

United American Bank Grows and Tops \$140 Million in Assets in 2005

United American Bank is growing. More customers are discovering the friendly service, convenience, and variety of competitive financial products available at San Mateo's premiere community Bank. Deposits are up—more than \$120 million as of the year end—and loan business is growing as well.

To keep pace with the demands of this growth and ensure that customer service remains the hallmark of the United American Bank experience, the Board of Directors authorized a significant expansion of the facilities at the 101 S. Ellsworth location in San Mateo.

“We have more than doubled our staff since we first opened for business in June 2003,” said Bank President and CEO John Schrup. “With the expanded facilities we’ve recently occupied on the second floor, we have also doubled our workspace from 7,000 to 14,000 square feet.”

Although customers may not notice any differences when they walk into the Bank’s familiar first-floor location to transact their banking business, the rapidly expanding staff of veteran bankers working behind the scenes to process their transactions, fund their loans, and craft their financing products are delighted with their new space.

Angelique Randolph, VP and Note Department Manager, understands how the expansion will

positively impact both staff and customers. “These new facilities have given me the opportunity to bring my team together,” said Randolph. “When you work in a common area, communication and transaction processing is more efficient, so we can deliver faster service to our customers.”



Steve Dworetzky, Bill Walters, Gerry Felix, Chairman Margaret Taylor and President John Schrup outside building at 101 South Ellsworth Avenue in San Mateo

Gerry Felix, Senior VP and Manager of the Construction Lending Department is grateful to the Bank’s Board and Executive Management for recognizing how important the workspace needs of employees are during times of rapid growth. “The Construction Lending Department has expanded from 2 to 4 employees during 2005,” said Felix. “We are ecstatic to be in our new work area so that we can deliver even better service to our growing list of clients.”

Pat Torres, Executive VP of Operations Administration,

also believes the extra space will help staff maintain the high quality of customer service that distinguishes the banking experience at United American Bank. “The staff has always been willing to go the extra mile for our clients,” said Torres. “This additional space allows us to strengthen the teamwork between departments to continue to provide that extraordinary level of customer service.”

In addition to being able to serve the needs of clients, the new space will give the Bank “room to grow”. Gerry Brown, Executive VP and
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Getting Down to Business with United American Bank

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Damon Doe and Michael Rose both have a passion for helping businesses grow. As the newest Senior Vice Presidents for Commercial Lending at United American Bank, they are looking forward to expanding the Bank's portfolio of commercial relationships by offering their special expertise in creative financing to growth-oriented, small and mid-size Bay Area businesses.

"We knew when we joined United American Bank that John Schrup wanted top level bankers who are both relationship driven and consultative," said Doe. "I consider myself a financial partner to my clients. To best serve and support them, I learn all I can about their business first. Then I customize the Bank's products and services to provide several options to achieve their goals and offer consultative guidance on choosing the options that best fit their needs. At United American Bank, I can be the financial partner clients count on to help their business grow."

Doe brings extensive experience serving the financial needs of small to mid-size businesses to his position at United American Bank. Before joining the Bank in October 2005, he was Executive VP of Legacy Bank in Campbell. Prior to Legacy, he served as Managing Director of the Capital Markets Group at Pentech Financial Services in Campbell.

In 1997, Doe was a co-founder, Executive VP, Managing Director, and the Chief Financial Officer of Sand Hill Capital in Menlo Park where he was responsible for providing financial services (both alternative debt and equity) to venture capital-backed, and angel-backed private companies and establishing strong partnerships within the commercial and technology lending markets. Prior to that, Doe served in various

capacities of increasing responsibilities at Bank of the West in San Jose and Silicon Valley Bank in Santa Clara.

Mike Rose also brings business expertise to banking relationships, having worked for Meta-Software, a Silicon Valley software company, before beginning his 10-plus years in high technology banking in the South Bay.

"I also see myself as a financial consultant for Bay Area businesses," said Rose. "I enjoy working with entrepreneurs, and deliver value to my clients by advising them on private equity, commercial banking (i.e. deposits/loans), and

investment banking services. At United American Bank, I'm able to offer clients financial services that are unique to a small and flexible business bank, while at the same time providing comprehensive offerings such as trust services, which are typically offered by large money center banks."

Before joining his colleague at United American Bank, Rose worked with Doe at Legacy Bank in Campbell, CA as Senior VP of Commercial Lending and at Pentech Financial Services as Managing Director of the Capital Markets Group. Prior to that, he worked at Silicon Valley Bank in Santa Clara and Menlo Park for more than 8 years, finishing his tenure as Senior VP and Director of the Venture Capital Group.

Both bankers are Bay Area natives. Damon Doe currently lives with his wife in Sunnyvale and serves on the Board of Directors of the San Jose Police Activities League (SJPAL). Mike Rose resides with his wife and two children in Campbell, where he is active in the Silicon Valley Center for Entrepreneurship and the Los Gatos chapter of Rotary International.



Damon Doe
SVP Commercial Lending



Michael J. Rose
SVP Commercial Lending

Boardroom Buffets

John Schrup does not sit behind his desk and wait for things to happen. As President and CEO of United American Bank, he knows that the best banking and business relationships often start with a personal meeting, a handshake, and sometimes, lunch.

To help build those relationships, Schrup hosts periodic luncheon buffets in the boardroom where investors, potential investors, and business leaders are invited to come together to discuss the business climate at United American Bank and the Bay Area in general.



President, John Schrup discusses the business climate with investors, clients, and local business leaders.

Herman Christensen, Jr., a new shareholder, attended the luncheon held in late October 2005. One of the owners of Herman Christensen and Sons, a building company that has operated on the Peninsula since 1924, Christensen was delighted with the opportunity to get to know more about his recent investment.

“I appreciated the chance to discuss the Bank’s current situation and future plans

with John,” said Christensen. “He is straightforward and we had a frank exchange of ideas.”

In addition to discussing the status and operation of United American Bank, attendees at the Boardroom Buffets have explored such topics as the local real estate market, the direction of interest rates, and the economic climate in the Bay Area in general.

Schrup believes that the opportunity to make new personal and professional contacts at the luncheons is just as valuable as the topics of conversation.

“To operate a successful community

bank, you have to be an active member of the community and expand your network of relationships,” said Schrup. “These informal get-togethers give us the chance to shake new hands, introduce new friends to the Bank, and hear new ideas for our continued success. We have good food and a good time while growing the United American Bank community.”

United American Bank Grows *(continued from front cover)*

CFO, noted that the new facilities will help United American Bank reach its own business goals. “With this added space, we have the room for the operations and credit administration staff that will be needed to take the Bank to the next level,” said Brown.

On those rainy days . . .

Park free in our underground parking garage. The entrance is located on Ellsworth Avenue, just to the right of the front door.



Winter 2005

Bank Officers

John C. Schrup
President & CEO

Gerald Brown
EVP & CFO

Pat Torres
EVP Operations Administration

William R. Walters
EVP & Chief Credit Officer

Damon Doe
SVP Commercial Lending

Steve Dworetzky
SVP Business Dev./Community Relations

Gerry Felix
SVP & Construction Loan Dept. Manager

Michael J. Rose
SVP Commercial Lending

Nancy Bush
VP Personal Banking & Special Projects

Gary Cakebread
VP Commercial Banking

JoAnn Gast
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Sharon Ingram
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Angelique Randolph
VP & Note Dept. Manager

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