

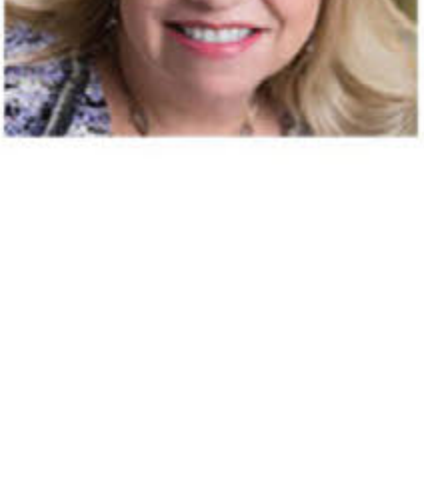


Clients Shine at WAL Leadership Conference

It's no surprise that client stories nearly stole the show at the recent Western Alliance Leadership Conference, where bankers profiled some of WAL's standout clients.

Check out: The Plaza Companies, an innovative Phoenix-based developer; Ekso Bionics Holdings, Inc., a pioneer in robotic exoskeletons that help people walk again; Aero-Flite, an aerial fire-suppression company that works across the West; and others [\[here\]](#).

So, How Did You Get Into Banking?



Dale Marie Golden, Relationship Manager, CRA Liaison, Bridge Bank

Dale Marie Golden had been an English teacher, salesperson in the travel industry and a motivational speaker in Chicago when a 2,000-mile move west landed her in a sales job at a retail store.

One day, a female executive from a well-known money center bank came into the store. Ultimately, the exec left with \$500 in purchases and Golden had an offer to join her banking team. The bank was looking for people who could excel at sales, and Golden did.

Solid training gave her a strong foundation in banking, but Golden believes she has succeeded, "because I talk everyone else's language. I get it. And I really think my job is to help other people." After 14 years with her original bank, she joined this organization 10 years ago, bringing many of her clients along. Now, Golden has a portfolio that includes much of Oakland's arts and nonprofit community, from the Oakland Ballet to the Noriega Institute, which teaches mindfulness in Title One schools to fight against bullying and trains kids how to avoid violent situations. Many of the board meetings she attends, Golden points out, take place right in Bridge Bank's downtown Oakland office.

Golden makes good use of Community Alliance Accounts and looks for ways the Western Alliance Foundation can make a difference. One such project helped take the Oakland Ballet's Luna Mexicana, a dance and music celebration of Dia de los Muertos, to the city's Title One schools.

Clearly someone who works to connect people, ideas and resources, Golden says she tells new clients, "Think of me as your silent partner, but I'm not going to be particularly silent." In her view, an experienced, plugged-in banker can be particularly valuable for nonprofit leaders who often focus on their mission more than their financial strategies.



SPOTLIGHT: TECHNOLOGY FINANCE



Everything we do at Western Alliance centers on relationships, and Western Alliance's Technology Finance group is no exception in believing that real relationships provide a meaningful difference for clients.

Mike Lederman, Technology Banking Regional Director for Northern California, says, "What makes us different from other technology banking resources is that our clients work with the same relationship manager from the time they are two guys in a garage to when they're a publicly traded company. We absolutely deliver on the WAL value of relationship-centered banking."

WAL's Technology Banking group, which focuses on venture capital-backed, emerging growth technology companies, currently has about \$750 million in loans and \$1.5 billion in deposits.

When in their growth cycles, do tech companies typically build relationships with Western Alliance? Per Lederman: "When a company raises equity from a venture capital firm, they typically want to raise debt to supplement the equity. This could be a working capital line of credit or growth capital term loan, also called venture debt. Venture debt provides runway extension between equity rounds, with the goal of helping to increase the company's valuation prior to the next round."

This specialty finance group serves its fast-moving sector with 25 employees in San Francisco and in other offices in tech hubs around the country ranging from Atlanta, Boston, Dallas, Durham (NC), New York and Reston (VA) to four additional locations in California including Costa Mesa, Menlo Park, San Diego and San Jose.

