

**For Immediate Release**

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**BANCALLIANCE TO OFFER COMMUNITY AND REGIONAL BANKS  
VITAL RESOURCES FOR GROWTH**

*AlliancePartners forms membership organization, Donald Kohn joins Board*

(Washington, D.C.)—AlliancePartners, a management company founded by John Delaney and Lee Sachs to address, among other things, the financial challenges facing community and regional banks, announced today the formation of BancAlliance. This new cooperative will help its member banks diversify their loan portfolios, access a broader range of asset opportunities, manage their commercial real estate concentrations and improve their systems capabilities. By working together through BancAlliance, small- and mid-sized banks will have the economic and intellectual scale needed to compete with their larger rivals, allowing them to thrive, grow, and better serve their communities. Donald Kohn, former vice chairman of the Federal Reserve, has joined the Board of AlliancePartners.

“Through BancAlliance, neighborhood bankers from across the country will be able to participate in a broad range of opportunities traditionally only available to the largest banks,” said Delaney. “We will combine these new opportunities with access to technology, education, expertise and support that is currently not available. With this nationwide network, member banks will be able to serve larger commercial customers in their communities as well as diversify their loan portfolios—all of which serves to strengthen their business models.”

“Strong community banks are essential to the health of our overall financial system, and responsibly diversifying their loan portfolios is the best way for these banks to improve their long-term financial outlook. By working together through BancAlliance, community and regional banks can access lending opportunities that were typically only available to big banks. By diversifying their portfolios and strengthening their business models, community banks are better able to serve their communities,” said Sachs.

The unique membership organization, which seeks to launch with 100 members nationwide, will be managed by AlliancePartners, a management company formed by Delaney and Sachs. Delaney, who formulated the idea for BancAlliance, is the co-founder and executive chairman of CapitalSource, Inc. and the chairman of CapitalSource Bank. Sachs most recently served in the Obama Administration as counselor to the Secretary of the Treasury and head of the Administration’s Financial Crisis Response Team. Prior to that, Sachs was a partner of Mariner Investment Group and earlier served as Assistant Secretary of the Treasury for Financial Markets during the Clinton Administration. Before joining the Clinton Administration, Sachs served as head of Global Capital Markets and as a member of the Board of Directors of the Bear Stearns Companies, Inc.

BancAlliance is a cooperative network of community and regional banks working collectively to address the business model challenges that an over-reliance on real estate assets created. Dedicated to ensuring the financial success of locally focused Main Street financial institutions, BancAlliance deploys highly skilled professionals to evaluate, source and manage bank-appropriate loans for member banks by acquiring assets from all U.S. lending markets. With this expanded capacity, members will be more financially robust, allowing them to fulfill their primary mission of service to the businesses and consumers who live and work in their local communities.

For more information, visit [www.bancalliance.com](http://www.bancalliance.com) and [www.alliancepartners.com](http://www.alliancepartners.com).

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