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# TriState Capital Bank to increase its footprint in Philadelphia

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Covid-19 forced many businesses to operate from remote locations in 2020, and companies are now making decisions about whether to return to the office, let employees continue to work remotely or navigate a hybrid between the two. Many businesses are choosing to downsize their office space.

For TriState Capital Bank's Philadelphia location, however, not only will the company have its employees fully onsite by the fall, but the bank is expanding its physical presence significantly.

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“We’ve hired additional staff,” said Joe Finley, regional president, commercial banking Philadelphia region. “We’re also cognizant that post-pandemic, people want room to spread out. Our office expansion is a combination of giving our current employees more room and creating additional space for our new employees.”

Based in Pittsburgh, TriState Capital Bank is Pennsylvania’s sixth-largest bank. With no retail branches, the bank instead serves its Philadelphia middle-market business customers through its Villanova office.

“There’s a lot of value in the back-and-forth that occurs when you have the ability to walk into someone’s office and discuss opportunities and issues,” said Finley, “and that value is relayed to our clients.”

### **Drivers of growth**

While the growth rate for U.S. commercial banks in 2020 was 14.9%, TriState Capital Bank grew at a rate of 20%. It’s part of an ongoing period of growth for the bank. Based on its three-year performance from 2017 to 2019, TriState Capital Bank has ranked among FORTUNE Magazine’s 100 Fastest-Growing Companies.

“There are a lot of middle-market companies in the Philadelphia region,” said Finley. “Our growth is spurred by the relationships we’re building with executives at well-managed middle-market companies. We’re growing our bank one relationship at a time.”

The bank’s staff consists of commercial lenders, commercial real estate lenders, portfolio managers, private bankers, treasury management and administration. “We’ve put together a banking team that understands the needs of closely held business and commercial real estate developers and investors. Our cohesive group delivers superior service to our clients,” said Finley.

Matt Fisher, senior vice president, treasury management at TriState Capital, agrees with the idea that success comes in part from having a great team. “We hire top performers. We have talent that averages 20-plus years of commercial banking experience,” he said.

When businesses turn to TriState Capital, they work with a relationship manager who stays with them throughout their entire banking relationship, which has led to long-term partnerships, according to Fisher.

Consistency over the years is key for growth, too. “We’ve had a consistent leadership team and a consistent way of managing the business,” said Sheila Roberts, senior vice president, commercial banking,

“Our consistent approach to underwriting is not only important for our clients and prospects, but also for our lenders and relationship managers,” added Finley. “Our lending rules do not change internally.”

Finley said TriState Capital Bank’s size and specialization also have helped spur its growth. “We’re a \$11 billion bank. Most banks of this size will have in excess of 1,000 employees. We have 300 employees. We don’t have branches. We focus on a couple of segments that are important to middle-market companies.” Notably, the bank’s specialty areas of focus include commercial lending, commercial real estate lending, equipment finance and treasury management services.

Roberts pointed to TriState Capital’s agile capabilities as one of the most significant drivers of its continual growth among middle-market businesses in the greater Philadelphia region. “There are fewer layers with our bank. Thanks to a streamlined credit process, we are able to respond to our clients’ needs in a timely manner. We don’t expect that our strategy or process will vary significantly over the coming years, which is important as our clients and prospects do not like surprises from their bankers,” she said.

*TriState Capital Bank is invested in your success. Learn more.*

*Founded in Pittsburgh in 2007, TriState Capital Bank is a full-service commercial bank serving middle-market businesses in Pennsylvania, Ohio, New Jersey and New York.*

