



ENTERPRISE BANK

MEMBER FDIC

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Family Matters: Lake Raystown Resort

In the summer of 1984, Jules Patt opened up the Lake Raystown Resort on the shores of Raystown Lake in Huntingdon County. Fast forward to April 30th, 2013 when Jules's children, Samantha and Josh, purchased the business they grew up in from their father. Samantha and Josh formed a new business entity known as Pure Events to aquire and manage the Lake Raystown Resort. I got to speak with Samantha and Josh to learn more about their experience with running Lake Raystown Resort for the past three years and how they uphold their father's legacy. My first question for the siblings was

what it is like continuing the business that their father started and ran for so many years. "It's about upholding the legacy. It's been great being involved in something that was built from the ground up," Samantha explained. She told me about how she has grown up with the business and that it feels wonderful to be carrying on the tradition. This is a business that her children can be involved with and their children's children. Pure Events owns and operates Lake Raystown Resort which is a 400-acre outdoor destination. Pure Events leases this land from the Army Corp of Engineers. Because of the uniqueness of the business, Samantha and Josh never have the same day twice. Samantha told me,



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Enterprise Bank University: Overtime Rules in November

On November 3rd, a group of our clients and friends came together to listen to a seminar about the new Overtime Regulations being promulgated by the U.S. Department of Labor. Erin McLaughlin and Christian Antkowiak from the offices of Buchanan, Ingersoll, and Rooney were our expert speakers for the evening. As with all of our EB-U events, the evening began at 6:00pm with refreshments and heavy hors d'oeuvres from John Marshall Catering, where our attendees were able to network and get to know our speakers. At around 6:30pm Erin and Christian began to discuss the new and controversial Overtime Regulations, which go into effect on December 1st, 2016. Highlights of the evening's discussions included highlighting the differences between the current regulations and the new regulations,

the legal implications of the new rules, and tips and on how to handle the changes quickly and effectively. Throughout the entire program, attendees were encouraged to ask questions about their unique situations which led to a healthy and informative discussion.

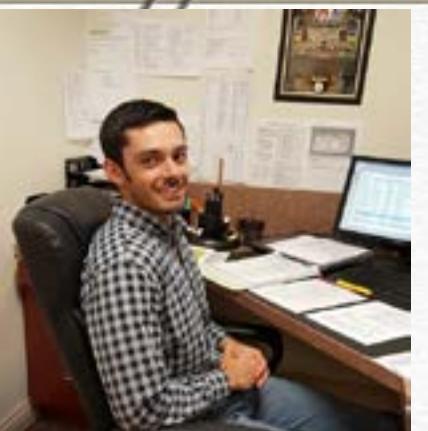


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Enterprise Bank presents the latest installment in a continuing series that takes a look at the people who make the organization a success.

NAME: Ryan Simmen
TITLE: Credit Review

Say hello to a member of our credit review crew, Ryan Simmen! Ryan joined us almost 7 months ago in May of 2016. Before coming to Enterprise Bank, Ryan graduated from Indiana University of Pennsylvania with a B.S. in Finance and a minor in Economics. Ryan then worked at Citizens Financial Group as a CSR (II). Ryan is currently working in our credit review department where he is constantly adapting to the challenges that surround him. He is training to become a Relationship Manager's Assistant and will be moving into that position in the next few months. At Enterprise, we like for our employees to see different facets of our company so that they have a complete perspective of our business. Ryan is moving through the credit review department to gain a strong understanding of this area of our company before moving to the RMA position. Ryan says that the most rewarding part of being in credit review is feeling like he is part of a strong



team. "There is a lot of positive reinforcement anytime I feel challenged." That positive reinforcement motivates him to

perform well. The best part about working at Enterprise? "Everyone works well together, the tools needed to succeed are provided, and it is continuously challenging." When Ryan isn't at work, he enjoys spending time with friends and engaging in physical activity, such as hiking, biking, running, and going to the gym. We are so proud to have Ryan as a part of our team and can't wait to see how he continues to grow.

Enterprise Bank University

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The speaking portion of the program lasted one hour and was well attended by a diverse group of people representing many different industries. Hosting these EB-U events is very near and dear to our hearts at Enterprise Bank. We cherish the ability to come together with local business owners to discuss issues that impact small business every single day. While we will not be having an EB-U program in December due to the upcoming holidays, we will be having many more resuming in early 2017 and hope to see you there!



