

Summer 2005
Community *st*
The Newsletter of the Community Capital Bank

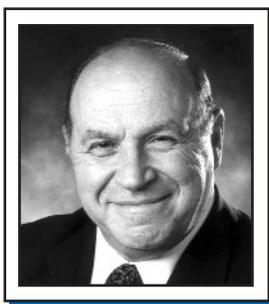


Report from the President and CEO

I am pleased to report that for the third consecutive year, Community Capital Bank paid a dividend to its shareholders. The \$0.20 dividend paid in June is a 33 percent increase from last year. Our record profit of \$731,958 for 2004 and the dividend payment reflect how the investments Community Capital Bank has made in recent years in technology, people, and a new branch are paying off in growth and profitability. The trend has continued this year in the first quarter of 2005 as assets increased to \$163 million and total loans increased to \$93 million.

We've thrived in an economic environment that is difficult for small businesses, as well as for us—a small bank that competes head-to-head daily with larger institutions. Part of our success is because of our leadership and purpose in providing financing to small- and medium-sized businesses, particularly loans guaranteed by the Small Business Administration (SBA). Our loans are very diverse including loans to tug boats, restaurants, hair salons, and diners to name a few as well as other businesses run by many of our hardworking and talented customers, including two who are profiled in this issue of our newsletter—Steve Brooks, owner of Bleu Drawes Café, a restaurant in the Greenpoint section of Brooklyn, and Delissa Reynolds, owner of Sepia, a lounge in the Prospect Heights section of Brooklyn. We are also well known for providing real estate commercial construction loans, mortgages to acquire or refinance investment property, and loans for multi-family buildings with five units or more.

The bank was delighted to present a \$25,000 grant to Brooklyn Economic Development Corporation (BEDC), which we see as an investment in an organization that has provided outstanding leadership in Brooklyn's economic development community for more than 25 years, and offered local entrepreneurs and small businesses programs, workshops, and micro loan opportunities to help their businesses grow and prosper. I am proud to serve as BEDC's newly elected



Charles F. Koehler

board chairman and proud that Community Capital Bank is providing BEDC with a line of credit for its Eureka! Fund, a micro loan program for entrepreneurs with disabilities.

We also are pleased to introduce in the newsletter two new vice presidents, Edmond L. Hughes, vice president of Business Development and officer in charge of our Livingston Street Branch, and Salvatore G. Portelli, vice president, compli-

ance officer and Bank Secrecy Act officer, both of whom are seasoned bankers who bring decades of experience and will enable us to better serve our customers and meet the requirements of new federal banking and accounting laws.

On behalf of the staff and board of Community Capital Bank, thank you for giving us the opportunity to serve you and your business.

CCB Reports Profit

Community Capital Bank ended 2004 with net income of \$731,958, the largest dollar profit since the bank opened its doors in 1991, Charles F. Koehler, president and CEO, announced at the bank's annual shareholder's meeting on April 27.

In addition, the bank's board of directors approved a \$0.20 dividend, which was payable on June 15, 2005 to shareholders of record as of March 16, 2005. This year is the third consecutive year that Community Capital Bank has paid a dividend to its shareholders.

Community Capital Bank's steady annual growth continued in 2004 with total assets increasing by 13 percent to \$153.9 million at year-end and total deposits increasing by 15 percent to \$128.9 million.

Gross loans outstanding increased by nearly \$4 million to about \$87 million in 2004. The total included loans made as part of the bank's ongoing

CCB Reports Profit –continued on page 2



Branch Locations
111 Livingston Street
Brooklyn, NY 11201
(718) 802-1212

140 58th Street
Brooklyn, NY 11220
(718) 765-0300

Customer Profiles

Bleu Drawes Café

For Steve Brooks, the shift from a career at a financial firm to a new life as the chef-owner of Bleu Drawes Café in the Greenpoint section of Brooklyn didn't happen overnight, but the transition was easier thanks to his relationship with Community Capital Bank.



Steve Brooks in Blue Drawes Café.

Photo by Gregory P. Mango

Mr. Brooks said he discovered Community Capital Bank after a representative at the Boricua College Small Business Development Center referred him to a list of banks that specialized in making loans guaranteed by the Small Business Administration (SBA). After doing research and finding that Community Capital Bank was one of the top SBA lenders in the New York City area, Mr. Brooks gave the bank a call.

"John Tear, a senior vice president for Community Capital Bank, was nice enough to come to take a look at the space," Mr. Brooks said. "I wanted to do business with a small bank and somebody used to dealing with small businesses."

Mr. Brooks said that Community Capital Bank is different because it takes a consulting approach and its staff was willing to work with him to achieve his goals. "Jennifer Hardy-Spencer, assistant vice president at Community Capital Bank, helped us with our business plan and financials so I was able to submit a finished plan to Community Capital Bank that just needed approval," he said.

Community Capital Bank, the only Brooklyn-based SBA Preferred Lender, is among the top 13 SBA lenders in the New York City region. About 25 percent of the loans in its SBA portfolio have been made to businesses in the food and restaurant industry and 56 percent of the loans in its SBA portfolio have been made to minority and women-owned businesses. For its success making SBA loans, the bank has been recognized by the SBA in recent years with Silver and Bronze Awards.

