



America's Correspondent Bank

The Advantage Program

Silverton Bank Services Table of Contents

Commercial Banking Products9

Capital Markets11

Card Services13

Payment Solutions15

International Services.....17

Insurance Services19

Consulting Services Group21

Investment Banking Services.....23

Silverton Bank: The Concept

Silverton Bank's concept is simple; we exist solely to serve the needs of the community banker. Our products and services are designed to assist you, the community banker, in competing with large regional and national competitors. This is achieved by leveling the playing field of technology and size, allowing you to focus on differentiating your institution by virtue of service, creativity and other factors specific to meeting customer needs.

The fact that we are owned by community financial institutions is key to Silverton Bank's concept. Ownership is limited to 3.00% by any single affiliated group, and our Board of Directors is comprised of the Chairman/President/CEOs of community financial institutions as selected by their fellow shareholders. It is not a requirement to be a shareholder of Silverton Bank in order to do business with Silverton Bank and in fact, Silverton Bank prefers to establish a relationship with a bank first to prove its commitment to quality service before a bank makes the decision to become a shareholder.

The goal of Silverton Bank is to support community banks by providing correspondent services that allow you to offer a full line of products and services to your customers without incurring the full cost associated with establishing and maintaining these products and services. In short, we view the relationship with our owner/customer financial institutions as more than simply a line of business among a variety of such lines. On a daily basis, our 400+ professional employees are dedicated to providing service to our customers and value to our shareholders, as Silverton Bank's success is directly related to our customers' success.

Silverton Bank: About Us

Silverton Bank is a leading national correspondent bank chartered specifically to serve the needs of community financial institutions across the United States. Chartered in 1986, Silverton Bank offers a full suite of correspondent products and services including Clearing/Cash Management, Lending, International, Investments and Balance Sheet Management, Credit Card and Merchant Processing, Investment Banking and Consulting as well as other specialized services designed to meet specific needs as requested. Silverton Bank's financials remain very strong, year-after-year with current assets over \$3.1 billion. We have a clear, long-term focus on product development, geographic expansion and superior customer service. Our outstanding performance as a correspondent bank is directly related to the caliber of our over 400 employees, the strength of the relationships we maintain with our customers and the impact we have in the communities we serve.

- ◆ Atlanta, GA - Support Office and also serving the Georgia market
- ◆ Annapolis, MD – serving the Maryland, Virginia, Washington, DC, Pennsylvania, New Jersey, and New York markets
- ◆ Birmingham, AL – serving the Alabama, Mississippi, Louisiana and Arkansas markets
- ◆ Charlotte, NC – serving the North Carolina, South Carolina, West Virginia and western Virginia markets
- ◆ Chicago, IL – serving the Illinois, Wisconsin, Michigan and Missouri markets
- ◆ Nashville, TN – serving the Tennessee, Kentucky, Indiana and Ohio markets
- ◆ Tampa, FL – serving the Florida market

Additional business development offices:

- ◆ San Clemente, CA
- ◆ Denver, CO
- ◆ Jackson, MS
- ◆ Winston-Salem, NC
- ◆ Cincinnati, OH
- ◆ Seattle, WA

The Advantage Program

a partnership approach

Our belief is that Silverton Bank must provide you with the full array of services you need to compete in today's marketplace. To accomplish this goal, we must achieve the leverage that comes with growth in asset size, number of employees, and market footprint. With our most valuable resource being the experience and creativity of our employees backed by \$300 million in bank-level equity capital, we have the ability to leverage our customers' collective investment in Silverton Bank.

Silverton Bank: The Vision

The vision of our original shareholders and directors has enabled us to build an organization that offers a wide range of products and services in a manner that allows us to maintain a strong, competitive, and profitable organization providing long-term value to our shareholders. Our Board of Directors is comprised of Silverton Bank's Chief Executive Officer along with capable and skilled individuals from shareholder banks in Alabama, Georgia, North Carolina, South Carolina, Tennessee, Florida and Virginia. Their expertise provides us the guidance and leadership needed to design and achieve a vision incorporating service to community bankers, return to shareholders, and development of our employees. Just as Silverton Bank has evolved over the past 22 years, so has our vision:

In 2008, Silverton Bank will be a \$3+ billion institution with a strong presence in key community bank markets in the United States. We will be recognized for the range of superior products and services we offer to our customers including core services, fee-based product lines, de novo support and customer training. We will have unparalleled customer service both internally and externally. Our image, notwithstanding our size, will be built upon the community bank model and employ local decision-making and consistency of face. We will be recognized for our superior employees and seen as an employer of choice. We will develop and deploy robust technology solutions. We will be the "home page" for community banking. Our marketing approach will be regionally focused, recognizing that success in our markets will be a result of consistent endeavors to know the customer and know the competition.

