

Supplemental Attachment 3 - Small Banks Outreach

| # | Lender | HQ City | County | Total Assets (\$M) | Tentative Commit. | Comments |
|----|----------------------------|---------------------|---------------|--------------------|-------------------|---|
| 1 | Bank of San Francisco | San Francisco | San Francisco | \$0.67 | \$5-\$7M | Subject to final credit approval and \$14 million deposit |
| 2 | Community Bank of the Bay | Oakland, | Alameda | \$0.61 | \$5M | Subject to final credit approval |
| 3 | First Foundation | Irvine | Orange | \$7.12 | \$10 | Subject to final credit approval; Branch locations in San Mateo County and San Francisco |
| 4 | Pinnacle Bank | Gillroy | Santa Clara | \$0.62 | | Not interested in municipal loan product |
| 5 | AvidBank | San Jose | Santa Clara | \$1.40 | | Not interested in municipal loan product |
| 6 | Heritage Bank of Commerce | San Jose | Santa Clara | \$4.61 | | Not interested in municipal loan product |
| 7 | Meriwest Credit Union | San Jose | Santa Clara | \$1,861.00 | | Bank not set up to account for this type of loan |
| 8 | TechCU | San Jose | Santa Clara | \$3,394.12 | | Transaction does not meet TechCU lending guidelines |
| 9 | Bank of the Orient | San Francisco | San Francisco | \$0.96 | | Not interested in municipal loan product |
| 10 | California Pacific Bank | San Francisco | San Francisco | \$0.09 | | Not interested in loans yielding less than 5-6% return |
| 11 | Mission National Bank | San Francisco | San Francisco | \$0.26 | | Not interested in municipal loan product |
| 12 | Provident Credit Union | Redwood City | San Mateo | \$3,096.00 | | Bank does not do commercial lending |
| 13 | Liberty Bank | South San Francisco | San Mateo | \$0.31 | | Not interested in municipal loan product |
| 14 | Summit Bank | Oakland | Alameda | \$0.30 | | Not interest due to low rates; not interested in deposits or upfront fee as special incentives. |
| 15 | Fremont Bank | Fremont | Alameda | \$5.00 | | Not interested in municipal loan product |
| 16 | Beneficial State Bank | Oakland | Alameda | \$1.24 | | Not interest due to low rates; not interested in deposits or upfront fee as special incentives. |
| 17 | Tri Counties Bank | Chico | Butte County | \$7.36 | | Not interested in municipal loan product |
| 18 | Commonwealth Business Bank | Los Angeles | Los Angeles | \$1.30 | | Not interested in municipal loan product |

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| 19 | Hanmi Bank | Los Angeles | Los Angeles | \$6.20 | | Not interested in municipal loan product |
| 20 | Preferred Bank | Los Angeles | Los Angeles | \$5.00 | | Not interested in municipal loan product |
| 21 | Bank of Marin | Novato | Marine | \$3.18 | | Not interest due to low rates; not interested in deposits or upfront fee as special incentives. |
| 22 | Banc of California | Santa Ana | Orange | \$7.75 | | Not interested in municipal loan product |
| 23 | River City Bank | Sacramento | Sacramento | \$3.19 | | Not interest due to low rates; not interested in deposits or upfront fee as special incentives. |
| 24 | Farmers & Merchants Bank of Central California | Lodi | San Joaquin | \$4.26 | | Not interested in municipal loan product |