



Board Information Memo

SUBJECT: Seeking New Banking Services

Hanmi Bank Summary:

A. Background

1. Hanmi Bank – Founded in 1983 in Los Angeles, Publicly Traded Bank under the symbol HAFC. \$7.57 billion in total assets. Branch Offices in California, Texas, New York, New Jersey, Illinois, Virginia and Loan Production Offices in Washington, Georgia and Colorado. Headquarters in Los Angeles. See attached most recent Annual Report and Quarterly Report, 10-K and Shareholder Letter. Bank Director ranks Hanmi Bank among the top 25 Best Banks in the United States, [Bank Director 2023 Bank Ratings](#). Lending Tree Deposit Accounts Review of Hanmi Bank shows our rates are 9x the national average and Hanmi Bank has an “A” Health Rating, [Lending Tree Deposit Rating Hanmi Bank](#).
2. Ben Sottile – With Hanmi Bank since 2017, Commercial Lending since 1991, Manager of Specialty Lending at Hanmi Bank since 2023.
3. Specialty Lending – Provides banking relationships for Charter Schools, Specialty Finance Companies, Health Care and Specialty Commercial and Industrial Clients.
4. Charter Schools – Working with charter schools since 2016. Have over 30 charter school clients, mostly in CA but can serve charter schools nationwide.

B. Charter School Products Offered

1. Deposit Services

- a. Demand Deposit (DDA) – Checking accounts for charter schools day to day operations.
- b. Money Market (MMA) – High level product we are offering to CalOPS has current rates of 4.75% if all funds at Hanmi Bank, 4.50% if using ICS MMA
- c. ICS (short for Insured Cash Sweep) – Provides full FDIC coverage on large balances maintained at Hanmi Bank. Generally a client sets the level at maximum allowed per bank of \$250,000 and while all funds are available for client needs, in the background the funds above \$250,000 are spread to other banks to allow full FDIC coverage. Offered for both DDA and MMA at Hanmi Bank since 2023. See attached overview brochure and how it works brochure.

2. Online Banking/Treasury Management

- a. Allows access to your accounts from anywhere.
 - b. Master Administrator can set up multiple users with either broad or very defined access.
 - c. Services include:
 - i. Online Access to view and make transactions, download statements, etc.
 - ii. Remote Deposit Capture – Deposit all checks received from your office, no need to go to a branch office.
 - iii. Online ACH Debit and Credit.
 - iv. Online Wire Transfers, both domestic and international.
 - v. Security – Positive Pay
3. Loans
- a. Revolving Lines of Credit – Floating Rate, Interest Only, Amounts up to 2 months of revenues for the school during normal times and higher amounts during any state/local/federal deferral periods, such as experienced in 2020/2021. Can tailor the line to have separate sub-limits for each school.
 - b. Real Estate – Allows a charter school to own its own facility. Generally 25-30% down, loans up to 10 years with 25 year amortization, fixed or floating rates.
 - c. Equipment and Tenant Improvements – Loans to allow for the purchase of furniture and equipment and if needed for tenant improvements.
 - d. Special Purpose – Such as the PPP program in 2020 where Hanmi Bank provided PPP loans for all of its charter school clients.
4. Credit Cards – Hanmi Bank offers credit card programs to its clients, with several different award programs ranging from cash, to travel to prizes that can be selected from. See attached credit card brochures.
- a. Set up a corporate limit and it can be divided as needed among the employees that you want to have the corporate cards.
 - b. Can apply directly with our vendor, who collects financial information and determines a credit limit
 - c. Or can apply through Hanmi Bank, where we collect and review your financials and approve a credit limit.

C. Recommended Next Steps

1. Online Banking/Treasury Management Demonstration – Set up a date for a Teams Call with our TMD for a Demo if desired.
2. Account Analysis Summary/Projection – Upload last 3-6 months bank and analysis statements and we can complete a projected account analysis for each showing how much in balances is needed to cover normal account fees and how much can be invested in MMA.
3. Additional Follow Up As Desired, either email, phone calls or in-person meetings to answer any questions you may have.

D. Summary

1. Hanmi Bank has a dedicated team serving the charter schools both in California and Nationwide providing individual direct customer service for all needs.
2. Hanmi Bank has served the charter schools since 2016 and currently has over 30 charter schools that we are working with. If desired we can offer references of other charter schools working with us.
3. Hanmi Bank has products and programs tailored for the needs of charter schools, versus other banks that just fit them in with their other clients.
4. Hanmi Bank has successfully worked with several Charter Impact clients and with the Charter Impact team over the past four years.



California Online
Public Schools