

What Bankers Are Saying About CDARS

"Thanks to CDARS, our bank has witnessed strong growth in deposits and eliminated collateral requirements on a number of large deposits. We are pleased that we can give back to this community through the use of CDARS. We are also pleased with the benefits the service offers our customers."

Steve Burgess, President
State Bank, La Crosse, WI, 8/06



"We were one of the first members of the Promontory Network, we joined even before it began offering CDARS, we were among the first banks to do a CDARS transaction, we have placed tens of millions of dollars through CDARS transactions, and we have always been pleased with the results."

Earl McVicker, President and CEO,
Central Bank and Trust, Hutchinson, KS
Incoming Chairman, American Bankers Association, 9/06



"Prior to CDARS, the strict investment policy requirements of many of our socially-motivated investors, non-profits, foundations, and public agencies prevented them from putting more than \$100,000 in our bank without full collateralization. CDARS changed all that. We are able to accept much larger deposits now and we can use them to fund loans that benefit the communities we serve."

Ann Scoffier, Vice President of Resources
City First Bank of Washington, DC, 4/05



"We're excited about the opportunities created by CDARS. It enables our customers to manage all of their CD investments through one relationship and work with people they know and trust."

Rick Mandelbaum, Executive Vice President
Landmark National Bank, San Diego, CA
The San Diego Daily Transcript, 5/25/04



"For us, CDARS provides the perfect blend of security and convenience, giving our clients a 'one-stop' solution for their large deposits, which translates into deeper relationships, and, therefore, greater long-term profitability for Park Bank."

Jim Hegenbarth, President
The Park Bank, Madison, WI, 7/06



"Since implementing the CDARS service, we have alleviated the need to pledge securities for several of our public fund accounts. At first, I was a little skeptical about our public funds customers' acceptance of the service. As it turned out, these customers really appreciate the benefits of CDARS. They no longer have to track the value of our pledged securities, plus the hassle of pledging and releasing securities is now over."

John J. Blake, Chief Executive Officer
Peoples State Bank, Many, LA, 7/06



"CDARS is one of those refreshing examples of a service provider that delivers up to the level that its literature promise. It allows us to add one more arrow to our quiver of products and, as a small community bank, it gives us basically unlimited deposit gathering options."

Jim McNulty, Vice President
Oak Bank, Fitchburg, WI, 9/06



"CDARS is an important tool for Fox River State Bank as we compete for local deposits. We believe it has given us a distinct competitive advantage in gathering large individual, corporate and public deposits where either insurance or collateral coverage is essential to the customer."

Jerry Merlet, Chief Executive Officer
Fox River State Bank, Burlington, WI, 7/06



"We didn't see deposits leave and go to CDARS. We saw new money come in."

Tim McAdam, Vice President
and Director of Marketing
Community Bank, Pasadena, CA, 4/04



"The whole process of implementing the CDARS program from start to finish was handled efficiently and quickly by the Promontory staff. We plan to include CDARS as a major funding source for years to come."

Mike Anderson, President and Chief Operating Officer
Premier Bank, Jefferson City, MO, 04/05



"CDARS is a wonderful service for our bank customers. Our Business Development Advisor and the rest of the staff at CDARS have helped us from day one. Their training has been fantastic and we can always count on them for any support we need. Our deposits have increased as a result of having the CDARS service and our customers are very happy to have this available to them."

Jorge F. Gonzalez, Executive Vice President
Falcon International Bank, Laredo, TX, 2005



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