

Executive Profile



JIM GARVEY PRESIDENT AND CEO, BOREL PRIVATE BANK & TRUST

HQ: San Mateo.

Background: Prior to joining Borel last December, Garvey was president and CEO of Seattle-based Charter Private Bank, an affiliate of Boston Private Financial Holdings like Borel. Boston Private recently consolidated its four banks, with Borel keeping its name for marketing purposes. Garvey also served as president and CEO of Flagship Bank and Trust of Worcester, Mass., which he joined in 1999.

First job: Bussing tables at his father's Irish pub in Worcester.

Education: Bachelor's degree in business administration with a major in accounting from the University of Miami and a master's of business administration from Boston University.

Residence: San Mateo.

Business strategy

How's business: Borel Private Bank is looking to make good loans. We want to diversify our loan portfolio beyond commercial real estate. We had a hiccup last year because we were too concentrated in commercial real estate. The biggest part of the lending business is still common sense.

Biggest challenge for your business at the moment: Getting the message out that we're looking to make business loans.

What's going to change at your company in the next year: We're going to use the Boston Private name in more of our advertising.

Goal yet to be achieved: To be the premier private bank in San Francisco and on the Peninsula.

How will you know that you've achieved it: It's hard to measure, but we will be adding offices and key people.

Management philosophy

Guiding principles for good management: I want Borel to be an organization where people spend an extended part of their careers. This is a people business.

Best way to keep competitive edge: We're in a regulated business, so it's all in the execution.

Why people like working for you: When I interviewed with Borel's board, I said that I really believe in having fun at work. And if you don't, shame on you. Find something else to do.

Mentor: My late father, Joe Garvey.

Judgment calls

Best business decision: Moving to the Bay Area. I wish I had done it 20 years earlier.

Hardest lesson learned and how you learned it: Life and business aren't always fair. You have to come to grips with that and make the best of it.

Toughest business decision: Letting good people go.

Biggest missed opportunity: There are many, but it's all water over the dam. There's no upside thinking what might have been.

True confessions

Like best about job: The people.

Like least about job: The paperwork.

Pet peeve: Punctuality.

Most respected competitor: Bank of Marin.

First choice for a new career: Teacher or football coach.

Predilections

Most influential book: "Undaunted Courage: Meriwether Lewis, Thomas Jefferson, and the Opening of the American West," by Stephen Ambrose.

Favorite cause: Affordable housing.

Favorite movie: "The Wizard of Oz."

Favorite restaurant: Spiedo in San Mateo.
Favorite way to spend free time: Exploring Northern California with my wife.

On your iPod: Rap, hip hop, classical rock. I'm shocked, but in the last five years, I've become a country music fan.

Automobile: 2008 Acura, white.

— Mark Calvey ■