



# In Touch

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## Back Where We Belong

It is incredibly hard to believe a year has passed since the first case of COVID-19 arrived in the U.S. As challenging as it has been, in some ways the response has brought us together as a community. Seeing merchants adjust to public safety guidelines to remain open, or seeing businesses shuttered during imposed shutdowns gives us reason to pause and ask ourselves what we can do to help; or if we could be doing more to support local businesses.

One thing I can say, without question – the resilience of business leaders in our local communities has been remarkable and inspiring. It doesn't matter if you're in Oakdale, Sacramento, Stockton, Modesto, or the Eastern Sierra, the level of perseverance in the communities we serve is truly extraordinary.

Working with business owners who are challenged to get through the uncertainty of the pandemic has been a humbling experience for us. At the same time, sitting with clients to consider their options and offer solutions on rebuilding and growth has been rewarding.



The bank is also proactively engaging with clients and hard-hit industry business owners regarding second draw PPP applications. If you are interested in learning more about second draw PPP loan eligibility, please see the related article in this issue or visit the PPP Information Center at [www.ovcb.com](http://www.ovcb.com).

Like you, we look forward with hope as case numbers and hospitalizations decline. We are optimistic about humankind's ability to bounce back. If we take a united approach to recovery, working together as a community, I am certain the relationships forged through this adversity will be stronger and healthier than ever.

Sincerely,

Christopher M. Courtney  
President & CEO

**Resilience ~**  
**The ability to become strong, healthy, or successful again after misfortune or change.**

We are extremely proud of the way our team stepped up to support the needs of clients and local business owners as they navigate these difficult times. While many banks closed branch lobbies and reduced hours, Oak Valley embraced digital channels to expedite transactions while keeping branches open. In 2020, the bank processed over 1,650 first draw PPP loans, totaling nearly \$250 million as we sought to secure desperately needed funding in support of clients and other local businesses.



Members of the Commercial Banking Group: Gary Stephens, Mike Garcia, Victoria Gaffney, and Mike Petrucelli

# Oak Valley Named Success Capital's Most Active Lender

Oak Valley Community Bank was recognized by Success Capital Expansion and Development Corporation as their "Most Active SBA 504 Lending Partner" in 2020. Success Capital helps small businesses throughout California secure favorable fixed-rate financing for real estate projects and equipment.

"Our team booked nearly \$8 million in loans, which helped fund over \$21 million in total projects, reflecting our commitment to providing the business community with access to capital," stated, Gary Stephens, EVP Commercial Banking Group. This award marks the

fifth consecutive year that Oak Valley Community Bank has won the "Most Active SBA 504 Lending Partner" award.

Additionally, Mike Garcia, SVP Commercial Banking, was awarded for "Largest SBA 504 Loan" in 2020. Both distinctions covered lending activity in San Joaquin, Stanislaus, Merced, Mariposa, and Calaveras Counties.

The 504 Program provides loans for small business development. Success Capital offers low down payment, fixed-rate financing via the SBA 504 Loan Program for business owners to purchase or build facilities for their businesses.

## COMMUNITY CORNER AHEAD Grant

Did you know your Nonprofit organization may be eligible for the AHEAD Grant if you are engaged in economic development activities?

This grant supports innovative, targeted initiatives that create new economic opportunity or fill critical social service gaps, piloting new interventions, and advancing a variety of economic development initiatives, especially job-related programs targeted to underserved populations.

AHEAD funding can directly change lives for the better by:

- Creating or preserving jobs
- Delivering job training or education programs or needed social services
- Supporting small business, microlending, and microenterprise incubation for low-income entrepreneurs
- Addressing the special economic development needs of at-risk youth, veterans, persons with disabilities, the formerly incarcerated, and tribal communities, among others

To inquire about this grant program email: [community@ovcb.com](mailto:community@ovcb.com).



## Looking for a home? We've got your loan!

Are you in the market to purchase a new home, a second home, or looking to take equity out for other investment opportunities?

Buying a home can be one of the biggest financial decisions you'll ever make. That's why it's important to choose a banking partner you can trust to help you through the home-buying process from start to finish.

From the initial pre-approval on your first home purchase to refinancing your permanent residence and everything else in-between, we're here to make your mortgage process personalized, easy, and streamlined. We offer competitive rates with flexible down payment options and

terms to give you the widest range of choices to meet your needs, with loan programs for:

- Primary Residence
- Investment Property
- Second Homes
- Cash Outs
- 1-4 Family Unit Financing
- Low-Cost Options
- Conventional Fixed Rate Loans
- Adjustable Rate Loans
- Jumbo Loans
- FHA Loans

Questions? We're always here to help! Call us or stop by your local branch for more information. Apply online at [www.ovcb.com](http://www.ovcb.com).