We will have pursued our plan with an eye toward balance in three critical dimensions; customer service, stakeholder return and growth. We will embrace opportunities both within our lending and investment portfolios and in the market at large through a risk-based decision process. To that end, through leverage and fee-based streams of income, we will provide an above average total return to our shareholders.

Silverton Bank and You: The Partnership Approach

Whether you are an organizer of a new bank or a community banker in an established institution, you are faced with a seemingly endless array of decision points ranging from those that are long-term and strategic in nature, to those that affect the day-to-day operations and management of the institution, to those that appear to be less significant and more mundane. Regardless of the size of the institution, nearly all of these decision points warrant a significant investment of time and attention. For a de novo group, the added demands of raising capital, building a management team, and developing a vision for the new enterprise can often consume all of your available resources. For an established bank, the added demands of managing a team, growing market share, studying your competition and planning for the future are very time and resource consuming as well.

In recognition of these challenges for both de novo groups and established institutions, Silverton Bank has designed The Advantage Program focused on helping you address the specific needs of a community financial institution by offering a turnkey solution and long-term partnership approach to correspondent banking.

The Advantage Program includes:

- ◆ an insurance services subsidiary offering the expertise and product knowledge to design an insurance program tailored to the unique needs of community banks,
- ◆ a full array of lending services to facilitate both the organizational process and the ongoing loan participation needs of both new and established institutions, providing assistance and expertise with commercial lending, commercial real estate and specialty finance opportunities,
- ◆ flexible turnkey operations capabilities that minimize cost and maximize efficiency that begin on day one of implementation and continue to grow with your institution,
- ◆ comprehensive bankcard services including both cardholder and merchant products branded for your institution and designed to allow your institution to share in the interest income generated,

- ◆ portfolio and balance sheet management services focused on providing the investment management services that meet your specific needs,
- ◆ consulting resources available to assist in developing value driven strategic plans, site selection and market analysis as well as compensation plans and human resource advisory services tailored to the specific needs and business plan of a community bank,
- ◆ investment banking advisory services to assist an institution's board of directors in evaluating and quantifying the short and longer term consequences of various business and financial strategies.

Through these programs and those outlined in detail in the pages that follow, over 400 dedicated correspondent professionals at Silverton Bank become your partners. While on the surface, many correspondent services appear to be relatively generic in form, the value that is added by the professionals at Silverton Bank is the differentiating factor that will produce both monetary and intangible benefits for your institution in both the short and long-term. Finally, we appreciate this opportunity to introduce our services to you and are eager to have you meet as many of our correspondent professionals as possible. In short, the sooner we begin the partnership process, the sooner we begin adding value to your institution.

The Partnership Process

The selection and implementation of the primary correspondent banking relationship can be a significant step with benefits well beyond those identifiable in any single service line. Whether through providing operational or funds transfer advice to your staff in support for their customer acquisition strategies, participating in loan transactions, or providing guidance in the areas of site selection, strategy, compensation or corporate finance, a full partnership with Silverton Bank allows you access to many valuable resources. To ensure that you realize maximum benefit from these resources, Silverton Bank is pleased to offer a one or two day orientation and implementation program in our Atlanta Support Office for qualifying institutions designed to meet your specific needs. A sample of the schedule and topics follows:

During this visit you will be exposed to all of the business lines of Silverton Bank. You will meet with our Payment Solutions personnel to discuss the clearing and cash management program, our Card Services experts to discuss revenue sharing potential and marketing ideas, as well as meet with Commercial Banking and Capital Markets representatives to discuss short and long-term goals and strategies for balance sheet management. The paperwork for our clearing program and card issuance programs can be facilitated with you at this time. In addition, Silverton Bank staff will be challenged with bringing forth creative ideas in their functional areas to assist you in maximizing the efficiency and productivity of your organization, or in developing programs that will allow you to differentiate yourself from competitors. Finally, you will have the opportunity to meet and interact with members of Silverton Bank Senior Management team, department managers and customer service support staff. By developing these relationships, you will ensure that your bank receives access to all available Silverton Bank resources.

