

Calling on 90 years of banking experience

United American Bank has been open for nearly six months, but the idea of a premiere community bank in San Mateo has been taking shape in the minds of President/CEO John Schrup and his younger brother, Nicholas Schrup, for years.

The two brothers grew up in a banking family in Dubuque, Iowa, where four generations of Schrupps have been involved for over 90 years. They received their high school and college education at Jesuit schools and their MBAs in the Bay Area. Nick started his banking career at First Interstate where John also worked.

Seventeen years ago, Nick went back to Iowa and joined his family at American Trust & Savings Bank in Dubuque where he has since become President/CEO and Co-Chairman. But the brothers have stayed in close touch with frequent visits, phone calls

and discussions about banking.

“We both thought it would be rewarding to have a community bank in San Mateo, and the timing seemed right given the void of community banks in the area. Additionally, John’s leadership, background and reputation made this

venture seem possible,” Nick said in a recent telephone interview.

“I became a strong supporter of the idea from the initial stages and then an investor as well.”

He also took on the added re-



Nicholas Schrup III

sponsibility of a founding director.

“United American Bank and American Trust in Iowa have developed a very strong correspondent relationship. I think we can complement the strong team that John has assembled in San Mateo. American Trust can provide sound advice when called upon and clearly we’ve created a synergism that benefits us both.

“I think things are going extremely well at United American Bank. The business plan is a conservative approach to achieve good growth while minimizing risk. That’s our model in Dubuque. It is one that has created great success for our bank.”

His involvement at United American Bank has also provided Nick with a renewed link to the Bay Area.

“It’s great to be reconnected into the dynamic Peninsula market in California.”

United American Bank offers the use of coin counters at no extra charge.

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Newsletter

Holiday season brings a positive review of the

Looking back five months after United American Bank opened, President and CEO John Schrup noted that a substantial amount of positive activity has taken place.

“I’m encouraged at the volume of loans and deposits. Since the beginning of the fourth quarter, the growth in deposits has been better than our most aggressive plan. We saw significant improvement in the third quarter, and the fourth quarter should be even stronger...”

“The quality factor is there as well. We have assembled a strong group of highly qualified individuals for our team. From our client services to our lending staff, we are dedicated to providing exceptional service.”

He leaned back in his chair and ticked off some of those accomplishments: ATM, debit cards, charter accounts, non-profit services, coin counters, extended weekday and Saturday hours by appointment.

“We’re offering a full menu, a very comprehensive list of services and products. Our beautiful new brochure is out with a full explanation of all of them.”

Schrup has been especially gratified by the feedback from the community. “Word is spreading, and each day we welcome new clients who have been referred to the bank



United American Bank employees get into the spirit of the season. From top clockwise are Jesus Anguiano, Laura Lindecker, Soledad Alvarez and Gerry Brown. The bank will be collecting new toys, mittens, knit caps and underwear for St. Vincent de Paul Society and canned food for Samaritan House.

by our existing account holders or our stockholders. I’m somewhat surprised at just how many people have heard about the bank. Our visibility is really growing...”

“When you compare us to other new community banks, the growth of

our balance sheet puts us in the upper quartile.”

And, by the way, Schrup noted, the value of UAB stock is growing. “We traded today at \$12.50 a share, a 25 percent increase in price since the initial offering!”

Can't make it in during business hours? Make an after-hours or Saturday appointment!

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 Hours:
 Monday — Friday
 9 a.m. — 4 p.m.
 Or by appointment after hours
 or on Saturday.
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Matthew Perez



Dr. Pamela Lewis-Perez

Pet-sitting leads this young saver to United American Bank

Matthew Perez, a fourth-grader at St. Matthew's Catholic School in San Mateo, is only 9 years old but he is already a budding entrepreneur.

We sat down with Matthew and his mother, Dr. Pamela Lewis-Perez, to discuss his new pet-sitting business and why he chose to open a savings account with United American Bank.

Matthew said he decided to start a pet-sitting business at his house because, "I love animals. I went to the kennel once to where my dog was being boarded and I saw how high the prices were. I thought, 'Why don't I just open my own business for \$8 a day?' So, now word is spreading all over my school."

Once Matthew started earning money from his business, he decided to open a savings account. "I thought my money wasn't safe under my bed because my little sister kept stealing it.

"My mom said that United American Bank was a great bank, and she just encouraged me so much that I thought I'd try it. And she was right, as always! I was treated very nicely, like I was the best person in the world. So now I bring all my money here."

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In addition to being a physician, Pamela is owner of Jane Powell Realtor, a business started by her mother, Jane Powell, former mayor of San Mateo.

The day we interviewed her she was in the process of opening her third account with United American Bank. We asked her why she had chosen United American Bank for both her personal and business accounts.

"Every bank I've been with has been swallowed up by a larger bank. You don't even become a number at the larger banks — you become non-existent. They have no concept of customer service. Even when you've been a customer for 35 years, it's as though they could care less.

"When I come in here, I'm treated like the Queen of Sheba!"

She added, "You want to go to a bank where someone is going to go to bat for you. If you have a problem, or you need some leverage, or you need a home loan . . . and United American Bank has been really great!

"Just the way you treat people sets you apart from other banks."

For a home construction loan, contractor offers good advice

When Alicia and Jeffrey Gray decided to undertake a major remodel of their Redwood City home, they had no trouble finding an architect and general contractor who proved to be a great fit for their project. What they couldn't find was a construction loan that was an equally good fit.

Finally they turned to their contractor, Dan Dowling, who agreed that most banks were outrageous when it came to home remodeling loans. Not only were the terms unacceptably complicated at very high rates, but he told the Grays that he usually ended up banking the loan himself since it took so long for most banks to pay out as each part of the project was completed.

However, Dowling had a suggestion. At the time, he was doing a remodel in Hillsborough and a new bank was handling the loan.

"He told us to call United American Bank in San Mateo and see what they could do for us," Jeffrey Gray said in a recent interview in the Redwood City branch of his and his family's business, Gray's Paint & Wallpaper. Son Joshua, 5, was playing hiding games behind the stacks of paint cans while his parents talked.

The Grays called United American Bank and got in touch with Geraldine Felix, Vice President and Construction Loan Manager, who assembled a package of information about United American Bank's home construction lending and its general rate structure and sent it off to them right away.

In a few days, they met with Felix in United American Bank's San Mateo location and shook hands on a loan they "couldn't be happier with."



Jeffrey and Alicia Gray pose with their son Joshua, 5, outside their newly relocated store in Redwood City.

Alicia Gray, a compliance officer for a major financial services firm, said, "We are extremely satisfied."

Jeffrey Gray added, "Gerry handled herself very professionally and the loan was great."

The contractor is grateful as well. "When we call the bank to say that a part of the project is done, an inspector's out in 48-72 hours to check the work, and Dowling has his check right away," Jeffrey Gray said.

The Grays have been in business for 20 years with stores in San Mateo, Burlingame and Menlo Park as well as Redwood City. They know a good deal, and they believe Dowling's suggestion about United American Bank was right on the money.

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Organizing Founders as a group contributed a total of \$1,175,000 toward opening United American Bank.

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