**Chamber Business Spotlight**

**Bank 34 - March 2019**

**Business Name:** Bank 34

**# of staff:** 23-Alamogordo; 146-Bankwide

**Pres & CEO:** Jill Gutierrez, raised and lives in the Tularosa Basin area and her office is in Alamogordo, NM.

**Located:** Headquarters in Alamogordo, NM – 500 E. 10th Street.

**Phone:** 575.437.9334

**Hours of Operation:** M-F 9am – 4pm; Drive Thru 9am -5pm.

**Website:** [www.Bank34.com](http://www.Bank34.com)

**Facebook:** <https://www.facebook.com/Bank34/>

**LinkedIn:** <https://www.linkedin.com/company/24794647/>

**History:**

As our name implies, Bank 34 was founded in 1934. Born and raised in the small town of Alamogordo, New Mexico, our upbringing has been very unique for a community bank. Home to Holloman Air Force Base, White Sands Missile Range, and an abundance of natural beauty, Bank 34 has served clientele from across the nation and throughout the world—serving diverse financial needs of families and businesses associated with this vibrant and ever-changing military influence.

In October 2016, Bank 34 is a wholly-owned subsidiary of Bancorp 34, Inc., which is a public company trading on the NASDAQ stock exchange under the symbol “BCTF”.

Bank 34 expanded its geographic footprint in southern New Mexico with the opening of its full-service banking center in Las Cruces in 2008. In 2012, the Bank established a loan production office in Scottsdale, Arizona.

The Bank next acquired Arizona based Bank 1440 in August 2014, adding two full-service branches in Maricopa County, one in Scottsdale and one in Peoria.

During 2015 through 2018, expansion continued with the opening of ten new mortgage lending LPO’s in in New Mexico, Arizona, Washington, Oregon, and El Paso, Texas.

The table below is a summary of all of the offices in the Bank 34 network as of March 12, 2019:

**Bank 34 Bank and Mortgage Loan Production Office Network**

FULL SERVICE MORTGAGE LOAN

OFFICE LOCATION BANKING CENTER PRODUCTION OFFICE

|  |  |  |
| --- | --- | --- |
| Alamogordo, NM | X |  |
| Las Cruces, NM | X |  |
| Albuquerque, NM |  | X |
|  |  |  |
| Scottsdale, AZ at Kierland | X |  |
| Peoria, AZ | X |  |
| Scottsdale, AZ on Cactus |  | X |
| Gilbert, AZ |  | X |
| Tubac, AZ |  | X |
| Yuma, AZ |  | X |
|  |  |  |
| El Paso, TX |  | X |
|  |  |  |
| Puyallup, WA |  | X |
| Lynnwood, WA |  | X |
|  |  |  |
| Medford, OR |  | X |
| Portland, OR |  | X |

**Mission Statement:**

The mission of the Bank is to positively contribute to the financial well-being of its clients and communities it serves by providing full-service banking solutions on a foundation of high ethical standards and adherence to safe and sound banking practices.

**Business Slogan:** Stand Independent

**About Us/Slogan:**

The spirit and rewards of standing independent are evident around us every day. Discovering a local bank that truly seeks to unleash the value and power of your creative ideas for family or business is far less certain.Standing the test of time and change since 1934, we have stood by customers who share the passion of individualism and innovation. Our genuine brand of customer care has been shaped by our own lessons learned from what it takes to remain independent and authentic in a world of large banks.The way you choose to bank with us may be changing at the speed of technology, but rest assured whatever choices you make, Bank 34 will always be true to the highest level of personal service. We’re proud to stand independent and feel privileged to help you do the same.

**Biggest successes to date:**

The Bank branching out to the Arizona market and the mortgage division establishing 10 mortgage centers across 5 states. Also, becoming a public company trading on the NASDAQ stock exchange.

**Awards or recognition:**

The Bank has earned a 5 star rating from Bauer Financial. Bank 34 mortgage division earned the MFA Housing New Mexico Rural Mortgage Lender of the Year in 2017 and 2018.

**Type of Business & Focus:**

The Bank’s two primary areas of strategic focus are business banking and mortgage banking.

Business banking loan offerings include but not limited to small business financing, SBA and USDA loans, revolving lines of credit, owner-occupied real estate financing, commercial real estate, multi-family residential real estate lending and master line construction loans to professional builders.

Business banking deposit offerings include business operating accounts, merchant card processing, and credit cards and a full menu of remote banking capabilities including cash management business online banking, ACH (Payroll, Payments, Checks and Federal Tax Payments), remote deposit capture, and domestic and international Wires Origination.

Mortgage banking offerings include portfolio lending and a comprehensive product offering through multiple investor channels of Conventional, FHA, VA, USDA, first home, down payment assistance, jumbo loans, and niche programs (e.g., bank statement, asset based and expanded ratios). The Bank has a Federal Charter and is able to originate loans in any state. The website provides the opportunity for a homebuyer or homeowner to apply for mortgage from anywhere from any of our mortgage loan originators.

Although business banking and mortgage banking are the focus, the Bank has top notch and competitive consumer products including checking, savings, money market, certificate of deposits, IRAs, mobile banking, mobile and tablet check deposit, debit and credit cards, and ATMs.

**Popular & New Items:**

Small Business Interest Checking is a business interest earning account for profit-based companies.

Free Kasasa® Checking is a free checking that pays you for banking with us. You can earn high interest, cash back, or other rewards and a Saver for an automatic way to save more cash. The website provides online account opening capabilities for the Bank to selectively source deposits in market areas not currently served by a bank office.

**Special discounts, military, seniors:**

The Bank offers a Golden Checking account with special benefits for customers 55 and older.

The Mortgage Division offers first home and down payment programs and VA loans for home purchases and homeowners that are military.