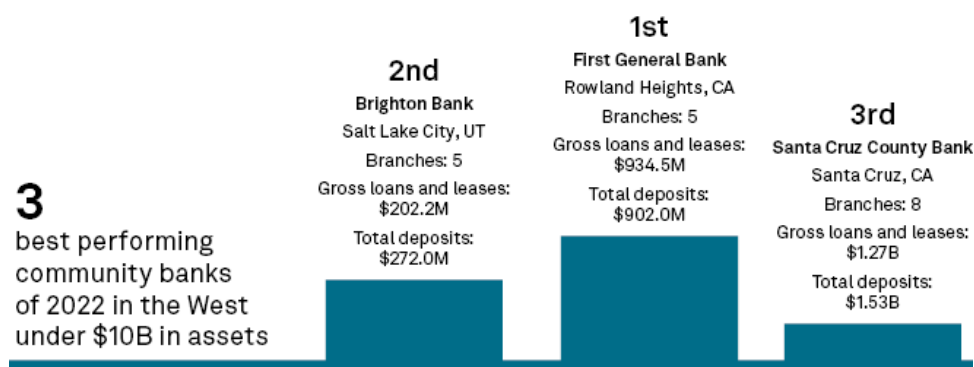


RESEARCH & ANALYSIS

Minority bank from California is 2022 best-performing community bank in West US

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By Maricor Zapata, Zuhaib Gull and Zain Tariq
Market Intelligence

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Source: S&P Global Market Intelligence.
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Asian American-owned First General Bank, from Rowland Heights, Calif., topped S&P Global Market Intelligence's 2022 ranking for the best-performing community banks in the Western US with assets under \$10 billion.

Salt Lake City-based Brighton Bank ranked second, while First General Bank's in-state peer Santa Cruz County Bank was third.

About this analysis

To compile this ranking, S&P Global Market Intelligence calculated scores for each company based on seven metrics: pretax return on tangible common equity; efficiency ratio; cost of funds; five-year average operating revenue growth; five-year average net charge-offs to average loans and leases ratio; nonperforming assets and loans 90 days or more past due as a percentage of total assets; and leverage ratio. Each company's standard deviation from the industry mean was calculated for every ranking metric, weighted, then combined to derive a performance score. To help normalize the data and mitigate the impact of outliers, caps and floors were applied for each metric.

Criteria for the ranking included a gross loans and leases-to-total assets ratio of at least 33% with no more than half of those loans in credit cards; a leverage ratio of at least 5%; no active severe enforcement action; a result other than "substantial noncompliance" or "needs to improve" in the bank's most recent Community Reinvestment Act exam; a yield on loans and leases of no more than three times the industry median of 4.88%; and no more than half of the entity's revenue coming from nontraditional banking activities. Additionally, industrial banks, nondepository trusts, companies with a bankers' bank certification, and banks with parent companies that have total assets of \$10 billion or more were omitted.

Based on the above criteria, 331 banks and thrifts were eligible for ranking.

How they got to the top

First General Bank outdid the top 50 median in four of seven metrics analyzed by Market Intelligence. The bank's efficiency ratio of 23% and leverage ratio of 17.52% were substantially better than the top 50 median. It also had zero charge-offs on its \$934.5 million gross loans and leases in 2022.

First General Bank is the sixth-largest Asian American bank in the West and the 13th-largest Asian American bank in the US overall.

The bank was founded in March 2005, and President and CEO Cliff Hsu, its founder, has been at the helm since its inception. It is a full-service commercial bank focused on personalized service, with both traditional and online core consumer and commercial banking products, and cash management services for small to midsize businesses and individuals residing or doing business in Southern California. First General Bank is one of about 120 US commercial banks certified as a community development financial institution by the Treasury Department.

First General Bank has more than doubled its asset size over the past decade. Its assets and deposits totaled \$1.18 billion and \$902.0 million, respectively, as of Dec. 31, 2022. It has five in-state, brick-and-mortar branches located in Rowland Heights, Arcadia, San Gabriel, Irvine and Artesia, Calif.

The lion's share of the bank's total loan portfolio in 2022 was in domestic office real estate loans, with 66.24% attributable to domestic office loans secured by nonfarm, nonresidential properties, according to Market Intelligence data.

