

## TOMPKINS VIST BANK ALWAYS LOOKING FOR WAYS TO BUILD TRICOUNTY RELATIONSHIPS

Several years ago, when mergers left area customers without a local community bank, Tompkins VIST Bank filled the need by opening offices in Pottstown and Boyertown. Today, the bank continues to look for ways to better serve area businesses and consumers.

One example is Lightning Loans, the online small business loan application platform the bank launched in 2017. Since then, the service has been improved with an enhanced dashboard to provide better at-a-glance information. With the 24-hour convenience it provides, it's no wonder more than 80% of the bank's small business loans have originated through this platform.

Tompkins VIST Bank has also enhanced staffing to better serve the market. Joe Cavallo, formerly manager of the Pottstown branch, now focuses exclusively on TriCounty business development. Lisa Lightcap has joined the company as commercial lender for the area. A 30-year banking industry veteran, Lightcap is an expert in tailoring the right credit solutions for each customer.

Caroline Buto, manager of the Oaks and Pottstown Offices, has taken networking and relationship building to a whole new level. Buto was behind the idea to rekindle a five-chamber mixer, held in late August at Pope John Paul II High School and sponsored by the bank and the school. A joint venture of the Spring-Ford, Perkiomen Valley, Phoenixville, TriCounty and Upper Perkiomen chambers of commerce, the mixer had been held annually but took a break over the last four years. Thanks to Buto's initiative and the contributions and cooperation of chamber members, this year's event was a success and is back on track for next year. "As a community bank, helping to make connections and build relationships is what we're all about," Buto says.



**ABOVE:** At a five-chamber Mixer, held in August at Pope John Paul II High School in Royersford are, from left, Kevin Grant, Tompkins Wealth Advisors; Eileen Dautrich, president, Tri-County Area Chamber; Alicia Miller, Tompkins VIST Bank; Caroline Buto, Tompkins VIST Bank; Jason Bozzone, president, Pope John Paul II High School; Jessica Capistrant, president/CEO Phoenixville Regional Chamber; Renee Blomstrom, Perkiomen Valley Chamber; Carla Haydt, executive director, Spring-Ford Chamber; Luanne Stauffer, president, Upper Perkiomen Valley Chamber; and Scott Stimson, Tompkins VIST Bank. About 170 attended the event, which was once held annually. It was rekindled this year thanks to the sponsorship of Tompkins VIST Bank and Pope John Paul II High School and the cooperation of the chambers.

**RIGHT:** Staffing the gift bag table at a five-chamber mixer, held in August at Pope John Paul II High School in Royersford are Jessie Bullock and Alicia Miller of Tompkins VIST Bank.

**LEFT:** Mingling at a five-chamber mixer, held in August at Pope John Paul II High School in Royersford are, from left, Caroline Buto, Tompkins VIST Bank and Erin Burke, Barry Isett & Associates.