Asked to describe a "wow" tech idea he's come across in the past few months, Lederman replied, "We have a prospect that sells a software solution to airlines, social network companies, travel agents, etc., that provides facial identification to match government issued IDs. This is the type of technology that you see in the movies and it's coming to life now. We work in a very interesting sector."



ABA Opens New Gilbert Branch

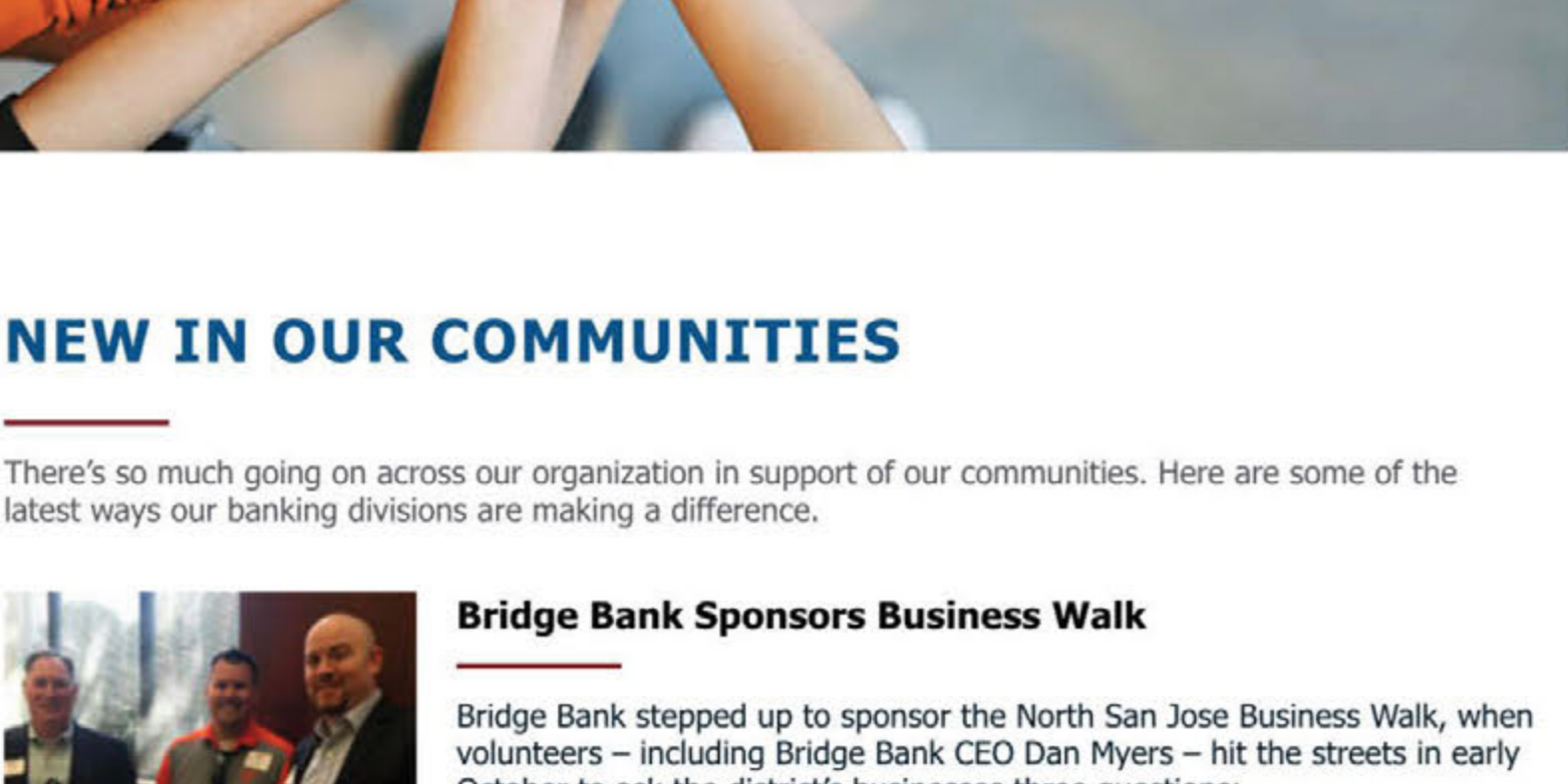
Lucky number seven: Alliance Bank of Arizona opened a new full-service location in Gilbert in September, which is its seventh in the Greater Phoenix area and 10th in Arizona. Designed and built by two long-standing CRE clients of the bank, the new 4,500 square-foot facility supports businesses in Gilbert, which "routinely ranks among the country's fastest-growing communities," notes ABA CEO Don Garner.

