



Brian H. Kelley

BHK ASSOCIATES, INC.

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Brian H. Kelley is a broadly experienced banking executive, lender and attorney who served for over thirty years in lending, top management and legal positions for both regional and larger commercial banks in California, Arizona, Washington and Oregon. He has substantial background in a wide range of commercial real estate lending, business lending and asset financing, as well as loan syndications and problem loan workouts. Mr. Kelley's career included senior management/lender positions in both major banks and smaller community banking organizations. He has also served as in-house Legal Counsel and an attorney in private practice focused on banking matters.

In recent years, Mr. Kelley has been President, CEO, and Director at several commercial banks in Southern California. This included positions as a turnaround executive at troubled lenders, management and growth of niche banks focused on commercial real estate finance, business and consumer lending, and as the founding CEO of a successful de-novo bank. He has also served as an expert in corporate finance, bank governance, banking regulations, commercial and mortgage lending, testifying in both Federal and State Court.

Chronological Resume

BHK Associates, Inc.

2011 to Present

Principal

Consulting and Advisory Services to financial institutions, the FDIC and commercial real estate investors. Expert Witness and Litigation Support focused on corporate finance, banking and commercial & consumer lending. Qualified as an expert in Federal and State Court.

Pacific Commerce Bank, N.A., Los Angeles

2005 to 2011

President, CEO and Director

Directed successful turnaround, restructure and recapitalization. Guided subsequent growth of \$195 million multi-branch commercial bank active in Greater Los Angeles. Focus on Commercial & Industrial lending, and commercial real estate construction and consumer loans. Obtained SBA Preferred Lender status.

Professional Business Bank, Pasadena

2002 to 2005

President, CEO and Director

Turnaround of failing bank through capital raise, return to profitability and revamp of lending (commercial, residential & consumer). Guided lending and operations through 4-fold increase in asset size leading to successful sale of bank.

Friedemann O'Brien Goldberg & Zarian LLP (Arent Fox LLP), Los Angeles

2001 to 2002

Of Counsel

Private practice in business law, finance, commercial real estate and banking practices. Also served as expert witness on complex commercial credits & entitlement issues.

InterBusiness Bank, N.A., Los Angeles

1999 to 2001

Founding President, CEO and Director

Formed and directed all activities of highly successful de-novo bank, from OCC/FDIC approval, capital raising and opening, to subsequent growth and lending/operations at 3 branches.

The Long-Term Credit Bank of Japan, Ltd., Los Angeles Agency

1989 to 1999

Deputy General Manager/Senior Vice President

Led major lending unit with \$2 Billion portfolio. Directed/performed business lending, asset based finance, healthcare, REIT and commercial real estate construction and permanent lending. Managed syndications desk, overseeing \$1 billion+ in participation sales and acquisitions (transactions from \$10 to \$200 million). Directed legal team, disposition of major office and hotel properties, and workout of \$300+ million in troubled loans.

Brian H. Kelley
Chronological Resume (Continued)

Pacific Pioneer Financial Corporation, Bellevue, WA & Phoenix, AZ **1983 to 1989**
Regional Vice President, Manager

Opened and managed regional lending office concentrated in commercial and residential lending (multi-family, commercial/office, retail, single-family, etc.). Financed apartments between 50 and 300 units as designated FNMA and FMAC underwriter. Also provided permanent financing through Life Company correspondents.

Well Fargo Realty Advisors, Portland, Oregon & Seattle, Washington **1979 to 1983**
Assistant Vice President

Originated and underwrote major loans for bank's REIT as well as for Bank's own portfolio. Typical transactions of \$2 to \$20 million, covering multi-family, office, hotel & retail development. Coordinated due diligence, acquisition, management and disposition of investment properties throughout Western U.S.

First Security Bank, Salt Lake City & Portland **1977 to 1979**
In-House Legal Counsel (1977 – 1979)

Legal Counsel for Commercial Real Estate Group. Managed Construction Lending Group.

Brigham Young University **1976 to 1977**
Assistant Professor, Department of History
Assistant Director, Instructor of BYU Semester Abroad Program, Madrid Spain Campus.

Education

Brigham Young University

- Juris Doctorate, J. Reuben Clark School of Law (1976).
- B.A. in History/Spanish Literature, Magna Cum Laude with Honors (1973).

University of Mexico School of Law, Guadalajara, Mexico
Visiting Scholar (1976)

University of Madrid, Spain
Exchange Fellow (1973)

American Institute of Real Estate Appraisers
Completed core M.A.I. courses

Completed various credit training programs offered by Wells Fargo, First Security Bank and The American Banking Association.

Licenses & Affiliations

Licenses:

California Bar Association
Utah Bar Association
Hawaii Bar Association
California Brokers License (1995-2005)

Associations:

Charles River Associates
Thomson Reuters International
MCS Associates

Affiliations:

California Bankers Association
Independent Bankers Association
American Bankers Association
Home Builders Association of America
International Council of Shopping Centers
Mortgage Bankers Association (Past Speaker & Committee Member)
Mortgage Bankers Association of America (Past Speakers & Mortgage Bankers Association (former Director, WIB Services)
AM Best Qualified Expert
Listed with Juris Pro, Forensis & HG Experts