

## Meridian opens second Valley office

**BY CATHY LUEBKE**  
cluebke@bizjournals.com

Targeting the needs of business owners, executives and professionals, Meridian Capital Bank has opened its second Valley office at Kierland in North Scottsdale.

The Capital Bank distinguishes itself from Meridian's seven community bank locations in the Valley, focusing on business and private banking services and a professional office atmosphere rather than the traditional retail format.

"Meridian Capital Banks are targeted to companies over \$10 million in sales and the people who advise them — the CEOs, lawyers and accountants," said Meridian Bank CEO Doug Hile.

"Our strategy is to offer highly responsive service with experienced bankers who know your business, understand this market and make decisions right here, not as some far distant corporate office."

Heading up the new Kierland office are: Sharon Huebner, senior vice president and

manager; Lorie Green, vice president; and Marc Weisinger, vice president.

Hile said Meridian is well capitalized and able to make larger loans than some community banks, allowing it to compete both with the Valley's larger banks and smaller players.

The other Capital location is in Midtown Phoenix, but Hile said he also is looking to establish Meridian Capital locations in downtown Phoenix and Tempe. Meridian also is planning to grow its community bank locations in the West Valley and north Phoenix.

The goal, Hile said, is to establish a footprint of 12 to 15 locations, after which the bank likely will shift its focus to growing the individual locations.

Meridian Bank, with about \$500 million in assets, is part of Marquette Financial Cos., which is owned by the Carl Pohlad family of Minnesota Twins fame.

Meridian also has launched an expanded Web site, [www.meridianbank.com](http://www.meridianbank.com).