Redwood City this fall. "We've wanted to be in Redwood City for a long time," Chairman of the Board, Margaret Taylor said. "The timing couldn't be better and the team will assure the office has a great start. Speaking for the Board of Directors, I can tell you we are very excited about this."

Many of the United American Bank's key officers, directors and investors have ties to Redwood City where they are looking forward to the opportunity of creating meaningful relationships. As a community based financial institution, the Bank will continue its tradition of local decision making with customized solutions for clients.

**Frank M. Bartaldo, Jr.**  
Executive Vice President and Chief  
Administrative Officer

Frank M. Bartaldo, Jr. joined the Bank as Executive Vice President and Chief Administrative Officer in July. Mr.

Bartaldo's distinguished career includes twenty-one years with Bay Area Bank, and serving as President and CEO from 1998 until June 2007.

Mr. Bartaldo is respected among leaders in the business community. He is a trust worthy

partner and known for putting together innovative banking solutions. He is also known as a true collaborator helping to make

things happen in the community. "It only makes sense to give back to the community where I work and I live," said Frank. "Community service is very important to me and I feel fortunate to be able to contribute in a meaningful way. I'm looking forward to working with the experienced team in place at United American Bank and helping to create the kind of success that will allow the bank to continue to play a vital role in the community."

Frank is a past president and current director for the Redwood City San Mateo County Chamber of Commerce, a director for the Redwood City Downtown Association, past president of the Sequoia Health Services (Sequoia Hospital), past director of the Sunny View Lutheran Home, and past president and current director of the Sequoia YMCA, among other volunteer



leadership positions. "Frank's relationships with business, civic and community leaders speaks to the character, integrity and quality Frank brings to every encounter. These are the qualities we value at the Bank," remarked Margaret Taylor, Chairman of the Board. "I speak for the Board

when I express our confidence in Frank and how pleased we are that he joined our Executive Team."

Mr. Bartaldo received a Bachelor of Science in Business Administration from Chico State, and served in the US Army Reserve from 1971-1977. Frank and his wife Kathy have been married for 34 years and lived in Foster City the past 31 years where they raised their two daughters.

You can reach Frank at 650-579-1573 or [fbartaldo@unitedamericanbank.com](mailto:fbartaldo@unitedamericanbank.com).

**Glen Nissen**  
Senior Vice President and Mid-  
Peninsula Regional Office Manager

Glen Nissen recently joined United American Bank as Senior Vice President Commercial Lending and Mid-Peninsula Regional Manager. He is a veteran banker with over twenty-five years of experience in commercial lending in the local area. He most recently was Senior Vice President and Chief Credit Officer at Mid-Peninsula Bank (formerly Bay Area Bank) in Redwood City where he had worked for the past six years.

"I'm looking forward to having Glen continue to serve the local banking needs for United American Bank," said Frank Bartaldo. "As the Mid-Peninsula Regional Manager, Glen will provide the same great service to his clients he always has."

The Nissen family has a long history of banking in the Mid-Peninsula area. Glen's father spent most of his career working at Wells Fargo Bank in San Carlos.

Prior to joining Bay Area Bank, Glen worked at Comerica Bank (formerly University National Bank) in Palo Alto. Glen previously held positions at Wells Fargo Bank in San Francisco, San Jose, and on the Peninsula.



Glen is a past president and current director of the San Carlos Chamber of Commerce. He also volunteers as a member of the Corporate Advisory Council of Youth and Family Enrichment Services and as a member of the Ways-to-Work Loan Committee of Family Service Agency.

Glen received a Bachelor of Arts degree in Economics from the University of the Pacific and a Master of Business

*Glen is a veteran banker with over twenty-five years of experience in commercial lending in the local area.*

Administration from Santa Clara University. Glen and his wife Mary have lived in San Carlos for the past thirty years. They have three children, all of whom also graduated from Santa Clara University.

In his spare time, Glen enjoys traveling and his season tickets with the San Francisco Giants. You can reach Glen at [gnissen@unitedamericanbank.com](mailto:gnissen@unitedamericanbank.com).

**United American Bank**

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**Executive Team**

**John C. Schrup**, President  
& Chief Executive Officer  
**Frank M. Bartaldo, Jr.**, Executive Vice  
President, & Chief Administrative Officer  
**Gerald Brown**, Executive Vice President  
& Chief Financial Officer

**William R. Walters**, Executive Vice President  
& Chief Credit Officer

**Patricia A. Torres**, Executive Vice President,  
Operations Administration

**Headquarters**

**Geraldine Felix**, SVP  
Construction Loan Department  
**Steve Dworetzky**, SVP Business Development  
& Community Relations  
**Noel Gay**, SVP Relationship Manager  
**Sandra Kaul**, SVP Branch Operations  
**Robert Mazza**, SVP Construction Lending

**Angelique Randolph**, SVP  
Note Department  
**JoAnn Gast**, VP Relationship Banking  
**Nancy Bush**, VP Relationship Banking  
**Sharon Ingram**, VP Client Service Manager  
**Joseph Simoni**, VP Compliance Officer  
**Judith Anderson**, VP  
Executive Administrative Officer  
**Andrea M. Kaeo**, VP Construction Lending  
**Shahrazad Pantera**, VP Commercial Lending  
**Annie Bassig**, AVP Cash Management  
**Alicia Bello**, AVP Construction  
Disbursement Specialist

## Community Partnership Program

When everything is local, we are called to a higher standard.

