



FOR IMMEDIATE RELEASE
July 14, 2008

Siebert Brandford Shank & Co. Announces New Hires in its Pacific Northwest Division as Part of Overall Expansion Plan

OAKLAND— Siebert Brandford Shank & Co. has expanded its operations to include four new public finance professionals in its Seattle office. The recent expansion is in recognition of growth opportunities and demand in the municipal bonds market for the firm.

John Urbina, a former director from Wachovia Securities, will join Siebert Brandford Shank & Co.'s Seattle office as a senior managing director. Urbina has served as a lead banker on more than \$14 billion in financing transactions in his 33 years as an investment banker. Some of his major clients include the Alaska Housing Finance Corporation, the Municipality of Anchorage and the North Slope Borough.

Other additions to the Seattle office include: Geoff Urbina, senior vice president of public finance, Ben Pan, an associate, and Mary Kersbergen, an analyst. Geoff, who is a nine-year veteran, brings a client list that includes: the Oregon Department of Administrative Services, the Medford School District in Oregon, Washington State Housing Finance Commission and Washington State University.

“We are excited about joining the Siebert Brandford Shank team and look forward to servicing our existing clients and expanding our practice in the Pacific Northwest, Alaska and other market areas,” said John Urbina.

As a result of the new hires, the existing Seattle office will be expanded for a total of seven employees.

“The addition of the Wachovia bankers significantly increases the firm’s reach in the Pacific Northwest and puts the Seattle office in the top tier of firms who have the resources to service the needs of both larger and smaller issuers,” said Chairman Napoleon Brandford, III.

“In an era of retrenchment, the firm continues to make strategic hires that complement existing operations. You can expect another round of new hire announcements in the coming weeks,” he added.

“We continue to be the only one hundred percent national public finance firm whose sole focus is fixed rate municipal bonds. We have carefully navigated the pitfalls of auction rate securities and other financial instruments that are complex in nature that have jeopardized the viability of some of our colleagues,” he concluded.



The additions to the Seattle office follow the firm's announcement June 9 of the addition of three managing directors in its New York office. Joining the firm's New York offices are Stephen Stern, a former managing director for Bear, Stearns & Co., Tim Muller, formerly of Lehman Brothers, and Nicholas Sotell who was previously with Rafferty Capital Markets.

In 2007, Siebert Brandford Shank & Co. ranked 17th among senior managers, underwriting 26 deals for total volume of \$3.6 billion, according to Thomson Reuters. For 2008, the firm ranks 13th among all senior managers, working on 17 deals for total volume of \$2.8 billion.

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