In addition to the core services Silverton Bank offers, we also provide a significant value-added proposition through the specialty areas of Consulting, Loan Syndication Desk, Specialty Finance and Investment Banking. During this time, Silverton Bank makes available to full partners a variety of specialists and consultants to discuss the strategic value offered by these groups in seeking solutions to your specific needs:

- ◆ a discussion of peer analysis and characteristics of high performers
- ◆ presentation of general site location factors in your market based upon information from a specifically licensed database
- ◆ advice from our experienced consultants on compensation philosophy and effective compensation strategy
- ◆ a discussion surrounding strategic planning and valuing your institution
- ◆ insight from our investment banking professionals concerning merger and acquisition trends and general capital planning and other financial strategies
- ◆ a demonstration of how our lending expertise and capabilities in the areas of commercial real estate, specialty finance and loan sales services can translate into additional and new business development opportunities for your institution

Our experienced consultants and professionals are glad to help you and your staff in an ongoing manner as a partner in the development and growth of your institution. We feel that this investment of your time is important as we begin our long-term relationship. We are sure that you will look back on these two days as significant in the success of our partnership.

Commercial Banking Products

One of the most vital aspects of a correspondent bank is the ability to assist community financial institutions with their lending needs. Through our Lending services, Silverton Bank can assist you in meeting your customers' needs and managing your lending limits and liquidity. Your Silverton Bank lending representative can provide specific information regarding rates and terms on organizational credit products, as well as the other ongoing credit services listed below:

Bank Organizational and Holding Company Loans

We can provide financing directly to banks and their holding companies for acquisitions, expansions, stock repurchase programs, ESOPs and KSOPs, capital infusion or other needs. For de novo groups, we can provide a line of credit for the organizational expenses.

Bank Stock, Director and Executive Officer Loans

Due to Regulation O limits, community financial institutions cannot always meet the lending needs of their directors or executive officers. In addition, financial institutions cannot finance the purchase of their own stock. We look forward to meeting any of the lending needs of your directors or executive officers including financing the purchase of bank stock for this group.

Loan Sales Services

Silverton Bank offers its customers a valuable resource by providing needed loan volume through the selling of loan participations when targeted loan volume is not met via demand in the communities they serve. Silverton Bank's Loan Sales Services area manages the loan sales efforts while working closely with our customers to determine levels of need, as well as defining profiles that identify a customer bank's purchasing criteria. The Loan Sales Services area is also responsible for ensuring that all transactions are handled consistently, accurately and in a timely manner. Additionally, this area is responsible to purchasers of loan participations for the dissemination of relevant financial information and documentation as required.

Commercial Loan Participations

Silverton Bank can purchase participations in loans you originate that exceed your legal or internal lending limits. Our Loan Relationship Teams, consisting of a Regional Lender, an Area Credit Officer, a Credit Underwriter and a Paralender are available to assist with your participation needs. These team members are willing to work closely with your staff in negotiating the structure and terms of individual deals as requested.

Commercial Real Estate

We have the expertise to assist with large, complex commercial real estate loans from the construction phase to placement in the capital markets through several internal specialty finance units. This includes a broad array of projects including residential acquisition and development, owner occupied real estate, complex high-rise construction projects, and investment properties as well as commercial mortgage, critical equipment, and top tier hospitality financing.

Capital Markets

Silverton Bank believes that community financial institutions need access to the same balance sheet and portfolio management expertise that is employed by larger institutions. In response to this need, our team of investment specialists provides that expertise and can serve as your conduit to the capital markets.

Portfolio Strategies Service

Our team of professionals will help you design portfolio objectives and strategies to meet the unique needs of your balance sheet including liquidity needs, while improving yields and minimizing risk. Using your current and projected financial information and our detailed modeling, we will present and help you execute effective investment strategies in today's market.

Bond Accounting & Safekeeping

Silverton Bank offers comprehensive bond accounting and safekeeping services. Our Bond Accounting and Reporting System (BARS) is a proprietary product that was developed with the assistance of many of our customers and their CPAs to meet the unique demands of a community financial institution. Silverton Bank is a direct participant with both the Federal Reserve and Depository Trust Company (DTC) ensuring timely processing of your safekeeping transactions.

Federal Funds Programs

Silverton Bank offers both an Agent and a Principal Federal Funds program. Our Agent Federal Funds program saves community financial institutions hundreds of dollars by automatically diversifying and investing your institution's excess funds with upstream purchasers which you select from a list that has been approved by our Board of Directors. In the Principal program, Silverton Bank purchases your excess funds. When utilized in conjunction with our clearing/cash management program and *Sweep Account*, your excess funds will be automatically invested in one of our Federal Funds programs based upon your specific needs.

Corporate Cash Sweep Program

Silverton Bank offers a corporate cash sweep program called the Cash Advantage Account. This program is an off-balance sheet sweep account that will allow your bank to pay interest to corporate customers. Your customers' excess balances will be swept daily into repurchase agreements collateralized with U.S. government securities owned by Silverton Bank.