Mr. Brooks' previous experience includes 22 years working at American Express in a variety of departments, with his last position in the sales and marketing division. After leaving the firm in December 2002 when his job was eliminated, he immediately began making plans to open a restaurant. He decided to embark on a new career because he realized that he had always had a strong passion for

food, had catered for friends and family, helped friends open restaurants, and even taken classes at the French Culinary Institute in Soho while working at American Express. His next big step was to find a location.

"I found this incredible, nice space in Greenpoint," Mr. Brooks said. "When I saw it I fell in love with it."

After 15 months of planning and renovations, Bleu Drawes Café opened the first week of March, 2004, in a 700 square foot space that seats 16 people at 97 Commercial Street in the Greenpoint section of Brooklyn. The restaurant is open on Tuesday from 8 a.m. to 5 p.m., Wednesday through Friday from 8 a.m. to 10 p.m., and Saturday and Sunday from 10:30 a.m. to 10 p.m.

Mr. Brooks, who immigrated to the United States from Jamaica when he was eight years old, said his creations at the Bleu Drawes Café are interpretations of the Jamaican food his mother and grandmothers prepared. The result is a lighter, Jamaican gourmet food and a menu that features jerk chicken, oxtail, and codfish cakes.

The restaurant has caught on in the neighborhood by word of mouth and has received favorable reviews from New York Magazine and the Daily News. Employees from the nearby MTA facility come in for breakfast, lunch, and dinner as do individuals working in the Greenpoint Manufacturing and Design Center.

"Each day we do a little bit better than the last," Mr. Brooks said.

CCB Reports Profit – continued from page 1

relationship with the Small Business Administration (SBA) and in its role as a SBA Preferred Lender. Community Capital made 35 SBA-guaranteed loans totaling nearly \$11 million during the 12-month period from October 1, 2003 to September 30, 2004. This loan volume made the bank the 13th largest SBA lender in the New York City area.

"We are proud that, in a little more than a decade, Community Capital Bank has developed a banking franchise built around a skilled staff that is focused on meeting the needs of small- and mid-sized businesses and nonprofit organizations," Mr. Koehler said.

He continued, "Our customers provide the economic backbone for many of New York's communities. The success of our Sunset Park

branch demonstrates that we know how to support these engines of employment growth and that we know how to finance the multi-family, mixed-use, and owner-occupied buildings that are essential to rebuilding and maintaining our neighborhoods."

In other business, the following board members were elected to the Community Capital Bank board for one-year terms expiring in 2006: Dr. John E. Carrington, Keiko I. DeLille, Nelson Gisbert, Nancy Hoving, Mr. Koehler, Sarah S. Kovner, Robert O. Lehrman, Frances Levenson, Alric Nembhard, chair, and Gina L. Bolden-Rivera.

Customer Profiles

Sepia

Delissa Reynolds, the owner of Sepia, a lounge at 234 Underhill Avenue, between Eastern Parkway and St. Johns Place, in the Prospect Heights section of Brooklyn, has high praise for Community Capital Bank and the help its staff gave her when she was opening her new business.

"The experience reinforced my belief that there are small town banks willing to support small businesses because we are the foundation of economic development," she said. "Community Capital Bank was absolutely right there for me and I can't thank them enough."

Ms. Reynolds had never dreamed about opening her own business, but began considering it after September 11 when she couldn't find a job. Ms. Reynolds is an actress by training who also temped to support herself before September 11.

"I started having Sunday dinner to keep the energy going when I couldn't find a job," Ms. Reynolds said, adding that her Sunday hospitality led her to prepare a business plan to

open Sepia in the community where she has lived for 11 years.

"I wanted to maintain a small, hometown feel," she said explaining her concept for the lounge. "Also, the neighborhood was changing and I wanted to be a part of it."

Ms. Reynolds showed her business plan to a neighbor who loved it and who introduced her to John Tear at Community Capital Bank. Mr. Tear and the bank were very supportive of her business idea and gave her the SBA loan.

Sepia opened in March, 2004, and its success has exceeded Ms. Reynolds' expectations. The lounge, which also serves appetizers, seats 73 people and is located in an 1,100 square foot space that also features a patio. The hours are Monday through Wednesday 5 p.m. to 2 a.m.,



Delissa Reynolds in Sepia.

Photo by Gregory P. Mango

Thursday through Saturday 5 p.m. to 4 a.m., and Sunday, noon to midnight.

Ms. Reynolds is enjoying her new life as an entrepreneur and finds, "It's great to see your friends, meet new people, and be part of a business that is supported by the neighborhood."

She's also still a working actress and recently starred in a Law & Order episode. "The bar has provided a solid foundation for me and will, in the future, provide the means for me to continue acting," Ms. Reynolds said.

Community Capital Bank Presents BEDC with \$25,000 Grant

Community Capital Bank has presented BEDC with a \$25,000 grant, which will enable the organization to continue to provide ongoing technical assistance to small businesses seeking financing or business growth opportunities.

