



Silver Spotlight

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Celebrating 25 Years as Your Correspondent Partner

In the summer of 1986, the Virginia Association of Community Banks led the organizational effort to establish a bankers' bank. Virginia Bankers' Bank opened its doors in January 1987 to welcome our first correspondent services customer, Virginia Community Bank, headquartered in Louisa, VA. In 1996, we expanded our market to include financial institutions in the Fifth Federal Reserve District (Virginia, Maryland, North Carolina, South Carolina, the District of Columbia, and most of West Virginia). To better reflect the change in our footprint, the name was changed to Community Bankers' Bank ("CBB"). Today, CBB remains the only bankers' bank headquartered in the Fifth Federal Reserve District.

When we opened, there were more than 14,000 FDIC-insured banks in the U.S., the Prime rate was 7.5%, the Fed Funds rate was 6%, the average rate for a 30YR fixed mortgage was 9.2%, and the Dow Jones Industrial Average broke the 2,000 level for the first time on January 8, 1987. Community Bankers' Bank and the banking industry have seen a lot of changes in the last 25 years. What has not changed in all that time, however, is CBB's commitment to helping clients and shareholders enhance their viability in a competitive and ever changing marketplace.

The staff of Community Bankers' Bank is a dedicated group of banking professionals with an average of 22 years of experience. CBB has 108 shareholders and nearly 50% of all community banks within the Fifth Federal Reserve District have a correspondent relationship with us.

Community Bankers' Bank was organized to do business exclusively with community financial institutions. Our strategic plan and our mission statement dictate that we exist solely for the purpose of supporting and facilitating the success of our clients and shareholders. For 25 years, we have been a correspondent partner that can be relied upon in good times and bad, never competing for clients' customers.

We are part of a network of 16 bankers' banks currently serving more than 6,000 community banks in 50 states by providing a comprehensive mix of wholesale correspondent services. Bankers' banks are organized to support, inform, influence, and protect community banking. They help community banks manage their non-interest expenses and gain operational efficiencies and economies of scale on services such as cash letter, wires, ACH, safekeeping, and more. This, in turn, helps community banks offer better pricing to retail customers.

We are here to ensure that our banking system will continue to be vibrant and, most importantly, diversified. At a time when many large regional and money center banks have sharply curtailed or abandoned correspondent banking services, we continue to do what we have always done – provide high-quality, solid and dependable correspondent banking services to community banks throughout our market. We are grateful for our progress and success over the last 25 years and clients can rely on our specialized expertise, technology, and reliable service for many years to come.