

OC-BASED COMMERCIAL BANKS

Rank Prev. Rank	Bank •Address	•Website •Email	Assets as of June 30, 2016 •yearly % change	Return on assets (%) as of June 30, 2016	Core capital ratio (%) as of June 30, 2016	Loans/ deposits (%) as of June 30, 2016	Net income (loss) for six months ended June 30, 2016	Net income (loss) for six months ended June 30, 2015	OC employees •yearly % change	OC branches	Parent company •Headquarters	Top local official(s) •Title •Phone/fax
1 (1)	Banc of California Inc. 18500 Von Karman Ave., Ste. 1100 Irvine 92612-0546	bancocal.com	\$10.2 billion 57.9%	1.16%	9.7%	88.31%	\$54 million	\$34.3 million	945 3.5%	13	Banc of California Inc. Irvine	Steven Sugarman CEO (949) 236-5436/(949) 777-5118
2 (2)	Opus Bank 19900 MacArthur Blvd., 12th floor Irvine 92612-8427	opusbank.com	\$7.5 billion 28%	0.95%	8.52%	97.93%	\$33.4 million	\$28.6 million	375 15.4%	9	Opus Bank Irvine	Stephen H. Gordon chairman/CEO/president (949) 250-9800/(949) 250-9988
3 (3)	Pacific Premier Bank 17901 Von Karman Ave., Ste. 1200 Irvine 92614-5248	ppbi.com	\$3.6 billion 36.8%	1.29%	11.16%	98.61%	\$21.4 million	\$11.4 million	230 29.2%	5	Pacific Premier Bancorp Inc. Irvine	Steven R. Gardner chairman/CEO (949) 864-8000
4 (4)	First Foundation 18101 Von Karman Ave., Ste. 750 Irvine 92612-0005	ff-inc.com	\$3.5 billion 87%	0.54%	8.46%	107.46%	\$7.9 million	\$6.4 million	215 51.4%	1	First Foundation Inc. Irvine	Scott F. Kavanaugh chairman/CEO (949) 476-0300
5 (5)	California Republic Bank⁽¹⁾ 18400 Von Karman Ave., Ste. 1100 Irvine 92612-0517	crbnk.com jdecero@crbnk.com	\$1.8 billion 23.9%	0.44%	8.37%	80.93%	\$3.8 million	\$6.9 million	295 26.6%	3	California Republic Bancorp Irvine	John DeCero CEO/president, Mechanics Bank (949) 270-9700/(949) 271-5769
6 (7)	Plaza Bank 18200 Von Karman Ave., Ste. 500 Irvine 92612-7145	plazabank.com tylerrmassas@ plazabank.com	\$1.1 billion 6.6%	0.97%	10.97%	104.25%	\$5.2 million	(\$109,000)	69 6.2%	1	Plaza Bank Irvine	Gene Galloway CEO/president (949) 502-4300/(949) 502-4398
7 (6)	Pacific Mercantile Bank 949 S. Coast Drive, Ste. 105 Costa Mesa 92626-7809	pmbank.com info@pmbank.com	\$1.1 billion 4.1%	-0.75%	10.88%	91.29%	(\$4 million)	\$1 million	134 10.7%	4	Pacific Mercantile Bancorp Costa Mesa	Thomas M. Vertin CEO/president (714) 438-2500
8 (8)	Sunwest Bank 2050 Main St., Ste. 300 Irvine 92614-8279	sunwestbank.com info@sunwestbank.com	\$1 billion 18.1%	1.23%	11.97%	111.46%	\$6 million	\$4.9 million	170 -4.5%	3	Sunwest Bancorp Inc. Irvine	Carson Lappetito executive VP/COO (714) 730-4444/(714) 730-0981
9 (9)	California First National Bank 28 Executive Park Irvine 92614-6740	calfirst.com bankinfo@calfirst.com	\$851.1 million 27%	1.2%	20.45%	108.19%	\$2.7 million	\$3 million	95 3.3%	1	California First National Bancorp Irvine	Patrick E. Paddon/Glen T. Tsuma/Leslie Jewett CEO/vice chairman/CFO (800) 735-2465/(949) 255-5262
10 (12)	Commercial Bank of California⁽²⁾ 19752 MacArthur Blvd., Ste. 100 Irvine 92612-2409	cbcal.com apatel@cbcal.com	\$778 million 142.8%	0.33%	9.74%	77.05%	\$1.3 million	\$871,000	47 0%	2	Commercial Bank of California ⁽²⁾ Irvine	Ash Patel/Justin Moon/Andy Weaver/Akash Patel CEO, president/senior VP, SBA manager LA/senior VP, SBA manager OC/senior VP, SBA commercial loan officer (714) 431-7000/(714) 825-0982
11 (10)	CommerceWest Bank 2111 Business Center Drive Irvine 92612-1019	cwbk.com info@cwbk.com	\$504.2 million 9.8%	92%	12.68%	79.59%	\$2.3 million	\$2 million	70 16.7%	1	CommerceWest Bank Irvine	Ivo A. Tjan chairman/CEO/president (949) 251-6959/(949) 251-6957
12 (11)	Pacific Enterprise Bank 17748 Sky Park Circle, Ste. 100 Irvine 92614-4497	pacifcenterprisebank.com bhalle@ pacifcenterprisebank.com	\$468.4 million 13.8%	0.76%	10.28%	87.93%	\$1.8 million	\$2.3 million	113 24.2%	1	Pacific Enterprise Bancorp Irvine	Brian Halle CEO/president (949) 623-7600/(949) 623-7601
13 (13)	Capital Bank 31351 Rancho Viejo Road, Ste. 101 San Juan Capistrano 92675-1857	mycapitalbank.com info@mycapitalbank.com	\$269.9 million 2.5%	1%	10.34%	89.02%	\$1.4 million	\$1.4 million	24 0%	1	Capital Bank San Juan Capistrano	J.M. "Mike" Justice Jr. director/president/CEO (949) 489-4202/(949) 489-4205
14 (14)	Uniti Bank 6301 Beach Blvd., Ste. 100 Buena Park 90621-4030	unitibank.com christina.ahn@unitibank.com	\$244.5 million 11.7%	0.8%	14.49%	81.04%	\$951,000	\$811,000	50 ⁽³⁾ NA	2	Uniti Financial Corp. Buena Park	Jack Choi/Christina Ahn CEO, president/senior VP, SBA manager (213) 401-3205/(213) 381-2565

