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Commercial Bank Welcomes Management Team

BY GREAT NECK RECORD STAFF

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A team of experienced bankers has joined Metropolitan Commercial Bank's new Great Neck site, the company's first Long Island location. Vice President and Market Sales Manager George Lotto, Vice President and Relationship Manager Ralph Ventura and Assistant Vice President and Assistant Branch Manager Phablo DaCosta each bring their knowledge of the community and a dedication to the bank's relationship-driven experience.

"We specifically recruited these three exceptional, community-minded bankers from the Great Neck market because of their long-standing ties in this community and their understanding of the needs of this area's residents and businesses. We are thrilled to have them on board," said Laura Capra, senior vice president and head of Retail Banking at Metropolitan Commercial Bank. "Our mission is to provide clients with insightful, personalized service to help them build wealth and achieve their financial goals. George, Ralph and Phablo share the entrepreneurial spirit of our clients. I am sure they will be tremendous assets to our new

Great Neck location and the communities we serve."

George Lotto has more than 24 years of banking experience, most recently spending nine years as the branch manager of Citibank in Great Neck. At Citibank, Lotto earned distinction for streamlining integrated sales, increasing revenues, developing relationship and credit strategies, and creating a strong branch culture of sales and service. Lotto is a member of the Great Neck Chamber of Commerce and a strong supporter of the March of Dimes Foundation.

"Personalized service is vital in developing strong banking partnerships," said Lotto. "Ralph, Phablo and I are committed to developing long-term, mutually rewarding relationships with our clients that will support their financial health, helping them to both build and preserve wealth."

Ralph Ventura brings more than 36 years of diversified commercial banking experience to his position with Metropolitan Commercial Bank. Prior to joining Metropolitan Commercial Bank, Ventura worked at M&T Bank in Great Neck, where he earned the President's Council award for outstanding sales and revenue



From left: Vice President and Market Sales Manager George Lotto, Vice President and Relationship Manager Ralph Ventura and Assistant Vice President and Assistant Branch Manager Phablo DaCosta stand in front of Metropolitan Commercial Bank's first Long Island banking center.

production. He is a member of the Great Neck Chamber of Commerce board of directors, former president of the Greater New Hyde Park Chamber of Commerce and member of the annual Forget Me Not Ball Committee of the United Cerebral Palsy Association of Nassau County, Inc.

"I am excited about joining a bank that places such a high premium on delivering the personalized service of a community bank with the services and products that match any of our larger competitors," said Ventura. "I am looking forward to helping our clients tap into the vast resources offered at Metropolitan Commercial Bank to develop creative, innovative solutions that will help their businesses thrive in today's competitive markets."

Phablo DaCosta also comes to Metropolitan Commercial Bank from the Great Neck M&T branch. DaCosta has a successful track

record as an executive leader with expertise in many facets of credit analysis and financial management. Fluent in both Portuguese and Spanish, DaCosta will help serve the diverse community.

"I look forward to building mutually beneficial relationships with clients," said DaCosta. "Residents and businesses of Great Neck and the surrounding communities deserve bankers who will take the time to understand their unique personal and business needs and create flexible, innovative banking solutions for them. Ultimately, our clients' success is our success, and we have a great team in place to help provide clients with what they need to achieve their financial goals."

For more information about Metropolitan Commercial Bank's new Great Neck location, visit www.metropolitanbankny.com.