With the Cash Advantage Account, your bank will have a program that allows your customers to legally purchase a specific security, thus giving them access to a competitive interest rate on their excess balances. The advantage for your bank is in the generation of fee income without tying up your bank's securities as collateral.

Asset/Liability Service Bureau Reporting and ALM Consulting

Compliance with regulatory requirements and management of risk are two essential elements of a community bank's treasury management. Silverton Bank can assist you with reporting Asset/Liability through two reporting modules. Plansmith's Risk Monitor™ model is an excellent tool that utilizes the call report transmission file and your assumptions. The report gives an analysis for sensitivity, income at risk and EVE and also provides an assumption recap of 20 historical months of call report data. The Sendero A/L™ model is more dynamic for those banks that require more detailed account structures and what-if analysis. This report can be tailored to the level of detail needed in reporting. Both reports provide a cost-effective process for analyzing your institution's interest rate risk and reporting for ALCO and Board presentations.

To enhance your Asset/Liability analysis, Silverton Bank provides ALM consulting. Our consultants assist banks in understanding the power and potential of asset/liability management. This service includes on-sight and telephone consultation in theory, reporting and ALM presentations. In addition, we are also available to do assumption and policy reviews. Each consultant is knowledgeable to help your bank better leverage its capital and help you better leverage your time.

Card Services

Silverton Card Services provide community financial institutions access to competitive cardholder, merchant, and debit card programs without the risks often required to realize such program benefits. Personalization, revenue potential and quality customer service are all integral parts of the programs designed to allow you to offer a suite of services to your customers that rivals any that might be offered by regional or national competitors.

BankCard Programs

Community financial institutions can offer a full array of Visa®, MasterCard®, and Discover Network® products with Silverton Bank's agent cardholder program. Our program features:

- ◆ **Personalization** - You design the name and logo that appears on your bank's Visa, MasterCard and Discover Network cards.
- ◆ **Revenue** - Your institution shares in the revenue generated by the program, but takes NO risk. You will receive a generous portion of the interest income collected on your cardholders' outstanding balances on our Prime Advantage and Business Advantage programs.
- ◆ **Competitive Pricing & Products** - We offer your customers, employees, officers and directors very attractive terms on the following programs:
 - **Prime Advantage (V/MC only):** Classic (Prime + 8.99% APR) Gold (Prime + 6.99% APR) Platinum (Prime + 4.99% APR)
 - **Employee Advantage (V/MC only):** (Prime + 4.99% APR)
 - **Business Advantage (V/MC only):** (Prime + 9.99% APR)
 - **Rewards options are available on all of the above cards**
 - **Executive Banker** (Prime + 3.0% APR)
 - **Discover Network Preferred:** 3.99% for first 6 months, then 11.99%
 - **Discover Network Elite with Concierge:** 3.99% for the first 6 months, then 9.99%
 - **Perks EverydaySM Rewards are included on the Discover Network cards**
- ◆ **Service** - Toll-free customer service lines are provided and our experienced staff will ensure a superior level of individualized customer care. We also offer account access and payment capability through the Internet at www.onlinebankcardcenter.com.

Merchant Programs

Silverton Bank's Merchant Program offers you maximum flexibility by giving your institution the option to control the pricing, margins and discount rate offered to customers featuring:

- ◆ **Personalization** - Merchant statements carry your institution's name and are billed according to pricing you set. We will review and handle all transactions to safeguard your merchants from erroneous chargebacks.
- ◆ **Revenue** – If we take the liability and risk, you share in the revenue. However, if your financial institution assumes the liability and risk, you control the pricing, margins and discount rate offered to your customers. Regardless of the option you select, initial training, brochures, participation agreements and merchant applications are provided at no charge.
- ◆ **Service** – Our team has the experience and expertise to serve any merchant, from the smallest to the most sophisticated. Electronic Data Capture (EDC), PC processing, touch tone telephone (ETC) and Internet options are available for your merchant customers.

Debit Card Program

Through our strategic alliance with Fidelity Information Services, we are able to offer both MasterMoney® and Visa Check® debit cards. Fidelity Information Services will help you design a program to best meet the needs of both you and your customers.

Prepaid Card Program

Through our strategic alliance with Fidelity Information Services, we are able to offer Visa® gift cards and Visa TravelMoney cards. A financial institution does not have to be a member of our Card Services program to participate in the prepaid card program. The gift cards can be used at any merchant who accepts Visa and can be customized for each financial institution. Visa TravelMoney cards are reloadable cards that offer your customers the added benefit of convenience and safety when traveling abroad. These are both excellent products for financial institutions to use to strengthen their relationships with their customers.

