

From the Desk of... H. Wade Griffin



What in the world is going on? These are truly tumultuous times both domestically and globally. With this backdrop we at Bay Cities Bank celebrate the life and contributions of John Cummins Wulbern as we mourn his passing on June 8, 2011. John was named as a Director of Bay Cities Bank in 2002 after a highly successful banking career including President of Barnett Bank of Ocala, Chairman of Citizens First Bank in Ocala and President of Independent Bankers Bank. From 1987 to 1992 he was president of First Florida Bank,

Inc. and was president and CEO of it's lead bank First National Bank of Tampa. He was also a past president of the Florida Banker's Association. John was a rare individual who combined vision, discipline and candor always delivered with southern charm. John's wise guidance was invaluable here at Bay Cities as he helped frame the culture which guides us today as we seek to navigate these troubled times.

The Tampa Bay market continues to be plagued by high unemployment (11.1% in July), falling home prices (down 8.6% year over year) and declines in homes sold (down 11.3% in June). In an environment of "big bank" fees and services that work to maximize their bottom line; we sense the Tampa Bay market is hungry for a strong partner who is committed to the local community. At Bay Cities Bank we understand the needs of our customers and remain vigilant in doing what's best for them. We offer an experienced team of officers with virtually no turnover, local decision making, and fair pricing with minimal nuisance fees.

Our commitment to the local business community is evidenced by the addition of two extremely capable bankers. Scott Boyle joined Bay Cities as Pinellas County Executive in May with 34 years of banking experience in the Pinellas Market. In addition, Lynn Johler joined the Bay Cities team in March as the Manager of Small Business Administration Lending. Lynn has 35 years of banking experience with much of it focused on SBA lending. We believe that with the right people, hard work, optimism and a big dose of character, the future holds promise and prosperity. We think John Wulbern would agree.

Market Update

Migration

In 2010, Florida was named as the number one destination for people moving out of six different states in the U.S. It was also the number two spot for another five feeder states. This puts Florida in the ranks of California and Texas, with a three-way tie, as the nation's strongest population magnet.

FEATURED CLIENT



Savory Spice Shop

In 2010, Bay Cities provided a SBA loan for Joan and Paul Bailey to open a [Savory Spice Shop](#) franchise.

Savory Spice Shop offers a large variety of seasonings and spices. Their spices are ground fresh on the premises in small, weekly batches, so that they can offer the freshest possible product. Their more than 140 seasonings are original recipes and are hand-blended on-site. Both are offered for sale in as little as a half-ounce and in either bags or bottles. Savory Spice Shop also offers extracts, sauces and more. Their store is located at 400 Beach Dr. NE #173, St. Petersburg.

Industry

The top five industry super sectors in Tampa Bay are:

- Trade, Transportation, and Utilities
- Professional and Business Services
- Education and Health Services
- Leisure and Hospitality
- Financial Activities

These sectors represent nearly 70 percent of the total regional employment.

Source: Tampabay.us 2011 Regional Profile



Bay Cities is committed to providing banking solutions to the small businesses in our community. SBA loans offer:

- Terms Up To 25 Years
- No Balloon Payments
- Down Payments as low as 10%
- Quick Turnaround

For more information contact Lynn Johler at our [Westshore - Main Office](#).

Meet Our Team



Scott C. Boyle

Scott C. Boyle joined Bay Cities Bank on May 16, 2011 as Executive Vice President, Pinellas County Executive. He is a graduate of the University of Florida with a B.S. in Banking and Finance, as well as The School of Banking of

the South at LSU.

Mr. Boyle has over 34 years of banking experience in Pinellas County. Before joining Bay Cities he spent the past 12 years as Pinellas County Regional President for First Community Bank of America. Mr. Boyle grew up in St. Petersburg and remains rooted in the Community as he serves as Director and Past Chairman for Neighborhood Lending Partners, a non-profit lending consortium providing housing for low to moderate income families throughout Florida. He is also past President and an active member of the St. Petersburg Kiwanis Club; he is a mentor for Big Brothers/Big Sisters of Pinellas, has tutored in reading and math for many years in the Pinellas County School System and is a member/supporter of the Gator Alumni Association.

Scott believes success comes from giving back to the community and building long term relationships with his clients by being responsive and delivering the highest level of customer service.



Lynn Johler

Lynn Johler recently joined Bay Cities Bank as Senior Vice President / Manager Small Business Administration (SBA) Lending.

Lynn received a Bachelor of Science degree from the University of South Florida and

brings a wealth of experience to her role as head of Bay Cities Bank's SBA Lending Division having been in the banking industry for over 35 years; with past experience in credit administration, all phases of branch management / administration, loan origination, loan production and portfolio management. Most recently Lynn was with Synovus Bank (formerly United Bank and Trust Co.) in St. Petersburg, Florida as Senior Vice President/Manager SBA Lending.

Lynn has served as Board member of Clearwater Neighborhood Housing Services and is the Treasurer of the Rotary Club of Indian Rocks Beach. She was past Chairman of the Executive Board of Directors of the Small Business Development Center, past Board member of the Tampa Bay Black Business Investment Corporation, past director and Treasurer of The Arts Center; formerly served as Chairman of the Allocation Committee for United Way and is a graduate of Leadership St. Petersburg.



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