Unique Deals



Runbeck Election Services

Alliance Bank of Arizona finalized an \$8 million financing deal for Tempe-based Runbeck Election Services Inc., a printing company focused on the elections industry. The deal was led by banker Karah Gagnon.



HELPING OUR COMMUNITIES THRIVE

NEW IN OUR COMMUNITIES

There's so much going on across our organization in support of our communities. Here are some of the latest ways our banking divisions are making a difference.

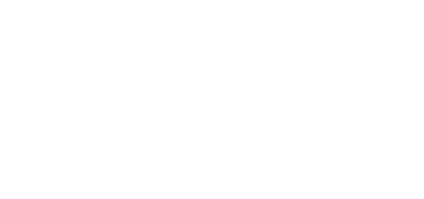


Bridge Bank Sponsors Business Walk

Bridge Bank stepped up to sponsor the North San Jose Business Walk, when volunteers – including Bridge Bank CEO Dan Myers – hit the streets in early October to ask the district's businesses three questions:

- How is business?
- What do you like about doing business here?
- What can be done to improve business in the area?

The outreach was part of The Silicon Valley Organization's drive to bring resources to help the retention and expansion of local businesses.



ABA and Earn to Learn in the News

Talk about good news: Barbara Boone, SVP and CRA Manager, joined Kate Hoffman, Founder and CEO of Earn to Learn, on the TV news show, "Arizona Daily Mix," to update viewers on the breakthrough needs-based scholarship program.

Available to low-income students headed toward one of Arizona's three major public universities, Earn to Learn offers an 8-to-1 match of federal dollars when students save \$500 toward their college costs.

Alliance Bank of Arizona recently contributed \$50,000 to this worthwhile program. Boone noted that Earn to Learn not only helps families with key college costs, but helps build financial literacy that impacts students for a lifetime. Watch the AZTV-7 news clip: [\[here\]](#).



TPB Supports Contractor Awards in San Diego

Helping to honor everything from the new rental car center at San Diego International Airport to an emergency bridge replacement, Torrey Pines Bank was one of two title sponsors for the 2017 Build San Diego Awards.

Presented by the San Diego chapter of the Associated General Contractors of America, the awards were announced at a November luncheon attended by more than 350 of the region's elected officials, government and educational leaders, owners, developers, architects and engineers.



Hosting the Women in Public Finance

Torrey Pines Bank's One Bunker Hill office was one of the L.A. locations for the 21st annual Women in Public Finance Conference in October. Western Alliance Public and Nonprofit Finance helped sponsor the event, which included a keynote presentation by Mary L. Schapiro, former Chairman of the U.S. Securities and Exchange Commission.



Oktoberfest is Scary Good

One of the best parts of every October across Arizona and Nevada is ... Oktoberfest. (Did you think we were going to say Halloween?) ABA and BONI relationship managers hosted customers for festive Oktoberfest celebrations that included polka dancing, wienerschnitzel and, of course, German beer.

"Oktoberfest has become a very popular tradition for bankers and clients at Bank of Nevada and Alliance Bank of Arizona," said Stephanie Whitlow, Division Marketing Director for ABA and BONI. "Fun appreciation events like this give us the chance to get to know our clients better and let them know how much we value our relationships with them."