Sources: Federal Deposit Insurance Corp. and the banks Abbreviations: NA: not applicable
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(1) Irvine-based California Republic Bancorp merged with Walnut Creek-based Mechanics Bank, effective Oct. 1

(2) Irvine-based Commercial Bank of California merged with Brentwood-based National Bank of California in May

(3) Business Journal estimate

Researched by Dana Truong

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15 (17)	Partners Bank of California 27201 Puerta Real, Ste. 160 Mission Viejo 92691-8556	partnersbankca.com information@ partnersbankca.com	\$163 million 23.2%	0.43%	12.77%	97.07%	\$339,000	\$543,000	26 4%	1	Partners Bank of California Mission Viejo	Rick Mandelbaum CEO/president (949) 732-4000/(949) 348-0180
16 (18)	U.S. Metro Bank 9866 Garden Grove Blvd. Garden Grove 92844-1643	usmetrobank.com robertvecci@usmetrobank.com	\$153.2 million 20.4%	1.43%	12.92%	84.81%	\$1.1 million	\$1.6 million	23 ⁽³⁾ NA	1	U.S. Metro Bank Garden Grove	Dong Il Kim CEO/president (714) 620-8888/(714) 620-8889
17 (16)	South County Bank 22342 Avenida Empresa, Ste. 101A Rancho Santa Margarita 92688-2140	southcountybank.com contact@southcountybank.com	\$148.1 million 5.1%	0.41%	10.58%	59.23%	\$289,000	\$362,000	36 5.9%	3	CalWest Bancorp Rancho Santa Margarita	Glenn Gray/Brad Hoover/Najam Saiduddin/Mark Weld CEO, president/chief credit officer/CFO/COO (949) 766-3015/(949) 766-3098
18 (NR)	California Business Bank⁽⁴⁾ 3200 El Camino Real, Ste. 220 Irvine 92602-1381	californiabusinessbank.com	\$88.7 million 16.9%	-4.21%	12.76%	75.01%	(\$1.8 million)	(\$1.3 million)	19 5.6%	1	California Business Bank ⁽⁴⁾ Irvine	Ralph Wiita COO/CFO (213) 688-9668/(213) 688-2973
19 (19)	Tustin Community Bank 13891 Newport Ave., Ste. 100 Tustin 92780-7801	tustincmybank.com genemicco@ tustincmybank.com	\$74.5 million 2.5%	1.73%	13.55%	101.79%	\$615,000	\$770,000	25 0%	1	Saddleback Bancorp Tustin	Gene Micco CEO/president (714) 730-5662/(714) 731-2794
20 (20)	California International Bank⁽⁵⁾ 15606 Brookhurst St., Ste. C-D Westminster 92683-7581	calibankna.com	\$53.3 million 9.2%	-2.22%	27.37%	107.03%	(\$574,000)	(\$465,000)	7 -61.1%	1	California International Bank ⁽⁵⁾ Rosemead ⁽⁶⁾	Benjamin JB Lin CEO/president (714) 338-8700/(714) 338-8730

Sources: Federal Deposit Insurance Corp. and the banks **Abbreviations:** NA: not applicable
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⁽³⁾ Business Journal estimate

⁽⁴⁾ California Business Bank relocated its head office from LA to Irvine in September 2015

⁽⁵⁾ Previously listed as Saigon National Bank

⁽⁶⁾ California International Bank relocated its headquarters to Rosemead

Researched by Dana Truong

Commercial Banks Grow Assets 39% to \$34 Billion

Top Five Unchanged; Profits Up 31% to \$138M

By MICHAEL DE LOS REYES

Orange County-based commercial banks continued strong year-over-year growth as they increased assets 39% to about \$33.5 billion for the year ended June 30.

That's slightly faster than the nearly 38% asset growth notched in the same period a year earlier.