Second-place Brighton Bank posted 0.02% cost of funds and zero net charge-offs on average loans and leases in 2022. It outperformed the top 50 median in four of seven metrics among banks in the region. Brighton Bank is a subsidiary of Brighton Bancorp, which was founded in 1978.

Santa Cruz County Bank, which placed third in the ranking, was founded in 2003 and provides commercial and personal banking services to residents and businesses. It has eight branches, total deposits of \$1.53 billion, and gross loans and leases of \$1.27 billion as of the end of 2022. The bank also booked zero net charge-offs on its average loans and leases in 2022.

Best performing community banks of 2022 in the West under \$10B in assets

Based on financials for the year ended Dec. 31, 2022

Rank	Company (top-level ticker)	City, state	Ranking metrics							NPA's & loans 90+ PD/ total assets (%)	Leverage ratio (%)
			Total assets (\$M)	ROATCE before tax and extra (%)	Efficiency ratio (%)	Cost of funds (%)	5-year avg. operating revenue growth (%)	5-year avg. NCOs/avg. loans and leases (%)			
1	First General Bank	Rowland Heights, CA	1,175.4	25.15	23.00	0.49	14.2	0.00	0.08	17.52	
2	Brighton Bank	Salt Lake City, UT	297.8	34.03	45.75	0.02	11.5	0.00	0.07	10.64	
3	Santa Cruz County Bank (SCZC)	Santa Cruz, CA	1,744.5	27.55	38.52	0.12	21.6	0.00	0.18	10.39	
4	Fresno First Bank (CFST)	Fresno, CA	1,293.2	31.23	39.32	0.08	31.1	0.04	1.42	11.68	
5	Pioneer Trust Bank NA	Salem, OR	727.0	28.68	30.15	0.16	5.9	0.12	0.00	11.89	
6	Solera National Bank (SLRK)	Lakewood, CO	994.9	41.59	35.66	0.63	46.8	0.01	0.53	7.90	
7	Bank of Montana	Missoula, MT	275.7	43.80	35.46	0.24	16.1	0.00	0.00	7.48	
8	Mission Bank (MSBC)	Bakersfield, CA	1,492.5	25.54	43.38	0.11	19.3	0.01	0.00	10.09	
9	Main Bank	Albuquerque, NM	244.5	28.30	41.71	0.18	14.7	-0.02	0.00	9.07	
10	HCN Bank	Riverside, CA	970.6	26.84	39.35	0.08	6.5	0.01	0.00	10.08	
11	Centinel Bank of Taos	Taos, NM	388.3	35.72	44.63	0.07	10.2	0.00	0.10	8.28	
12	Cache Valley Bank	Logan, UT	2,930.6	31.14	35.90	0.43	15.1	0.03	0.28	9.48	
13	Bank of Commerce	Ammon, ID	1,921.5	20.46	39.34	0.14	11.0	0.01	0.18	12.94	
14	Five Star Bank (FSBC)	Roseville, CA	3,224.1	25.49	33.20	0.44	24.4	0.13	0.01	10.69	
15	Plumas Bank (PLBC)	Quincy, CA	1,618.9	30.89	45.39	0.06	14.0	0.12	0.10	9.25	
16	First Security Bank of Nevada	Las Vegas, NV	281.8	12.09	43.89	0.18	9.6	-0.04	0.00	20.22	