Up by the 'Boostraps'

WAL exerts got their Namaste on during a power yoga session at the recent Leadership Conference in Arizona – but this time, the after-effects were even more beneficial than usual. The team was able to donate more than 150 gently-used yoga mats to the BOOTSTRAP Yoga System, which offers free yoga-based stress management for U.S. troops and veterans, and is expanding to also support people in recovery from drug and alcohol addiction.



FIB Collects Warm Coats for 'Hot August Nights'

For the third year in a row, all First Independent Bank locations across Northern Nevada collected warm coats throughout October for local children in need. Working in partnership with the nonprofit Hot August Nights Foundation, FIB helped to collect more than 200 coats. "With the winter climate in Northern Nevada, it is important that children have warm coats," said Bob Franci, EVP/Regional President at First Independent Bank. "We like to participate in this coat drive because it helps address an immediate need in a very tangible way." Coats were distributed to families in November through the Boys & Girls Club of Truckee Meadows.



BON Recognized by Grant a Gift Autism Foundation

Bank of Nevada earned a community award in November from Grant a Gift Autism Foundation, a local nonprofit dedicated to helping Nevada children on the autism spectrum and their families. Honoring the bank's community leadership, the award was presented to BON CEO John Guedry at the 8th Annual Fashion for Autism Gala at Aria Resort and Casino, which raised more than \$600,000 in support of the organization's important mission. Watch the video describing BON's relationship with Grant a Gift Autism Foundation [\[here\]](#).

AWARDS AND RECOGNITION



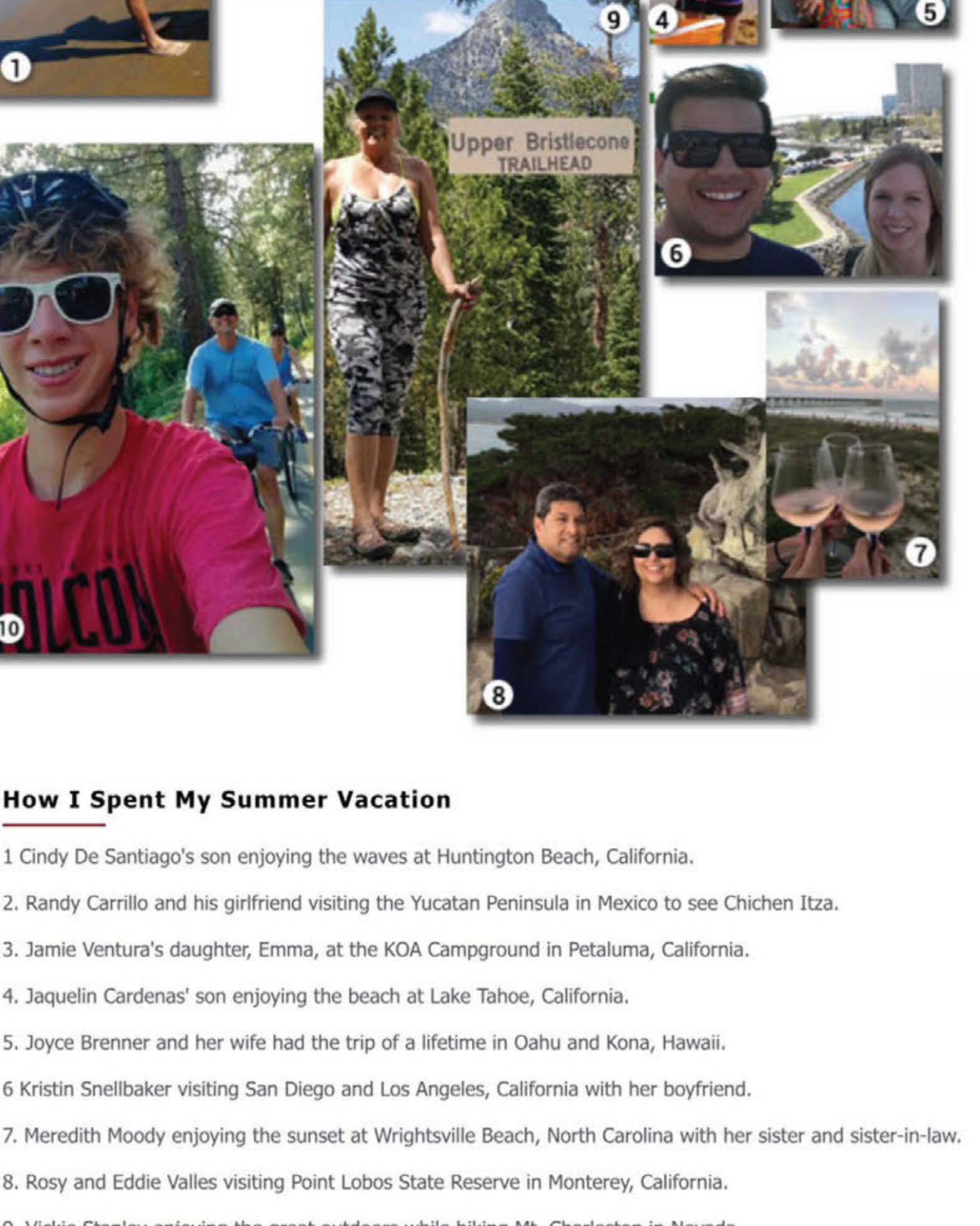
Institutional Investor Magazine Awards Sarver and Gibbons

