



ESQUIRESM BANK

NEWSLETTER

SUMMER 2008

www.EsquireBank.com

IN THIS ISSUE

- *Esquire Bank – Continuing to Grow*
- *Garden City Branch Now Open*
- *Attorney Associations Partner with Esquire Bank*
- *Access up to \$50 million in FDIC protection on CD investments*
- *FDIC Coverage Over \$100,000*
- *Esquire is an Approved Lender for Breezy Point Cooperative*
- *By the Numbers*

Esquire Bank – Continuing to Grow

Since we received our charter on September 7, 2006, we have been working diligently to set a strong foundation upon which to build our Bank. In October 2006, we officially opened for business at 64 Court Street in Brooklyn. At the time, we had only six employees. We ended 2006 with 11 employees and since then have grown to a staff of 21.

In February of 2007, Andrew Sagliocca joined Esquire as CFO. Andrew's addition provides greater depth to the Bank by adding his over 20 years of experience with both KPMG and North Fork Bank. Prior to joining Esquire, Andrew served as North Fork's Controllor. He has subsequently been promoted to Executive Vice President and Chief Administrative Officer as well as CFO.

Later in 2007, Mark McAfee joined us from North Fork Bank as Chief Lending Officer. Mark has over 25 years of lending experience and brings that wealth of experience to Esquire. He was joined by Lori Boes who serves as Vice President, Lending Operations.

The addition of these banking professionals has allowed us to increase the depth of our management team and form that key cadre necessary to grow the bank in a safe and sound manner.

This year we added a professional team of relationship managers to enhance our customer service experience for all our customers.

Jacob Ivry who has over 20 years experience in this area joined us as Senior Relationship Manager. Jake was formerly with State Bank of Long Island and has extensive background providing the business and professional communities in the New York Metropolitan area with banking services.

Recently, we welcomed Stanley Rothman, Senior Relationship Manager, and Erik Moen, Relationship Manager, to Esquire. Both Stan and Erik were with North Fork Bank.

Patricia Grebe, Relationship Manager, joined our team in May. She is working in our Garden City branch. Pat has a great background of experience having worked at EAB and Citibank, and will concentrate in helping our customers in the Garden City area.

In addition to this very capable team of professionals, we have a strong supporting staff in Brooklyn and Garden City. Ave Doyle joined the Bank in 2006 and has been active in building the customer service experience. Ave was previously with Citibank and North Fork Bank. She has built a team of professional bankers who staff the Brooklyn office and has assisted in the bank's growth.

Since our opening we have accomplished a number of significant milestones...

Joel Bernstein, our Chief Operations Officer, was instrumental in forming the bank and continues to build the Bank's operational infrastructure.

Since our opening we have accomplished a number of significant milestones in our business development. None of which could have been accomplished without the support and efforts of our Board of Directors. Through the staff and directors we have been able to build strong relationships with our clients.

We have established banking relationships with customers both locally and nationwide. Our OfficeExpress products, including Internet Banking with Cash Management Services and DepositExpressSM, allow our customers to bank

Garden City Branch Now Open



We are pleased to announce that we recently rolled out the red carpet at the grand opening celebration for our Garden City branch, located at 320 Old Country Rd. Garden City, NY. The branch is conveniently located at the intersection of Roslyn Road and Old Country Road, directly across from the Nassau County Court Complex.

We are extremely excited to have a branch in Garden City, and have already received a warm welcome from the community.

A number of dignitaries attended the opening including: representatives from the Garden City Chamber of Commerce; Nassau County Legislator Vincent T. Muscarella; Garden City Police Commissioner Ernest J. Cipullo; Steve Conklin (representing Nassau County Executive Tom Suozzi); and a number of other local elected officials and business leaders.

The opening of the Garden City branch will allow local businesses and the Long Island region to take advantage of Esquire Bank's elite checking and other beneficial services. From our Business Internet Cash Management and Personal Internet Banking, to lending and savings products, we provide the financial solutions that will allow customers to perform their banking more efficiently.

At Esquire Bank, it's never "business as usual." We invest the time needed to gain a complete understanding of our customers' financial goals and personal objectives, and provide hands-on, personalized service to help them reduce costs and add value to their banking relationship. Esquire Bank is here to serve – every day, in every way.

Continued on Page 2



Esquire Bank – Continuing to Grow

Continued from Page 1

right from their office – saving them time and expense. Now, when you combine the technology with the overall business banking relationship and the competitive rates and low fees, you have a win-win-win situation.