17	North Valley Bank	Thornton, CO	236.6	23.94	43.41	0.20	7.2	0.01	0.00	11.83	
18	Western Commerce Bank	Carlsbad, NM	673.4	30.52	46.10	0.08	12.4	0.03	0.08	7.99	
19	American Business Bank (AMBZ)	Los Angeles, CA	3,840.8	26.69	46.07	0.07	17.6	0.00	0.18	8.75	
20	Yellowstone Bank	Laurel, MT	1,189.9	15.33	42.41	0.19	5.8	-0.18	0.00	12.69	
21	Capital Community Bank	Provo, UT	649.2	33.42	38.63	0.89	40.4	1.90	1.43	15.72	
22	Silver Queen Financial Services Inc.	Greenwood Village, CO	2,062.5	24.23	22.35	0.99	23.3	0.01	0.28	11.87	
23	CommerceWest Bank (CWBK)	Irvine, CA	1,436.6	23.87	39.04	0.15	16.2	0.18	0.04	11.01	
24	American Plus Bank NA	Arcadia, CA	642.6	16.75	29.44	1.02	7.6	0.03	0.00	18.27	
25	RSNB Bank	Rock Springs, WY	388.9	28.38	58.45	0.31	1.4	-0.07	0.00	11.01	
26	Pueblo Bank and Trust Co.	Pueblo, CO	633.0	22.19	60.41	0.03	15.5	-0.09	0.16	10.38	
27	Community Bank of the Bay (CBOB.A)	Oakland, CA	975.7	18.83	59.56	0.63	22.6	0.02	0.04	19.26	
28	First American Bank	Artesia, NM	1,746.5	37.92	46.41	0.09	7.3	0.14	0.32	9.40	
29	Gunnison Bank and Trust Co.	Gunnison, CO	224.8	23.47	57.61	0.14	16.8	-0.02	0.00	10.05	
30	Citizens Bank of Las Cruces	Las Cruces, NM	971.1	28.27	52.88	0.20	8.7	0.00	0.01	8.93	
31	Frontier Bank	Lamar, CO	421.6	24.43	47.63	0.27	4.6	-0.04	0.03	10.29	
32	Farmers & Merchants Bancorp (FMCB)	Lodi, CA	5,329.4	22.03	44.21	0.07	11.1	0.01	0.05	9.36	
33	River Valley Community Bank (RVCB)	Yuba City, CA	629.9	25.55	49.33	0.18	15.9	0.01	0.00	8.24	
34	Central Valley Community Bank (CVCY)	Fresno, CA	2,421.5	22.43	52.91	0.06	6.8	-0.02	0.10	10.86	
35	Valley Bank of Kalispell	Kalispell, MT	181.3	26.98	56.14	0.11	10.6	0.01	0.26	9.98	
36	Valley Bank of Commerce	Roswell, NM	326.3	29.31	39.22	0.12	16.6	-0.05	1.42	8.02	
37	Summit State Bank (SSBI)	Santa Rosa, CA	1,115.5	30.71	46.89	0.59	20.7	-0.01	0.43	8.53	
38	UniBank (UNIF)	Lynnwood, WA	586.7	20.78	47.41	0.69	19.9	-0.01	0.05	12.83	
39	ANB Bank	Denver, CO	3,198.1	33.16	61.46	0.07	4.4	0.01	0.06	8.49	
40	Preferred Bank (PFBC)	Los Angeles, CA	6,426.0	30.07	26.95	0.85	14.0	0.09	0.40	10.32	
41	TriCo Bancshares (TCBK)	Chico, CA	9,931.0	23.96	51.56	0.11	13.2	0.00	0.34	10.14	
42	5Star Bank	Colorado Springs, CO	360.0	17.97	50.94	0.49	15.7	0.02	0.05	14.53	
43	BOU Bancorp Inc.	Ogden, UT	2,414.2	16.53	57.54	0.25	10.1	0.00	0.07	15.28	
44	GENUBANK	Las Vegas, NV	152.0	8.82	59.23	0.18	22.3	-0.03	0.00	15.99	