Institutional Investor magazine published its prestigious All-America Executive Team ranking in November. Dale Gibbons placed first in the Best CFO category and Robert Sarver placed third in the Best CEO category for Financial Institutions: Banks/Midcap.



ARDA Magazine Features Resort Finance's Tracy Gaylord

The impact of hurricanes Harvey and Irma on resort properties and how Millennials vacation are just two of the issues cited by Tracy Gaylord in the October issue of the industry publication, ARDA Magazine. The Western Alliance Resort Finance SVP and Managing Director was featured in the publication's Chairman's League Spotlight in October.



How I Spent My Summer Vacation

1. Cindy De Santiago's son enjoying the waves at Huntington Beach, California.
2. Randy Carrillo and his girlfriend, visiting the Yucatan Peninsula in Mexico to see Chichen Itza.
3. Jamie Ventura's daughter, Emma, at the KOA Campground in Petaluma, California.
4. Jaquelin Cardenas' son enjoying the beach at Lake Tahoe, California.
5. Joyce Brenner and her wife had the trip of a lifetime in Oahu and Kona, Hawaii.
6. Kristin Snellbaker visiting San Diego and Los Angeles, California with her boyfriend.
7. Meredith Moody enjoying the sunset at Wrightsville Beach in North Carolina with her sister and sister-in-law.
8. Rosyth and Eddie Valles visiting Point Lobos State Reserve in Monterey, California.
9. Vickie Stanley enjoying the great outdoors while hiking Mt. Charleston in Nevada.
10. Wendy L. Boucher and her family biking around Lake Tahoe, California.

Deck the halls with Holiday pictures

It's the most wonderful time of the year... so the old song goes! Let us know how you're celebrating the holidays. Please send us your favorite turkey, tree, pumpkin or other holiday pics for the next issue of QI (and anyone who submits something has a chance to win a \$25 gift card). We can't wait to share all the seasonal fun!

Comments & Suggestions

We're counting on you for Quarterly Interest. Please send your story ideas and suggestions to us. We look forward to hearing from you!

[SEND YOUR SUGGESTIONS](#)

Western Alliance Bank
 Alliance Association Bank
 Alliance Bank of Arizona
 Bank of Nevada
 Bridge Bank
 First Independent Bank
 Torrey Pines Bank