Payment Solutions

Silverton Bank's Payment Solutions are designed to streamline and simplify the daily operational processes of a community financial institution, and to enable your bank to compete with larger financial institutions. Our comprehensive Clearing/Cash Management program saves community financial institutions time and money each year by providing state-of-the-art technology, outstanding customer support, and the investment of excess funds that were traditionally under-earning when invested in earnings credits, or at times left in a non-earning capacity. The Clearing/Cash Management program provides your financial institution with the following benefits:

- ◆ an end-of-business day sweep of excess funds from each of your accounts into the Federal Funds program of your choice,
- ◆ elimination of the need to make daily settlement and investment decisions by placing the position setting function in our hands,
- ◆ automated access to available Fed Funds line of credit resources when your net position requires access to funds at day's end,
- ◆ access to customer service and support personnel that work as your partner to resolve questions or research issues on behalf of your financial institution or your customers.

TBBConnect

TBBConnect, our Internet-based electronic communications network, serves as the primary electronic transaction processing system for hundreds of community financial institutions. This proprietary software, designed with the guidance of our Payment Solutions Advisory Group, allows you to access the following information and services:

◆ Account Information

Through TBBConnect, customer banks have on-line access to updated information on clearing account activity and balances, as well as daily, weekly, and monthly account statements. In addition, advices of activity are generated and delivered electronically with supporting third-party report information including Federal Reserve Bank statements and monthly service charge detail reports. Finally, the Cash Letter Availability Report, designed to summarize the immediate and deferred funds availability of outgoing cash letters and to highlight possible opportunities for improvement, is provided on a monthly basis as a valued service at no cost.

◆ Transaction Processing

TBBConnect software serves as the primary transaction processing vehicle in the Clearing/Cash Management program. Based upon security and permissions controlled by your institution, bank staff in different locations can create or authorize or retrieve a variety of transactions including:

Wire Transfers	Check Adjustments
ACH	MICR File Delivery
Coin & Currency	Notifications
TT&L	International Wires
Savings Bonds	Foreign Drafts

◆ TBBConnect Value Added Services

The OFAC/SDN Scan and EDI Translation are products that compliment our Clearing/Cash Management program and are designed to improve productivity at your financial institution.

OFAC/SDN (Office of Foreign Assets Control/Specially Designated Nationals) Scan:

This unique product offers online OFAC/SDN compliance screening capability. With this application, all incoming, outgoing and domestic international wires are automatically screened by comparing the data in the transfer request with current listing restrictions determined by the Office of Foreign Assets Control of the U.S. Treasury Department. Manual verification of any other information, such as new customer data, is also possible with this product.

EDI (Electronic Data Interchange) Translation:

Electronic Data Interchange is the detailed information that can accompany items in your ACH files. This report will translate the additional encrypted information your corporate customers may need to complete their transactions.

International Services

Our global economy has created an increasing demand for international transactions and Silverton Bank's International Services Department provides your financial institution the ability to compete effectively by offering the following services:

Foreign Wire Transfers

Our international wire transfer capability provides a timely and efficient method of remitting funds to foreign beneficiaries. We can transfer funds in almost any type of currency through an extensive network of foreign correspondent banks. Foreign currency wires are especially convenient for your customers who need to conduct financial transactions with foreign suppliers or affiliates. Additionally, we can provide paying instructions for your customers when receiving payments from foreign countries.

Foreign Currency and Travelers Checks

Through Silverton Bank's international services, you are able to provide your customers with foreign currency bank notes for their international travel needs. We also provide travelers checks in various currencies. Any unused notes or checks can be bought back at current exchange rates.

Foreign Check Collection

Our check collection service offers you the ability to settle U.S. dollar checks drawn on foreign banks, as well as checks drawn in foreign currencies. Collection can be done on a final or provisional credit basis.

Foreign Drafts

Drafts are issued in various currencies and drawn on locations throughout the world. Silverton Bank can provide your customers an alternative payment method by issuing a check in a foreign currency.

S.W.I.F.T. Messaging

By being a member of S.W.I.F.T. (Society For Worldwide Interbank Financial Telecommunications), Silverton Bank is able to help your institution send secure messages and wire transfers throughout the world in support of your international operations.

Foreign Exchange Advisory Services

Silverton Bank can actively help your customers manage their foreign exchange risk. While exchange rates fluctuate daily, we can provide the hedging tools to protect against negative currency moves.

Silverton Insurance Services, LLC

Silverton Insurance Services, LLC was formed in August of 2004 with the goal of providing shareholders or customers of Silverton Bank with Property/Casualty, Professional Liability and Financial Fidelity insurance tailored to the unique needs of community banks.

