

LETTER FROM OUR CEO MICHAEL F. BENDER



I'm happy to report that our retail expansion has garnered a lot of attention in the area and we have hit our early benchmarks

for establishing introductory market share. And while we're growing in the retail segment, we are keeping our business banking in focus. We remain the SBA leader with the most seasoned small business lending professionals, and the fastest local decision making. Small businesses reap the benefits because we can often secure loans that our competitors cannot. If you know a small business owner in need of financing, send them my way. I'd be happy to discuss how we do business lending and why we're known as the SBA expert. Email me anytime at mbender@mwregionalbank.com, or call my assistant Susan at (636) 232-2636.

Congratulations to our Employees of the Month:

*Brad Pitlyk and Tiffany Cox - Jan
Mike Taylor - Feb*

FLORIDA'S NEW ASSET

The Midwest Regional Bank Florida LPO has added a new lender. Paul Adamson joined our team in December and has hit the ground running. Paul is a seasoned professional who has worked for a number of commercial community banks throughout the Sarasota area and is very well established in the community. He will continue to be an asset in the Sarasota area as he represents the Florida SBA program for Midwest Regional Bank. We are thrilled to add a professional and productive lender that continues to give back to his community.



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CREVE COEUR SOLUTIONS

The Creve Coeur office strives to develop and deepen the services and relationship with existing clients. During the fall of 2017, the bank had the opportunity to refinance a high interest rate sellers note for a Dental Lab service provider from the St. Louis area. The client was referred to Tim Dudley at the Creve Coeur office by a banker at a major competitor when they were not able to provide a solution for client.

After meeting with the client and reviewing their situation, Midwest Regional Bank was able to offer a financing solution that dramatically improved the client's cash flow and secured traditional financing.

We were able to secure the client's full banking relationship including the term note, a working capital line of credit and all of the deposit relationship.

Always looking for ways to deepen the relationship with our clients, the client approached their lender Tim Dudley with the possible opportunity to purchase the commercial real estate building that they have leased for the past 10 years.

The client was provided with a financial review and advice on how to proceed with the seller. After negotiating with the seller, the client was able to arrive at an agreed upon sales price. The bank quickly approved the needed financing for the real estate purchase and the client was able to close on the purchase within 3 weeks.

We are always looking for ways to provide solutions for each client and grow in our relationships. If you or a client are in need of financing for your business, Tim Dudley at the Creve Coeur office would be happy to assist.

CHESTERFIELD MANAGERS

We are pleased to announce our new management team at our Chesterfield branch. Brandon Schmiedeke has accepted the Branch Manager position, and Samantha Shoop is the new Assistant Branch Manager. As they manage the retail side of the branch, Kevin Carter continues to oversee the commercial side as Area President, and Steve Grelle is the region's Vice-President .

EASTER BUNNY MARCH 30

The Easter Bunny will be hopping into our Festus headquarters on March 30 from noon to 6pm. This free community event is an annual favorite and always draws a big crowd. Each little visitor receives Easter candy and a keepsake photo in a festive frame. Spread the word!



SBA PROMOTIONS

Midwest Regional Bank is proud to announce new promotions as the SBA Department grows and serves an ever-growing market of small business borrowers. Brad Pitlyk, who has worked in the SBA Department as a processor since November of 2015, is now the SBA Department Manager.

In addition, in order to cover the processing workload as Brad manages the department, the Bank is thrilled to announce that Anthony Reed has been promoted to process SBA loans. Anthony began as a credit analyst in June of 2017 and has quickly made a glowing impression on his peers and supervisors as a reliable and knowledgeable analyst. The SBA team is thrilled to have such a diligent employee joining an already outstanding group of individuals who strive to make the SBA loan process as painless as possible for its customers.

As the SBA Lending program is designed to assist a multitude of loan borrowers with varying financial needs, don't hesitate to contact the Bank for your current or future SBA lending needs. For additional information or to get put paired up with a SBA lending office, please contact the Bank's new SBA Department Manager, Brad Pitlyk at 636-232-2660 or at bpitlyk@mwregionalbank.com.

THE BANK OF TRADITION AND PROGRESS.



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RETAIL LOCATIONS:

ARNOLD

1913 Richardson Rd
Arnold, MO 63010
(636) 232-0070

FESTUS

363 Festus Centre Drive
Festus, MO 63028
(636) 937-5351

CHESTERFIELD

17290 N Outer 40 Rd
Chesterfield, MO 63005
(636) 534-8433

KIRKWOOD

10840 Manchester Rd
Kirkwood, MO 63122
(314) 394-6060

OTTERVILLE

211 East Grover Street
Otterville, MO 65348
(660) 366-4321

SUNSET HILLS

11860 Gravois Road
Sunset Hills, MO 63127
(314) 394-4900



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DENVER CONSTRUCTION LOANS: WHY DO THEY TAKE SO LONG?

The Colorado office is known internally for a higher percentage of constructions loans than most other footprint states. The loans are notoriously slow to close. There are some reasons for all of this.

The sale of medical marijuana began in early 2000 and recreational marijuana sales became legal on January 1, 2014. This had a startling effect on the economy and the real estate markets. While the economy and real estate markets were improving nationally ever since the last recession, Colorado got an exceptional boost in both. The commercial real estate market saw warehouse vacancies drop as marijuana growers were buying and leasing much of the commercial real estate inventory on the market. Businesses looking to buy real estate were then being forced to build new properties because they could not find suitable existing properties to purchase. Maybe more importantly, the new marijuana laws brought a surge of people moving to Colorado. The high tech sector has grown rapidly as lifestyle makes Colorado very attractive to prospective employees. The awareness that the marijuana industry created, got many other people to look at all of the lifestyle benefits of living in Colorado. The rapid population growth then caused the residential real estate markets to experience housing shortages and drive up prices. December, 2017 saw a record low in residential listings in Colorado because people were hesitant to sell because buying replacement property was more difficult.

Both commercial and residential real estate developers ramped up development to fill the void of inventory on the market. With the expansion of development, the city and county building departments became overwhelmed and timeframes to process new building permits has slowed dramatically. Over time, this situation will likely improve, but in the meantime, it affects the opportunities for SBA real estate financing in Colorado.

OTTERVILLE OUTDOOR HERITAGE: THE LAMINE RIVER HUNT CLUB

Greetings from Otterville! As the cold weather has kept us inside for some time, we are reminded of an upcoming event that will give many of us an excuse to get outside. One of our local organizations is hosting their 2nd annual Turkey Shoot.

Founded in 2010, The Lamine River Hunt Club is a nonprofit organization created to promote the hunting and fishing heritage and pass it on to future generations. This is accomplished by hosting countless events throughout the year that give the young people in our area an opportunity to get outside, learn, and participate. A sampling of past events include a youth coon hunt; a youth fun day that had a BB gun shoot, obstacle course, and casting contest; a youth fishing contest; a youth turkey hunt; and a youth squirrel hunt. All of these events encourage kids of all ages along with their family or guardian to come and participate. Depending on the event, most participants are rewarded with some type of prize. In addition to having fun, teaching safe and proper hunting and fishing techniques is accomplished through their annual hosting of a Missouri Conservation Skills Test. By passing this test, the kids can obtain receipt of their Missouri Hunter Education Certificate. We'd like to thank all members of this organization that donate their time, money, and knowledge to give kids a chance to experience something outside and disconnected from electronic devices. All of their efforts have opened doors and inspired future outdoor and nature enthusiasts.