Banks' assets growth is tied mainly to their loan portfolios; cash, real estate and intangible assets complete the category.

This week's Business Journal list ranks the 20 banks in OC by those assets. It also provides net income, the number of local employees, and indicators of the institutions' health for the first six months of the year, though that information doesn't affect the rankings.

The banks reported a combined net income of \$138 million, up 31% year-over-year, and increased hires by 12% to 2,968 employees at 55 branches in Orange County.

Seven of the banks recorded single-digit increases in assets, and the other 13 banks notched double-digit increases.

The top five banks—all of them are in Irvine—remained unchanged.

■ **Banc of California** is No. 1 again with about \$10.2 billion in assets, up 58%. The bank reported net income of about \$54 million for the first six months of the year, up 57%. It employs 945, up 3.5%, at 13 local branches.

■ **Opus Bank** is No. 2 with \$7.5 billion, up 28%. The bank's net income increased 17% to \$33.4 million. It employs 375, up 15%, at nine OC branches.

■ **Pacific Premier Bank** is No. 3 with about \$3.6 billion in assets, up 37%. It took in \$21.4 million in net income, up 88%. The bank increased staff by 29%, ending the period with 230 employees at five branches.

■ **First Foundation** is No. 4 with \$3.5 billion in assets, up 87%. The bank increased net income about 24% to \$7.9 million. It employs 215, up 51%, at its lone branch here.

■ **California Republic Bank** is No. 5 at \$1.8 billion, up 24%. Its net income dropped 44% to \$3.8 million.

It may be the last year the bank will be on the list after completing a \$330 merger with **Mechanics Bank** in Walnut Creek in October. The combined entity is expected to have about \$5.4 billion in assets.

California Republic President **John DeCero** was named chief executive of Mechanics Bank and plans to travel between northern and southern California in his new role.

The bank employed 295 at three local branches prior to the merger.

Swings

Two banks that are part of the **Carpenter & Company** business portfolio have switched rankings. Carpenter and Company is an adviser to financial institutions and owns and operates a few banks in OC.

■ **Plaza Bank** in Irvine is No. 6 with a little more than \$1.1 billion in assets, up 6.6%. The bank swung to a \$5.2 million net profit after posting a \$109,000 net loss a year earlier.

The bank acquired bank holding company **Manhattan Bancorp** last year. The subsidiary of the **Bank of Manhattan** had \$481 million

in assets and primarily served businesses and customers in Los Angeles County.

"The integration of the cultures of the two banks has been completed and the financial results are starting to show," said **Gene Galoway**, president and chief executive of Plaza Bank, in a news release.

Plaza Bank hired four during the period, leaving it with 69 at its OC branch.

■ **Pacific Mercantile Bank** in Costa Mesa is No. 7 with a little under \$1.1 billion in assets, up 4%. The bank had a net loss of \$4 million for the first half of the year and a \$1 million profit a year earlier.

The bank named **Thomas Vertin** chief executive on Jan. 1 and has begun to clear its balance sheet of bad loans. It charged off about \$8 million in June related to three loans that were unlikely to be repaid.

The bank's new credit team worked with independent analysts to review all 679 bad loans and decided to make policy changes to increase credit administration, Vertin said in a news release.

The bank employs 134, up 11%, at four local branches.

Newcomer

One new bank joined the list this year. **California Business Bank** in Irvine is No. 18 with \$88.7 million in assets, up 17%. It wasn't on last year's list because it moved to OC from Los Angeles in September 2015.

Its net loss increased 35% to about \$1.8 million for the first half of the year. The Business Journal estimates the bank employs 19 at its Orange County branch. ■



949 S. Coast Drive: headquarters of Pacific Mercantile, the seventh biggest OC-based bank by assets



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Strong Year

OC-BASED BANKS

Assets, Interest, Jobs

Tables show total assets, interest income and companywide employees at OC-based commercial banks as of June 30 compared with a year earlier. See article on page 23, list on page 24 for more information.

Assets

	2016	2015	% Change
Loans, leases, gross	\$25.2B	\$18.8B	34.2%

Loans by Category

Real estate	\$18.8B	\$14.3B	31.5%
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Construction, land development	\$652.7M	\$347.2M	88%
Commercial real estate	\$6.9B	\$5.5B	25.7%
Multifamily residential	\$6.3B	\$4.5B	38.7%
1-4 Family residential	\$4.9B	\$3.9B	26.3%
Farmland	\$2.4M	\$2.6M	(8.5%)

Commercial, industrial	\$5.1B	\$3.4B	49.6%
Loans to individuals	\$505.3M	\$495.9M	1.9%
Other loans, leases	\$844M	\$621.2M	35.9%

Interest

	2016	2015	% Change
Total interest income	\$621.9M	\$475.2M	30.9%
Total interest expense	\$60.7M	\$45.2M	34.1%
Net interest income	\$561.2M	\$430M	30.5%

Jobs

	2016	2015	% Change
FTE* employees	4,749	3,980	19.3%
Salaries, benefits	\$277.4M	\$241M	15.1%

Source: FDIC
*Full-Time Equivalent

Research by Michael de los Reyes and Paul Hughes
Graphics by Brette Miller