At the same time, Silverton Bank formed a wholly owned subsidiary, Silverton Insurance Company. This entity is a captive reinsurance company, domiciled in South Carolina. Silverton Insurance Company assumes a share of the premiums and losses generated by the policies arranged by Silverton Insurance Services, LLC.

Policies arranged by Silverton Insurance Services, LLC are underwritten by a member company of the Chubb Group of Insurance Companies. Chubb has been designing and underwriting innovative insurance products for the financial services industry since 1964. We are proud to have Chubb participate with us in this endeavor.

A.M. Best, a leading insurance rating organization, continues to award Chubb its highest rating: “A++”. Chubb’s financial integrity supports its long established reputation for superior claims service in each area of insurance they provide.

Few insurance agents understand the unique and complex risk financing needs of community banks. Silverton Insurance Services, LLC has the expertise and product knowledge to help agents properly design insurance that is tailored to the needs of their bank clients.

The following are some of the policies for community banks that can be arranged by Silverton Insurance Services, LLC, underwritten by Chubb and reinsured to Silverton Insurance Company:

ForeFront Portfolio for Banks*

ForeFront Portfolio for Banks packages Directors & Officers Liability, Employment Practices Liability, Fiduciary Liability and Bankers Professional Liability into one policy. The Insured can purchase either individual or a combined limit of insurance. Exciting advantages of this policy include its duty to provide a defense to the insured in the event of a claim or suit and its coverage for the cost of defending a claim or suit as long as at least one allegation is covered by the insurance.

ForeFront Security for Banks*

ForeFront Security provides a portfolio of 22 financial fidelity related coverages tailored to the needs of the community bank. These include Employee Dishonesty, Extended Forgery, Check Kiting Fraud, Extended Electronic Computer Crime, Workplace Violence and Kidnap, Ransom and Extortion as well as 16 other valuable coverages.

Customarq Limited*

Chubb's Customarq policy provides an array of insurance coverages to help protect against the loss of or damage to a bank's property, data processing equipment as well as the extra expenses the bank may incur in carrying out its business continuity plan should there be covered damage to its property. In addition, the Customarq policy includes certain insurance unique to banks, such as Mortgage Impairment and Mortgage Errors & Omission insurance as well as Foreclosed Property insurance.

Other Products

The insurance programs arranged by Silverton Bank Insurance Services, LLC and underwritten by Chubb are not limited to only the foregoing products. Workers Compensation, Automobile Liability and Physical Damage and Umbrella & Excess Liability can also be provided.

*Chubb refers to the member insurers of the Chubb Group of Insurance Companies underwriting coverage. This literature is descriptive only. The precise coverage afforded is subject to the terms and conditions of all policies as issued. Not all insurers do business in all jurisdictions.

Consulting Services Group

In order to meet the specific challenges facing financial institutions, Silverton Bank offers a Consulting Services Group that is solely focused on meeting the needs of community banks. Key service areas of the Consulting Services Group include strategic planning, executive compensation consulting and site surveys, as detailed below.

Strategic Planning

As bank executives are acutely aware, significant changes have impacted the banking industry over the past few years. Traditional players are changing their focus and their tactics while nontraditional players are entering the market. We believe financial institutions can respond to tomorrow's business challenges by developing a clear strategy and the necessary plans and programs to ensure successful implementation. Silverton Bank works with your senior executives and your Board of Directors to develop a strategic plan that will meet the specific needs of your institution while delivering real value to your shareholders.

Executive Compensation Consulting Services

Key to the success of any financial institution is assembling and maintaining the right executive team and a Board of Directors to lead the organization, which includes ensuring they are properly compensated. An effective first step in the consulting process is an Executive Compensation Audit intended to be an examination of the policies, practices and structures employed in the administration of compensation and related programs for an organization's executives. The purpose of the audit is to assist Senior Management and the Board in determining the degree to which the current structures and programs are consistent with industry practices and supportive of the strategic intent of the organization. Furthermore, our consultants provide the full range of compensation program design from salary administration, through annual incentive and bonus programs to long term incentives, as well as compensation programs for outside Directors.

Strategic Branching

The record of the banking industry in making effective branching decisions is spotty at best. Over 1,000 of all branches opened since 1996 have already closed; however, while branching can be perilous it can also be quite profitable if done effectively. We believe a thorough site survey can provide Executive Management the information necessary to make an informed branching decision.

