



March 5, 2008

Dear Colleague,

I'd like to pass along some exciting news... the Office of Thrift Supervision recently informed us that Willow Financial Bank has received an "outstanding" rating in our most recent Community Reinvestment Act examination. This distinction reinforces the enduring commitment we have to our community and is the second consecutive exam for which the bank has received top honors.

The success of our CRA program stems from the person who spearheads the efforts and the team that carries out its deeds. **Bill Sands** has done a fantastic job of leading the Willow Financial team to set goals, monitor results and create programs to exceed the requirements that must be met.

In addition, the coordinated, proactive efforts of Bill's committed team should not be overlooked. **Ammon Baus, Noel Devine, Joe Crowley, Craig Adams, Rick Hymanson, John Held, Patrick Killeen, and Marybeth Schwanger** helped to meet the unit's objectives and deliver the positive results. They too, deserve a tip of the cap for a job well done.

In announcing its results, the OTS commended Willow Financial's exemplary service in the areas of community development lending, Home Mortgage Disclosure Act reportable loans and small business loans.

Willow Financial Bank was cited for granting more than \$46 million in community development loans during the reporting period. The OTS also stated that Willow Financial Bank ranked in the Top 10 percent of lenders in regards of HMDA reportable loans (55th out of 693 lenders). Willow Financial also ranks in the Top 13 percent of lenders granting small business loans (22nd among 158 lenders). Willow Financial also received commendation for its lending practices to low- and moderate-income borrowers, which was aligned with or exceeded the aggregate of the assessment area.

In addition, the public report from the OTS was quoted as saying that "retail services are readily accessible to all segments of the assessment area. The board, management, and staff of the bank have shown an exemplary commitment to the communities the bank serves."

To give you an idea of just how exclusive this honor is, consider that only 25 percent of institutions across the country that were rated in 2007 received an "outstanding" rating. To compare it to a regional scale, only 40 percent of institutions in the northeast region received an "outstanding" evaluation during that same time period. The northeast region of the OTS includes banks in Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont and West Virginia.

This is fantastic news for the bank and further emphasizes why we were selected Philadelphia's best neighborhood bank.

I hope you will join me in congratulating Bill and his team on a wonderful achievement.

Best wishes,

A handwritten signature in purple ink, appearing to read "Donna".