Subsidiary Spotlight: Enterprise Insurance Services

When you think of Enterprise Bank, the first thing that comes to your mind is banking. But what you may not know is that Enterprise Bank also has insurance, real estate, and bookkeeping services. Enterprise Bank has a number of subsidiaries that are going to be featured in this series called the "Subsidiary Spotlight". These subsidiaries are for current clients as well as clients outside of the bank! This month, we are going to discuss the insurance subsidiary, Enterprise Insurance Services. I sat down with Julie Perez, the President of the insurance subsidiary, to learn more about what she does. Julie has been involved in the subsidiary for about 8 years now, but has been with the bank for 15 years. The most popular service she offers is Title Insurance, but she also offers every other type of insurance, including property, life, and health. Part of title insurance is making sure that Enterprise Bank's lien position on real estate taken as collateral to secure financing provided by the bank is protected. This includes an extensive search of the property's history and searching for liens and payment of taxes. "It's the only insurance that actually protects you from the past," Julie describes. Julie Perez works in tandem with two attorneys to make sure that both the bank and our clients are protected. It's an important part of buying, and refinancing, properties and speaking with Julie you can tell that she is knowledgeable. Julie also works to coordinate the closing with the buyer, the seller, and any others involved. She then pulls together the important documents and communicates with the persons who will be there to let them know what they need to bring. "I coordinate the time, the place and making sure that everyone comes to closing prepared for the transaction." In regards to property

and casualty insurances, she has worked with some of our current clients and has been able to offer them lower rates than they are currently paying. Julie says that she can offer all insurances people and their businesses need, can place that insurance with many national companies, and is happy to help wherever she can. Obtaining an insurance quote is made simple for the client as we understand small businesses can be strapped for time. If you need any help with your insurance or just have a few questions, Julie can be contacted by email or phone at jperez@enterprisebankpgh.com and (412) 753-2136.

The insurance product is not insured by the FDIC or any other agency of the United States, the bank, or (if applicable) an affiliate of the bank.



Family Matters: Lake Raystown Resort

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"We are both very actively involved in the day-to-day operations of Lake Raystown Resort and we always help out where we are needed." Josh reinforced that statement by explaining how sometimes they make pizzas or lifeguard, whatever is needed that day. They are very much an engaged management and ownership team. Recently Samantha and Josh have implemented some updates and changes to Lake Raystown Resort to make it even better. They recently added permanent yurts, which are furnished round tents, for visitors who want a more comfortable camping experience. Samantha explained that these have been very successful thus far and they are looking forward to putting up more of these in the future. Continuing with the renovations and updates, Samantha and Josh renovated one of the lodges about 2 years ago. When updating and

renovating Samantha and Josh make sure to give their own style to the grounds while still keeping to their roots and the legacy their father laid down.

After my discussion with Samantha and Josh I spoke with Joe Novitski, their relationship manager, about his experience with them and how he became connected to Pure Events. My first question was about Joe's first impression of Samantha and Josh. "They are young and ambitious," he explained, "they want to keep this a family-run business, keep it successful, and make it grow." Joe spoke very highly of the entire family with an emphasis on how the second generation has thrived as they've owned the business for the past 3 years. Joe became connected to Pure Events through another bank that Jules was working with back in 2000. The bank was looking to do financing but needed another participant, so they called Joe Novitski to help with the loan. From

there, Joe has also helped with other deals including the sale of the company to Samantha and Josh. "They have been very easy to work with throughout my time with them. They are hands-on operators of the company and strong leaders," Joe told me. My final question for Joe was about his experience at the resort itself and how he enjoys his time there. "It's a fun, relaxed, family atmosphere for summer recreational fun. There's boating, camping, fishing, and so much to do." Joe also told me that the land used to be a town inside of a valley, which the Army Corps flooded for their own use. It is said that the town is still perfectly preserved under there. After talking with Joe I can see that he has a large amount of respect for the entire family and has enjoyed his time working with them. To read this full article please visit our blog at www.enterprisebankpgh.wordpress.com.

The Weekend of Grand Openings!

Our Relationship Manager, Jay Murgi, had a busy weekend the weekend of September 17th. Jay attended the Grand Opening of Voodoo Brewery's Erie location! Jay Murgi attended with his RMA Evan Hayward and had a great time. The event was kept to around 50-60 people to keep it comfortable. As you can see in the pictures, Jay and Evan shared some food and they only had great things to say about it. "The bacon platter was delicious!" Jay exclaimed as soon as I asked him about the food. Both Evan and Jay were extremely impressed with both the food and the beer. In addition to attending the Grand Opening of Voodoo Brewery's Erie location he also attended Bella Terra Vineyards' Grand Opening! Jay said that there was a really nice crowd to enjoy the wine and the entertainment. "There were tons of people... a lot of people brought their own lunches and had picnics," he explained. Jay has had Bella Terra's wine before and has always said that they have a great selection with great taste. The rain stayed away on Saturday so that the event was dry and comfortable. The band was very entertaining and the day was picturesque.



Want to learn more about Voodoo Brewery Erie? You can visit their Erie location or visit their Facebook page at <https://www.facebook.com/VBErie>. To learn more about Bella Terra Vineyards you can visit them on Facebook at <https://www.facebook.com/bellaterravineyards>.