

Darren Lemkau Profile

Video Transcript

Hi. I'm Darren Lemkau and I'm the market leader for Commerce Bank in the Colorado market. I'm a Midwesterner, so I grew up in Iowa and then when I got out of college, at the University of Iowa, I moved to Chicago.

When I started in the banking business a long time ago, it was generally loan driven.

We won deals, so to speak. We won relationships by trying to be creative on the loan side. The industry's changed a little bit, and now we we begin to win relationships more around payments and adding value in speeding up cash flow, doing it more efficiently and maybe cheaper.

And so it's bringing value to the clients on some different products that, maybe wasn't the case fifteen, twenty years ago.

For me, it was about, joining an organization that had more of a holistic approach to the business and, and really committed to the market. You know, there's a real commitment here. There's a product set here, and there's a very, usable balance sheet here. So it just fit for my time and my career to to now become a banker in my market with with a bank that's more committed to the market.

And it's worked out great because that that exact thought of mine has come to fruition.

You know, there's not a lot of regional banks in Denver.

A a main street bank, a a mid market bank that's, can bring the products and services, but also bring the the service aspect that, and and so they can deliver on those products.

We're bringing the the balance sheet. We can bring the products and services that these companies need, but we can also deliver them with personal service. And so I think that's the gap we're trying to fill.

And I think Denver, there's there's demand for it. I've been involved with a place, in Aurora. It's actually not far from our branch in Aurora.

It's right next to Children's Hospital and it's called Brent's Place and it's, it provides housing to children who are going going through bone marrow transplants.

And the reason that's unique, the Children's Hospital in Colorado, it gets its population from a large geography.

It's not just kids from Denver, Colorado. It could be kids from New Mexico and Wyoming and Montana.

And when these kids have to go through that type of procedure, they can't come to Denver and have the procedure and then go back to wherever they live. It's very challenging.

So, this organization that I'm a part of has apartments that they provide for the entire families. So the families would move to Aurora right by the children's hospital is where these apartments are, and, they could be there for three months. They could be there for nine months. It's a safe, clean environment for that child, but it also provides housing for that entire family. So it's a really unique Denver, I should say Aurora based organization, that's driven by the needs of our local children's hospital.