

### From the Desk of... Greg Bryant



As we turn the page of a new year, I would like to reflect on 2010 and take a look at what 2011 has in store. We are approaching the bottom of the business cycle and can see many opportunities for rebuilding our Tampa Bay economy. While some economic factors are holding back a complete recovery, green shoots are emerging and the Tampa Bay business community will find its footing...

This recession has caused all of us to focus our businesses on their core strengths. I believe Tampa Bay is the best economic region in the state. We have a diverse economy that can leverage its various sectors in a way that no other region will be able to. Bay Cities was able to strengthen our firm foundation by raising an additional \$21.5 million in new capital in early 2010. This not only strengthens the Bank financially, but also renews our shareholder's commitment to Tampa Bay. Adding this fresh capital allowed us to remain aggressive in seeking new lending and depository relationships. We closed \$50 million in new loans in 2010. We look forward to being a prominent part of the recovery in Tampa Bay.

A stable banking partner will allow you to focus on what you do best. Bay Cities will be there to provide that relationship as your business adapts and grows. We are proud to be an integral part of the Tampa Bay community.

We at Bay Cities look forward to a bright future supporting your company's growth in 2011 and beyond.

Did You Know? Bay Cities is the 38th Largest ACH originator in the nation.

### Market Update

-  In the post-recession economy, tenant retention and lease renewal can prove to be one of the most cost-effective development strategies.
-  A recent Director's luncheon discussed the benefits of using "cloud" based storage of phone and data services as a cost savings strategy.
-  December 2010 saw 1,806 home sales closed in the Tampa Bay Area. This is the highest number of monthly sales since 2006.
-  We now have an 8.1 month inventory of homes in Tampa Bay.
-  Small Business Index survey continues to edge higher, with the largest two-quarter increase since it's inception in 2003.

### FEATURED CLIENT



#### Marcy Singleton & Associates CPA's PA (813) 877-1114

In 1993, Marcy Singleton founded a small, local CPA firm focusing on all aspects of taxation including small businesses, individuals, estates and trusts. Additionally, they also offer non-traditional services to small business clients including bookkeeping, payroll and accounts payable processing.

Ms. Singleton says "We have used Bay Cities Bank since they were founded in 1999 and greatly value our relationship with them. They provide excellent service and their employees know us by name. Their personable attention to their small business clients is something that larger banks just don't provide."

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## Meet Our Team



### Sean D. Stockell

*Senior Vice President Residential Lending Manager*

**Experience and Focus:**  
27 years; mortgage loans from Jumbo to first-time homebuyers.



### Ryan Ayres

*Assistant Vice President Commercial Lender*

**Experience and Focus:**  
10 years; all types of small businesses.

Mr. Stockell is Vice President, Residential Lending Manager at Bay Cities Bank; with 27 years of mortgage banking experience. Mr. Stockell graduated Meramec College and the Missouri Real Estate School, in St. Louis County, MO. He has worked in all aspects of residential loan production since 1984 and has held production management roles in both retail lending and wholesale mortgage banking since 1988. Mr. Stockell has served on local real estate boards and has been a member of the Mortgage Bankers Association for many years.

Bay Cities Bank offers a wide variety of mortgage products ideal for first-time home buyers, refinancing, borrowers looking for increased affordability or move-up borrowers seeking jumbo financing or construction/perm financing.

For more information visit our website at [www.bay-cities-bank.com](http://www.bay-cities-bank.com); or Apply online and check current rates at: [Loan Center 24/7](#)

Mr. Ayres is Assistant Vice President, Commercial Lender at Bay Cities Bank; with 10 years of business banking experience. Mr. Ayres graduated Florida State University and hold a Master's in Business Administration from the University of Tampa. He has been a lender for five years with Bay Cities. Mr. Ayres is active in many civic organizations around Tampa Bay.

"It has been particularly fulfilling to see a community bank step up to a level of service not offered by big banks." , Mr. Ayres says. "Working for a community bank has allowed me the ability to really know my customers and learn what they need to grow their business."



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