45	Cornerstone Community Bank (CRSB)	Red Bluff, CA	582.6	24.60	47.95	0.44	17.2	0.01	0.00	9.51
46	Gateway Commercial Bank	Mesa, AZ	201.9	18.79	48.70	0.41	11.1	-0.05	0.00	12.27
47	Redwood Capital Bank (RWCB)	Eureka, CA	525.1	20.11	54.75	0.07	8.7	-0.06	0.14	10.62
48	River City Bank (RCBC)	Sacramento, CA	4,041.3	20.46	26.40	0.56	14.7	-0.02	0.00	8.68
49	Bank of Star Valley	Afton, WY	376.2	22.09	45.60	0.26	13.6	0.02	0.12	9.90
50	Points West Community Bank	Windsor, CO	824.1	21.27	60.22	0.22	32.1	-0.03	0.22	9.16
Top 50 median			25.32	45.50	0.18	14.1	0.01	0.06	10.31	
Median for all 331 banks			16.44	61.10	0.27	8.7	0.01	0.22	10.32	

Data compiled Mar. 3, 2023.

ROATCE = return on average tangible common equity; NPA = nonperforming assets; PD = past due.

S&P Global Market Intelligence used seven diversely weighted metrics to identify top-performing U.S. community banks headquartered in the West region with under \$10 billion in total assets. The mean for each metric was identified across the dataset, and standard deviations from these means were calculated for each metric for each institution and aggregated to determine a relative performance score. Scores for each metric were also capped to help normalize the data.

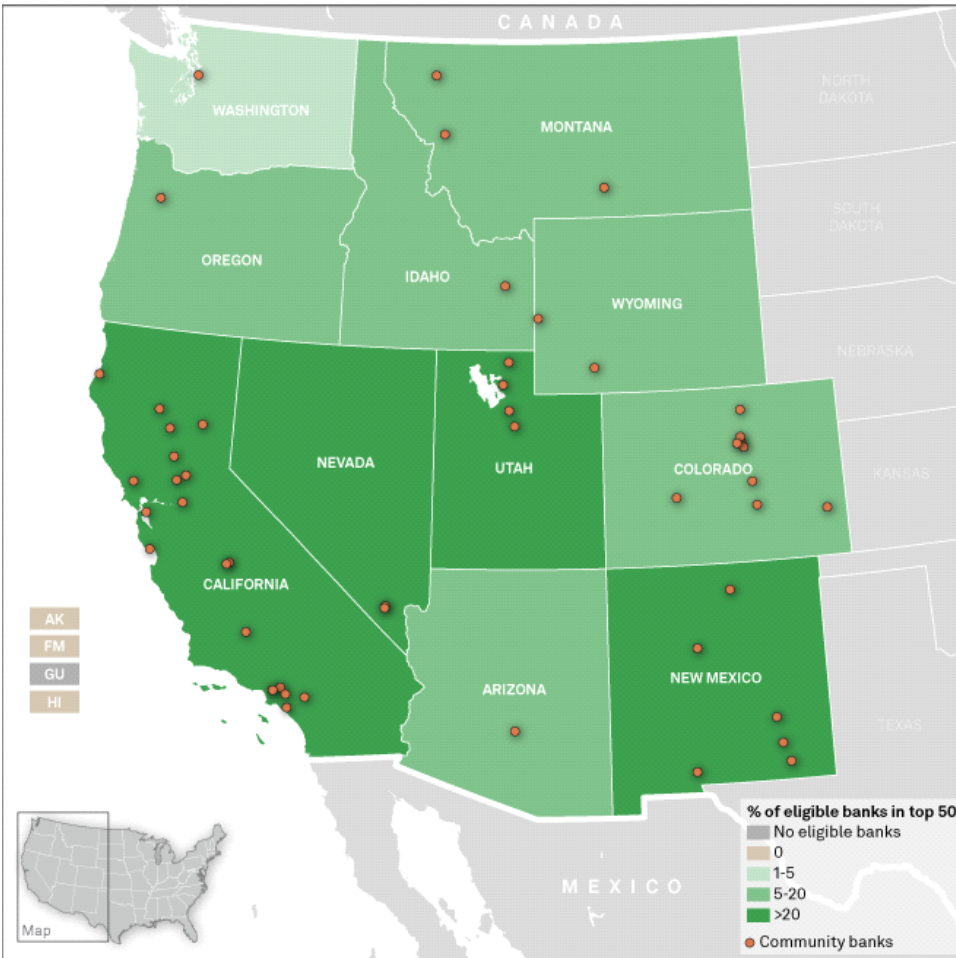
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Rankings are based on 2022 regulatory filings. All ranking metrics must have been reported for a company to be included.

Source: S&P Global Market Intelligence.

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50 best-performing community banks of 2022 in the US West under \$10B in assets



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Map credit: Joe Felizadio.

Source: S&P Global Market Intelligence.

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[Click here to download a refreshable template containing the underlying data used in the rankings and the list of top 50.](#)

Click here to see the 2022 rankings for the top-performing community banks with less than \$3 billion in assets, and here for those with \$3 billion to \$10 billion in assets.

Article amended at 9:18 a.m. ET on March 23, 2023 to clarify that First General Bank President and CEO is the bank's founder.

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