The Board of Directors and management of United American Bank carry a deep sense of responsibility when it comes to our community. After all, our relationships are local, they are in the same communities we raise our families, enjoy our friends and serve our clients. It is not unusual to find members of the United American Bank family volunteering for charitable organizations, in the community and the schools.

At United American Bank, it is important to us that the organizations we support make a difference in the quality of life in our community. This program will give us a way to assure that we are contributing to qualified 501(c) 3 community organizations in meaningful and equitable ways. We will place an emphasis in serving the following areas:

**Youth:** We support programs that ensure a good education, and improve the health and safety of children and young adults in our communities.

**Education:** Our support is aimed toward programs that foster academic achievement for students, as well as parent effectiveness and professional staff preparation.

**The Arts:** We encourage community-based arts organizations that add diversity and culture in our communities.

**Community Development:** We all benefit from organizations that promote wellness and stability in our community, particularly, those benefiting seniors, minorities and low-to-moderate income individuals.

To learn more about United American Bank's Community Partnership Program visit [www.unitedamericanbank.com](http://www.unitedamericanbank.com).

## Trust and Wealth Management

Through an affiliate relationship with United American Bank, American Trust offers trust services and wealth management. Cathleen M. Colgan, Managing Director, Vice President and Trust Officer has offices located in United American Bank's San Mateo headquarters where she and her team are available to meet with clients. For more information call Cathleen at 650-579-1537 or visit [www.unitedamericanbank.com/wealth](http://www.unitedamericanbank.com/wealth).

Founded in 1911, American Trust is a member of ATBancorp®, a family-owned bank holding company headquartered in Dubuque, Iowa with over one billion dollars in assets. ATBancorp and many of its shareholders are founding investors in United American Bank.

## Jay Paul Leupp

Jay Paul Leupp was appointed to the Board of Directors on July 1. Mr. Leupp is the Managing Principal and Senior Portfolio Manager for Alesco Global Advisors located in San Mateo, California.

"We're very pleased to have someone of Jay's experience and success join the Board of Directors at this pivotal time of the Bank's growth and expansion", Margaret Taylor remarked. "Jay will complement the strengths of the current board members and bring a fresh perspective to our strategic planning."

*"We're very pleased to have someone of Jay's experience and success joining the Board of Directors at this pivotal time of the Bank's growth and expansion." ~ Margaret Taylor*

Mr. Leupp formed Alesco Global Advisors in March 2006, an SEC registered Investment Advisor focused on the real estate securities sector. Prior to launching his own firm, Mr. Leupp was the managing director of US REIT Research at RBC Capital Markets. His career includes the role of managing director of real estate equities at Robertson Stephens from 1994 to 2002; prior to that vice president with the Staubach Company and development manager with Trammell Crow Residential.



Mr. Leupp holds a degree in accounting from Santa Clara University and an

MBA from Harvard University; he is also a Certified Public Accountant. He was featured in the cover story for the April 2007 issue of Real Estate Portfolio as the top portfolio manager in the 2006 Stock Challenge with a 41 percent return. Mr. Leupp has guest lectured on REITS at Stanford University and the University of Berkeley. He has also been an invited commentator for CNBC, CNN Financial, Dow Jones, Bloomberg News, the Wall Street Journal, New York Times and Barron's.

Regina Bourne, AVP  
Central Operations Supervisor  
Bechy Mah, AVP Credit Officer  
Construction Lending  
Hayat Mariani, AVP Note Department

### South Bay Regional Office

333 West El Camino Real  
Sunnyvale, California 94087  
408-636-1900

Damon Doe, SVP Commercial Lending  
& South Bay Regional Manager

Michael Rose, SVP Commercial Lending  
Niki Wong, SVP Commercial Lending  
& SBA Portfolio Manager  
Craig Walsh, SVP Deposit Officer  
Suzanne Gray, VP Client Service Manager  
Ryan Edwards, VP Commercial Lending  
Valerie Fulton, VP  
Business Development Officer

### Coastal Regional Office

40 North Cabrillo Highway  
Half Moon Bay, California 94019  
650-712-5000

Gary Cakebread, SVP Commercial Banking  
& Regional Manager  
Concepcion Torres, AVP Client  
Service Manager

### Mid-Peninsula Regional Office (opening Fall 2007)


2400 Broadway Street  
Redwood City, 94063  
650-298-7000

Glen Nissen, SVP Commercial Banking  
& Regional Manager  
Gita Raza, VP Client Service Manager

### Board of Directors

Margaret A. Taylor,  
Chairman of the Board  
Frank A. Baldanzi, CPA  
Norman I. Book, Jr.  
James C. Chalmers  
John H. Clinton, Jr.  
Dennis C. DiSalvo  
William W. Hill  
Wallace A. Krone, Jr.  
Jay Paul Leupp  
John C. Schrup  
Nicholas J. Schrup, III  
Stephen A. Way  
Howard J. Weiland, CPA

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*F*ounded on the principles of Partnership, Service and Trust, United American Bank provides superior services for those who prefer a higher standard of banking. Stop by or call to find out how we can serve your business, personal and wealth management needs. Locally owned and operated, United American Bank puts the relationship back into banking. United American Bank is a full service commercial bank.

*From left to right: John C. Schrup, President & Chief Executive Officer; Margaret A. Taylor, Chairman of the Board; Frank M. Bartaldo, Jr., Executive Vice President & Chief Administrative Officer.*

MEMBER  
FDIC

 EQUAL OPPORTUNITY  
LENDER

 SBA  
Preferred Lender