A site survey is intended to be an objective, unbiased, third-party examination of a potential bank branch location. The purpose of the survey is to assist Senior Management and the Board of Directors in determining if the proposed site will provide value to the bank's stakeholders and is supportive of the bank's strategic intent.

Human Resource Advisory

The Human Resource Advisory offers a full suite of HR services that help banks to comply with state and federal regulations, leverage HR best practices and lower overall HR administration costs. HR services and project management support areas include:

- Employment compliance support, including assessments
- HR function creation for De Novos
- Employee handbooks and policy manuals
- Affirmative Action Plans (AAP)
- Compensation design and job descriptions
- Online HR Portal and HR "Help Desk"
- Employee opinion surveys
- Performance management plans
- Payroll administration
- Benefit and retirement programs

Silverton Bank Human Resource Advisory will help your financial institution improve management effectiveness, increase productivity and migrate risk while reducing your overall cost of HR administration.

Investment Banking Services

Our investment banking subsidiary, Silverton Capital Corporation, was formed in April 2002 to address the specialized corporate finance needs of our community bank customers. Silverton Capital Corporation's services are focused in two areas; assisting institutions in acquiring additional capital on the most favorable terms possible, and providing our customer's management and boards of directors with sophisticated investment banking advisory services related to mergers, acquisitions and other strategic and corporate finance transactions.

The most visible of these activities has been capital raised through our Trust Preferred Securities and Subordinated Capital Notes programs. These two vehicles provide capital for our customers on a more cost effective basis than was otherwise available to them in the past.

Since Silverton Capital Corporation's inception in mid 2002, the firm has placed over \$690 million in capital via their Trust Preferred Securities and Subordinated Capital Notes Programs. In addition, Silverton Capital Corporation has acted as financial advisor for over \$60 million in common stock offerings.

In the investment banking advisory area, our services include merger and acquisition related advice and execution activities, recapitalizations and restructurings, and capital and strategic planning. Our merger and acquisition advisory activities encompass buy-side as well as sell-side assignments, branch sales and acquisitions, merger of equals transactions and going private transactions. Our total merger and acquisition volume is over \$5.1 billion in banking and mortgage banking assets since mid 2002. Our advisory services relating to recapitalizations and restructurings include substantial share repurchases, shareholder base restructurings, sub chapter S conversions, ESOP transactions, and programs to provide improved liquidity to shareholders of institutions whose common shares are infrequently traded.

Our capital raising capabilities have directly facilitated the successful consummation of a number of merger/acquisition and restructuring transactions conceived by our customers. In the area of capital and strategic planning, we can assist an institution's Board of Directors in evaluating and quantifying the short and long-term consequences of various business and financial strategies.

De Novo Time Line



Payment Solutions Fee Schedule

Account Management	Electronic	Non-Electric
Account Maintenance	\$22.00 a month	\$22.00 a month
Daily Balance Reporting	N/A	\$10.00 a day
Additional Statements	No Charge	\$5.00 each
Balance Confirmations	N/A	\$10.00 each
Debits Posted	\$.35 each	\$.35 each
Credits Posted	\$.35 each	\$.35 each
NCHA Settlement	\$1.75 per entry	N/A
Drafts drawn on Silverton Bank, N.A.	\$3.00 each	\$3.00 each
Sweep for Clearing Customers	No Charge	No Charge
Sweep for Non-Clearing Customers	\$50.00 a month	\$50.00 a month
TBConnect (Electronic Access*)	\$175.00 per month	N/A
<i>*Unlimited user access</i>		
Wire Transfer Services		
Tiered Monthly Wire Pricing:		
Total wires = 651 and above	\$.40 each	\$19.00 each
Total wires = 401 to 650	\$.65 each	\$19.00 each
Total wires = 201 to 400	\$1.25 each	\$19.00 each
Total wires = 51 to 200	\$1.75 each	\$19.00 each
Total wires = 50 and below	\$2.50 each	\$19.00 each
Wire Tracers/Investigations	N/A	\$25.00 each
Large \$ Notification	\$3.00 each	N/A
Travelers Wires	No Charge	\$5.00 each
Late Travelers Wires	N/A	\$5.00 each
OFAC Scanning Service	\$75.00 a month	N/A
ACH Services		
ACH Origination>Returns/NOCs		\$2.00 per file
ACH File Received		\$3.50 per day
EDI Translation (1 st customer)	\$15.00 a month	N/A
EDI Translation (each additional customer)	\$5.00 a month	N/A
ACH Info File Delivery	\$30.00 a month	N/A
ACH Return Contingency Service	\$12.00 per item	N/A
Cash Services		
Cash Order From Fed		\$2.00 each
Cash Shipment to Fed		\$2.00 each
Special Request Order	\$25.00 each	\$25.00 each
Free TBConnect Services		
Customized Cash Letter Availability Report		No Charge
Savings Bond Orders		No Charge
TT & L Notification	No Charge	N/A
MICR File Delivery	No Charge	N/A

Pricing schedules as of January 1, 2008. Pricing subject to change.

