



TORREY PINES BANK

MEDIA RELEASE

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TORREY PINES BANK FOUNDS WOMEN'S BANKING GROUP CATERING TO THE NEEDS OF FINANCIALLY-MINDED WOMEN THROUGHOUT CALIFORNIA

--Leading commercial bank unveils, in conjunction with Women's History Month, tailored banking services for women, including opportunities to collaborate with experienced female banking professionals, network with others at special events

San Diego, CA - March 30, 2011 – Torrey Pines Bank, a leading, local commercial bank with offices throughout San Diego County, Los Angeles, and The Bay Area and an affiliate of Western Alliance Bancorporation, today announced the founding of its Women's Banking Group. Announced during Women's History Month, Torrey Pines Bank's Women's Banking Group is focused on attracting a growing segment of the community by addressing the specific needs of local female business owners, entrepreneurs, and others throughout California. Focused on providing a high level of service and products that will help discerning individuals seeking thoughtful advice and business networking opportunities, the new group is dedicated to helping clients create effective strategies to achieve their business and financial goals.

"Starting a Women's Banking Group has long been my dream, and what better time to do it than during Women's History Month," said Teofla Rich, senior vice president, head of private banking, who will lead the new division. "Women are a powerful force in our business community, and I am proud to be part of an institution that recognizes the power and influence that women have in society and business."

In San Diego County alone, women own more than 14,000 private businesses according to Dun & Bradstreet, Inc.

Access to the Women's Banking Group is not dependent on any level of qualification; it is open to anyone looking for a more personal banking relationship and wanting to effectively manage his/her financial destiny. Customers of Torrey Pines Bank's Women's Banking Group will gain access to:

- A dedicated team of banking experts with deep ties to the local community
- Personal service and thoughtful advice based on years of experience
- A broad array of products and services tailored specifically to fit their needs
- Access to invitation-only Circle Events
- Networking opportunities with other like-minded Women's Banking Group customers

Torrey Pines Bank's new initiative will be led by a team of banking leaders who can best anticipate and identify solutions to address clients' banking needs. The Women's Banking Group will be rolled out initially in San Diego, with other markets planned thereafter.

Teofla Rich--who draws on 30+ years in the industry, is a Certified Financial Planner™, the first Torrey Pines Bank recipient of the Tribute to Women in Business Award and a 2010 honoree of the San Diego Women Who Mean Business Award. Other members of the Women's Private Banking team at Torrey Pines bank include:

- Annalena Thompson, senior vice president, commercial real estate officer
- Francesca Castagnola, senior vice president & manager
- Gail E. King, senior vice president & commercial lending officer
- Crystal Watkins, senior vice president, director of marketing

- Sonja McQueen, vice president, cash management sales
- Linda Stouffer, vice president, commercial banker
- Tina Clemmons, vice president, Western Alliance Equipment Finance

“Each member of our Women’s Banking Group team brings a unique expertise and experience. When combined, they make for a powerful and dynamic resource that any business owner or executive will appreciate and benefit from,” added Mrs. Rich.

Torrey Pines Bank will provide its Women Banking Group Members access to events, such as its recent and highly successful Women’s (and Men’s) Day networking event, drawing over 200 women of caliber to Torrey Pines Golf Course during the Farmers Insurance Open. The event, which was held in January, served as a forum for attendees to share perspectives on strategies for staying (and winning!) in the game of business and golf. The event included admission to the 2011 Farmers Insurance Open, golf demonstrations and a private luncheon with keynotes from former San Diego 10News Anchor Carol LeBeau; District Attorney, Bonnie Dumanis; Chancellor, Marye Anne Fox, and Major General Angela Salinas.

The Women’s Banking Group was also a select exhibitor at Connected Women of Influence’s Second Annual Business Women’s Mega Mixer, bringing together over two dozen professional women’s organizations and hundreds of women from a variety of industries throughout San Diego County last week.

“The new Women’s Banking group is a natural extension of our existing product offerings and an example of the forward-thinking vision of Torrey Pines Bank in continually adapting to market opportunities and striving to meet our customers’ evolving needs. Clients of the new initiative will have an edge, through everyday opportunities to connect and collaborate with other clients with a wealth of information and experiences. We are excited about launching this new service and furthering opportunities for business-minded women throughout the state,” said Gary Cady, CEO of Torrey Pines Bank.

More information on the Women’s Banking Group can be found at www.torreypinesbank.com.

Torrey Pines Bank started with \$20 million in initial capital and a single office with seven employees in 2003. It today has \$1.4 billion in assets, 11 branches throughout California (in San Diego, Los Angeles and The Bay Area) and more than 195 employees. The bank maintains a strong stance in giving back to the local community, donating over \$1 million to charitable causes since its inception. It was awarded “Best Place to Work” by the Society of Human Resources Management in 2006 and was a recipient of the Peak Performance Award presented by National University School of Business in 2008. Torrey Pines Bank was also named Most Admired San Diego Company by SD Metro earlier this year.

About Torrey Pines Bank

Torrey Pines Bank is a California-chartered commercial bank, providing commercial and financial services to small and middle market businesses, and personal banking services to proprietors, employees, executives and consumers desiring a personal banking relationship. Information about products and services offered by Torrey Pines Bank is available at www.torreypinesbank.com.

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