# CLIENT SPOTLIGHT

## Center for Human Services

Center for Human Services (CHS) is a local nonprofit that has helped over half a million people in Stanislaus County over the past 50 years. Their vision is to be a leader in advocacy and services for youth and families working with partners to build a strong community. CHS began in 1970 as a safe haven for youth, known as Head Rest, a non-profit organization that employed one paid staff member and nine volunteers.

Today, CHS has over 260 paid staff, at least 100 volunteers, and operates on a budget of over \$15 million dollars, serving over 20,000 clients a year in several locations throughout Stanislaus County. They carry out their mission by serving the underprivileged youth, individuals, and families in the Central Valley with six core programs, including family resource centers, substance abuse treatment, services for mental health, school, shelters, and youth.

CHS provides essential aid to the community and is primarily funded through grants and contracts with funding partners who support the prevention, intervention, treatment, counseling, and shelter services. They also host several fundraisers each year. Their philosophy is that all people can grow and change with the proper support and structure.

The main office is located at 2000 W. Briggsmore Avenue in Modesto. For more information about their programs and services, contact 209.526.1476 or visit CHS online at [www.centerforhumanservices.org](http://www.centerforhumanservices.org).



Oak Valley's Jose Sabala and Chris Courtney pictured with CHS Executive Director Cindy Duenas and staff.

*“Partnering with such a strong community supporter helps us ensure the majority of our operating budget is employed in service to our community. Oak Valley understands our needs as a local nonprofit. They are responsive and committed to our work.”*

*– Cindy Duenas, Center for Human Services*

## Paycheck Protection Program - Second Draw



The recently approved Economic Aid Act to hard-hit small businesses, nonprofits, and venues kickstarted the availability of an additional \$284.5 billion in PPP and other SBA programs. While many of the

PPP parameters are the same, some new changes include the expansion of eligible expenses and allowance for some borrowers to apply for a second-draw loan.

### Who is Eligible:

Small businesses can apply if they:

- Have 300 or fewer employees
- Experienced a revenue reduction of 25% or more in a calendar quarter of 2020 compared to the same calendar quarter in 2019. This is calculated by comparing gross receipts in the selected 2020 quarter vs the corresponding quarter in 2019.
- Have or will use the full amount of their first-draw PPP

loan on eligible expenses before the second-draw PPP loan is disbursed.

- Are considered an “eligible entity” including, but not limited to:
  - Nonprofits
  - 501(c)(6) organizations
  - Housing cooperatives
  - Veterans organizations
  - Tribal business concerns

### Maximum Loan Amount:

Second-draw PPP borrowers can receive up to \$2 million, capped by:

- 2.5x average monthly payroll costs (with a per-employee cap of \$100,000 annualized).
- 3.5x average monthly payroll costs if the borrower is operating in NAICS code 72 (hotels and food-service).

Applications are being accepted through March 31, 2021.

To learn more about PPP eligibility or forgiveness on your first draw PPP loan, please contact your loan officer, branch, or visit [www.sba.gov](http://www.sba.gov).

# Welcome to the Team



Please welcome the newest members of our business development and client relationship management team.



**Pamela Swift**

**VP Branch Manager -  
Dale Road**

**209.758.8020**

Pamela oversees and manages sales, business development, and deposit growth in the Modesto area. She brings 30 years of Central Valley banking experience. Pamela is currently a member of the National Alliance on Mental Illness of San Joaquin and Hospice of San Joaquin. She received a Presidential Circle of Excellence award and Top Business/Consumer Loan producer award as well as ranked #1 in Customer Service in her region for 8 consecutive years while with her previous employer. She enjoys spending time with family and fishing.



**Rob Gildea**

**VP Commercial  
Loan Officer**

**209.320.7864**

Rob is responsible for commercial lending, business development, and relationship management in the greater Stockton area. He has over 30 years of lending experience. Rob received a Degree in Business Administration from Chico State University. He is a former board member of Junior Achievement of Northern California and Lincoln High School Athletic Boosters. He is currently a member of the Quail Lakes Baptist Church Youth Ministries and the Uplift All Foundation. Rob resides in Stockton with his wife. He enjoys sports and spending time with his four adult children.



**Kim Parco**

**VP Commercial  
Loan Officer**

**209.834.3347**

Kim is responsible for commercial lending, agricultural lending, SBA loans, and relationship management in Tracy and surrounding areas. She has over 30 years of banking experience. Kim earned a Degree in Business Administration from the University of Phoenix and a certificate from the Agricultural Lending Institute at CSU-Fresno. She is a former board member of Tracy Hospital Foundation and Tracy Chamber of Commerce. Kim resides in Tracy with her husband and four children. She enjoys horseback riding, skiing, hiking, and spending time with her family.

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