Through our OfficeExpress products, we've extended our reach and have been able to establish special relationships with clients that are outside the physical presence of the Bank.

Esquire Bank's mission has become obvious to clients who see us as a high-tech and high-touch solution. We hope that our clients continue to use our services and recommend us to their friends and business colleagues.

Attorney Associations Partner with Esquire Bank

With a focus on serving the unique needs of the legal profession, Andrew Sagliocca, together with Ari Kornhaber and LawCash, have been

instrumental in establishing relationships with a number of Attorney Associations including Workers Injury Law & Advocacy Group (WLIG) and New York State Academy of Trial Lawyers.

Attorneys interested in learning more about these relationships should call **1-800-996-0213**.

Access up to \$50 million in FDIC protection on CD investments

Esquire Bank now offers the Certificate of Deposit Account Registry Service (CDARS®) program. Customers who want the peace of mind and the ability to work with one bank can combine and manage their CD investments and receive:

- ✓ **FDIC Coverage:** combine like-titled CD accounts into the CDARS program, and you will be eligible to receive expanded FDIC insurance on deposits over \$100,000.
- ✓ **One Bank:** receive one statement showing all CD balances, rates and maturity dates.

For more information on CDARS, call **1-800-996-0213** or visit www.promnetwork.com/how-cdars-works-vid.html.

FDIC Coverage Over \$100,000

The FDIC provides separate insurance coverage for deposit accounts held in different categories of ownership. You may qualify for more than \$100,000 in coverage at one insured bank if you own deposit accounts in different ownership categories. Calculate your insurance coverage using the FDIC's online Electronic Deposit Insurance Estimator at: www2.fdic.gov/edie. Request a copy of "Your Insured Deposits: FDIC's Guide to Deposit Insurance Coverage," which provides a detailed description of the ownership categories, by calling toll free **1-877-275-3342** or visit our website at www.esquirebank.com.

Esquire is an Approved Lender for the Breezy Point Cooperative

We were pleased to announce that in May 2008 Esquire was designated as an Approved Lender for the Breezy Point Cooperative. This enables us to extend our mortgage programs and banking services to over 2800 households while maintaining our highest standards of underwriting. We continue our rigorous practice of offering straightforward products and fair pricing to well-qualified borrowers.

If you're interested in learning more about our lending services, please call **Lori Boes** at **1-800-996-0213**.

Business Lending Services at Esquire Bank

Recent news reports indicate that some banks are not providing loans to well-financed, well-capitalized businesses, in part, because of subprime losses. Even long-standing customers are, in some cases, being denied needed credit.

Esquire Bank, founded on sound and conservative banking principles, did not issue subprime loans. We are not writing off bad debt. We continue to offer a range of lending products that provide funds, at competitive rates, to businesses that qualify.

"We're very sensitive to the needs of our customers and we will work to find the best solutions for a range of borrowing needs," said Mark McAfee, Esquire Bank's Chief Lending Officer. We offer our clients:

Commercial Real Estate & Mortgage Loans – If you are purchasing or refinancing owner occupied or income producing property, Esquire Bank offers commercial real estate financing customized to your needs.

Overdraft Protection – Esquire Bank understands that businesses have

unexpected events that impact cash flow. We can help you leverage your opportunities and protect your reputation with an overdraft protection line.

Business Loans and Credit Lines – Whether your business needs working capital or money for expansion, ask us about a credit line or term loan to help your business grow and prosper. Esquire Bank wants to partner with your success.

Home Equity Line of Credit – We offer lending solutions for business all under one roof. Your home can be an excellent source for business borrowing.

- Attractive rates
- Loans available up to 75% of the value of your home
- Automatic payments from your Esquire Bank account

Apply Today

Call us for a consultation on your specific needs – **1-800-996-0213** and ask for Lending or press **option 5**.

By the Numbers

As of June 30, 2008, Esquire Bank reported **total assets of \$64.7 million**, an increase of \$28.6 million or 79% from June 30, 2007. Deposit growth totaling \$28.4 million, or 135%, was the driving force behind this balance sheet growth. Loans and securities have also increased \$6.5 million and \$25.9 million, respectively during the same one-year period.

Since December 31, 2007 deposit balances have grown by approximately \$11 million; from \$30.9 million to \$41.8 million as of June 17, 2008.

For more news on Esquire Bank,
please visit www.esquirebank.com.