

From the Desk of the President

2007 is starting off with a bang! Hundreds of new deposit and loan customers are experiencing SCVBank's commitment to exceptional service. We now serve over 4,000 customers. Construction loans are now a staple of our loan products with the addition of Vice President Hugh Waddell to our staff, an experienced construction lender. We've got some great plans for 2007 including "Merchant Capture", a product that will allow checks to be deposited

directly from your business office. Our staff continues to not only provide you with a great experience when you come into the Bank, but they are also more active in community activities than ever before. In recognition of these efforts in Santa Clarita, we were very proud to be nominated for Business of the Year. To help prevent identity theft, please watch for our ads about "Shred Days"- at no cost, we will shred your important financial records that if not

protected, could lead to identity theft. On behalf of the entire staff and Board of Directors of SCVBank, we wish you a healthy and prosperous New Year!



SCVBank Elects Terry Martin to Board

Santa Clara Valley Bank announced the election of long-time Santa Clarita CPA and resident Terry Martin to its Board of Directors.



Bank Chairman Sanger Hedrick, Jr. stated, "We are very enthused about Terry Martin joining our Board. He has been an outstanding member of our advisory board and strong supporter of our Bank. His business acumen coupled with his strong roots in the Santa

Clarita Valley will greatly benefit the Bank for years to come."

Mr. Martin is the tax partner of Martin & Coy, CPA's, with over twenty-five years of experience with both international and local accounting firms. His primary responsibilities include federal and state income tax return preparation and income tax planning for closely held corporations, limited liability companies, partnerships, S corporations, individuals, estates and trusts. He also holds California securities and insurance licenses and offers financial planning services to the firm's clients.

Mr. Martin received his Bachelor of Science degree in Accounting from California State University Northridge. He is a member of the American Institute of Certified Public Accountants and

the California Society of Certified Public Accountants. He currently serves as an executive board member of the Child & Family Center. In addition, Terry has previously served as a member of the Board of Directors of the Henry Mayo Newhall Memorial Hospital, Hart High School Education Foundation, and the SCV Chamber of Commerce Education Foundation. He was president of the SCV Chamber of Commerce in 1986.

"I am honored to join the SCVBank board and very excited about the opportunity to help lead a group of banking professionals in their mission to provide exceptional customer service, a business tenant that I have long embraced," said Mr. Martin.

Business Loans Made Simple

Many small businesses today are not clear about the financial information required by banks for a business loan



and therefore won't apply for a loan for that reason alone. This article addresses the basic requirements for a loan application for an established business. An established business is defined as having at least two years of operating history.

A bank will request the following information to get the process started.

- A cover letter outlining your loan request. The letter should include the loan

amount being requested, the purpose of the loan, and the source of repayment.

- A minimum of two, preferably three years, of business fiscal-year-end financial statements and tax returns.
- Your most recent interim financial statement.
- A current personal financial statement
- Last three years personal tax returns
- You should expect to personally guarantee the loan if your business is incorporated.

Once you have accumulated the above information, it is time to call your bank and arrange for a meeting with a bank loan officer to discuss your loan request. The meeting can be held at either

the bank or at your business location. Bankers enjoy visiting their clients' place of business as it gives us a better understanding of your product or services. After listening to the borrowers needs, the loan officer will suggest the proper product and loan term that will be best suited to the borrowers' source of repayment.

*By Hugh Waddell
Regional Vice President
Commercial Lending*



SCVBANK™ Information

Santa Clara Valley Bank's stock is traded on the Over the Counter Bulletin Board with market symbol SCVE.OB.

Stock Information

Howe Barnes Hoefler & Arnett

Michael S. Hedrei

(800)774-8723

(415)538-5749

mhedrei@howebarnes.com

Wedbush Morgan Securities

Joey J. Warmenhoven

(800)357-3680

joey.warmenhoven@wedbush.com

Santa Paula Branch

901 East Main Street
Santa Paula, CA 93060
(805)525-1999

Fillmore Branch

316 Central Avenue
Fillmore, CA 93015
(805)524-3262

Valencia Branch

24300 Town Center Drive Suite 100
Valencia, CA 91355
(661)255-9250

www.scvbank.com



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