"Community Capital Bank is investing in BEDC because we admire the organization's 25 years of work in the area of economic development," said Charles F. Koehler, president and CEO of Community Capital Bank. "In addition, we are particularly pleased to be supporting the organization's latest venture, the development of the Eureka! Fund, which will enable BEDC's lending arm to make loans to entrepreneurs with disabilities."

Mr. Koehler said that by making the grant to BEDC, Community Capital Bank is reinvesting in the community a portion of a \$1.5 million Bank Enterprise Award it received in 2004 from the U.S. Treasury's Community

Development Financial Institutions (CDFI) Fund in recognition of its success in increasing loans to customers in economically distressed communities throughout New York City.

"We've had an ongoing relationship with Community Capital Bank since it was founded," said Joan Bartolomeo, BEDC president, "but

during the last several years, under the leadership of Charles Koehler, the synergy between the two organizations has manifested itself in loan referrals and financial management services the bank provides to BEDC, as well as technical assistance and collaborative business education programs."



Community Capital Bank board members present Joan Bartolomeo, BEDC president, with a check for \$25,000. Left to right, standing: Nelson Gisbert, Charles F. Koehler, Ms. Bartolomeo, Gina Bolden-Rivera, Dr. John Carrington, Robert O. Lehrman. Left to right, seated: Nancy Hoving, Frances Levenson, Alric Nembhard, and Keiko DeLille.

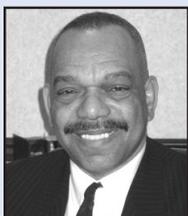
Announcements

Jean Gale Retires



Longtime officer Jean Gale has retired as vice president of the Human Resources Department, but continues to work as a consultant for the bank. Ms. Gale was among the first employees who opened Community Capital Bank in 1991, and has served the bank in a number of capacities, including as manager of the Livingston Street Branch. Ms. Gale had previously worked at Chase Manhattan Bank for 28 years. In her retirement, she hopes to become more involved in community service projects and in activities at her church.

Vice Presidents Named



Edmond L. Hughes has joined Community Capital Bank as vice president of Business Development and the officer in charge of the Livingston Street Branch.

Mr. Hughes began his banking career at Banker's Trust Company where he spent more than 10 years in commercial lending, and was with New York National Bank for 18 years, including serving as the bank's chief lending officer for 13 years. Most recently, he was a loan administration consultant in Community Capital Bank's Commercial Loan Department.

He is the treasurer on the board of directors of the South Bronx Overall Economic Development Corporation, earned a MBA in Finance from NYU, and BS in Physics from the University of Missouri. He also served four years in the Navy.



Salvatore G. Portelli has joined the bank as vice president, compliance officer, and Bank Secrecy Act officer. Previously, Mr. Portelli was with JP Morgan Chase for 37 years where he was responsible for

retail and domestic private branch banking, private banking fraud prevention, managing data center operations, system security, telephone logging, and compliance. He has been trained in administration management, with an emphasis on finance and contract law, at the American Institute of Banking, Project Management Institute, and a wide variety of JP Morgan Chase-sponsored classes.

Two Staff Members Promoted



Claribel Robinson has been promoted to senior loan administrator/assistant treasurer in the Credit Department. Ms. Robinson joined the bank part time in 1995, and after graduating from college in 1997, she became a full-time employee. She received her BA from Bernard Baruch College, and is currently pursuing a diploma in Credit Analysis at NYU.



Adriana Martinez has been promoted to assistant vice president in the Compliance Division. Ms. Martinez joined the bank in 2000 as the assistant manager of operations for Human Resources. During her tenure at bank, Ms. Martinez has earned several certificates in a number of areas, including Regulatory Compliance, the Bank Secrecy Act, Anti-Money Laundering, and other industry training programs.

Bank Presented the Corporate Award for Excellence

The State University of New York/Brooklyn Educational Opportunity Center presented Community Capital Bank and president and CEO **Charles F. Koehler** with its Corporate Award for Excellence at its graduation ceremony on June 23, 2005. Mr. Koehler serves on the advisory board for the Center, which for 36 years has enabled young adults and adult learners who strive to achieve excellence and self-sufficiency to gain access to higher education or employment through its tuition-free programs.

Gina Bolden-Rivera Recognized



New York City Comptroller **William C. Thompson, Jr.** honored **Gina L. Bolden-Rivera**, senior vice president and chief credit officer of Community Capital Bank, and four other leaders at his Women's History Month celebration at the Tweed Courthouse on March 30, 2005.

BOARD OF DIRECTORS

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Chairman of the Board

Charles F. Koehler
President & CEO
Director

Gina L. Bolden-Rivera
Sr. Vice President &
Chief Credit Officer
Director

Dr. John Carrington
Director

Robert O. Lehrman, Esq.
Director

Keiko I. DeLille
Director

Sarah S. Kovner
Director

Nelson Gisbert
Director

Nancy Hoving
Director

Frances Levenson
Director