International Services Fee Schedule

	Electronic	Non-Electronic
Outgoing Payment Orders:		
Foreign Currency Wire (under 10K USD equivalent)	\$25.00	\$35.00
Foreign Currency Wire (above 10K USD equivalent)	FREE	FREE
Foreign Wire in US Funds	\$25.00	\$35.00
SWIFT Messaging Requests	\$35.00	\$35.00
Tracer/Investigations	\$50.00 +	\$50.00 +
Amendment/Cancellation Request	\$50.00 +	\$50.00 +
Incoming Payments in Foreign Currency	FREE	FREE
Incoming Payments in US Funds	\$15.00	\$15.00
Incoming Payments Requiring Repair	\$25.00	\$25.00
Foreign Currency Drafts	\$10.00 #	\$20.00 #
Request to Stop Payment	\$50.00 +	\$50.00 +
Cash Letter Items (per item)	\$ 1.00 Δ	\$ 1.00 Δ
Foreign Currency Cash Letter Items	FREE	FREE
Returned Items (per item)	\$30.00 +	\$30.00 +
Clean Collection Items	\$60.00 +	\$60.00 +
Returned Clean Collections (per item)	\$60.00 +	\$60.00 +
Travelers Check Purchase	1% of USD equiv. (\$5.00 minimum)*	1% of USD equiv. (\$10.00 minimum)*
Foreign Currency Purchase	1% of USD equiv. (\$5.00 minimum)*	1% of USD equiv. (\$10.00 minimum)*
Foreign Currency Exchange	1% of USD equiv. (\$5.00 minimum)	1% of USD equiv. (\$5.00 minimum)
Overnight Shipping Fee	\$15.00	\$15.00
Correspondent Rejected/Returned Wires	\$25.00	\$25.00

+ Plus Foreign Correspondent Bank Charges.

* Add \$10.00 Courier Fee Per Order

Prices subject to change.

Δ Add \$9.00 for USD Checks Outside USA and Canada

US Mail Free, Overnight Shipping Fee Applies If Requested

Investment Fee Schedule

Asset/Liability Management Services Fee Schedule Effective January 2008

Plansmith Reporting	Price
Custom Plansmith Report*	\$675
Includes	<ul style="list-style-type: none"> Cash flow & duration analysis for Bond Accounting Customers Multiple runs of transmission file (limit 3) Consultation of assumptions and report output Email of PDF file format 1 hard copy of report (if needed) Shipping of bound color report via Fedex (if needed)
Additional Plansmith Services	
	<ul style="list-style-type: none"> Written analysis of Plansmith report Onsite consultation
	\$150 \$500/day Plus Travel & Expenses
Asset Liability Board Report	\$250
* First two (2) Plansmith A/L reports are free for De Novos less than a year old.	

Sendero Reporting

Sendero Report **	\$1,400
Includes	<ul style="list-style-type: none"> Sendero processing available via FiCast Data Corporation Cash flow & duration analysis for Bond Accounting customers Processing of What If scenarios (if needed) Consultation of assumptions and report output Access to FiCast Data to login to upload data and retrieve report
** The first Sendero report will require a one-time setup fee of \$1,250 which includes the initial cost of mapping the bank specific data into Sendero AL via Sendero DMS.	
Additional Sendero Services	
	<ul style="list-style-type: none"> Onsite Consultation
	\$500/day Plus Travel & Expenses

Prices subject to change.

Investment Fee Schedule

Safekeeping Fee Schedule Effective January 2008

	Price
Security Deliveries & Receives:	
Transacted through The Bankers Bank	FREE
Transacted through other brokers	\$40.00
 Pledging and/or Pledge Changes	 \$15.00
Monthly Maintenance (per receipt)	\$2.75
MBS Paydowns	\$5.00
Non-MBS Income Collection	\$3.00
Registration of Securities	\$65.00
Physical Redemption / Coupon Collection (per coupon)	\$50.00
Rejected - Physical Redemption / Coupon (per coupon)	\$40.00

Bond Accounting Fee Schedule Effective January 2008

	Price
Greater of \$1.65 per item or \$150.00/month	\$150.00/month
Report Delivery	
Electronic	FREE
Non-electronic	\$25.00
Conversion Expense	FREE
Training	Out of pocket expenses only

Prices subject to change.