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Town Center Bank, Coppell, Texas, Opens as a *De Novo* with \$8.745 Million in Initial Capital

Texas State Banking Commissioner Randall James congratulated the directors of Town Center Bank, Coppell, Texas, on the bank's opening October 25, 2004. The bank, with initial capital of \$8,745,000 from 44 shareholders, is the first *de novo* state bank to open in Coppell since 1974 and the only locally-owned bank in Coppell.

Town Center Bank has opened at 230 N. Denton Tap Rd., Ste. 102, Coppell. A permanent facility is planned at 654 N. Denton Tap Road in Coppell.

The board of directors is comprised of **Robert A. Buchholz** (chairman), **Howard F. Carter Jr.**, **N. David Porter**, **Candice M. Sheehan**, **Nick H. Theodore**, and **Edward J. Thomas** (president/CEO). **Paul W. Kunde** is senior vice president/cashier.

The organizing group and manage-

ment team have over 100 years of combined banking experience. Director **Theodore** had served as a banker in Fort Worth and Keller for over 40 years. He was serving as chairman, president/CEO of Keller State Bank when it sold to Cullen/Frost Bankers in 1999. **Thomas** most recently served with TexasBank, Weatherford, in Coppell; earlier with Overton Bank & Trust, Fort Worth, and from 1982-1994 with Cullen/Frost Bank in Dallas. **Kunde** is a veteran Dallas-area banker with a background in operations and financial management.

Town Center Bank, a wholly-owned subsidiary of Town Center Holdings Inc., is the second state-chartered *de novo* bank to open in the Dallas/Fort Worth Metroplex in 2004 and part of a wave of bank startups planned for North Texas. 🏠

First Financial Bankshares, Abilene, Texas, Agrees to Buy Peoples State Bank of Clyde, Texas

First Financial Bankshares Inc, Abilene, Texas, announced October 25 the \$25.4 million cash purchase of Clyde Financial Corp., the parent of The Peoples State Bank of Clyde, Texas.

When completed, the transaction will give First Financial a stronger hold on the Abilene market and in Eastland County, where The Peoples State Bank has two of its four locations.

The deal is subject to necessary approvals and should be finalized by the first quarter of 2005.

First Financial is the bank holding company for 11 separately chartered banks, including First National Bank of Abilene, which holds a 39% share of deposits in the Abilene area, while The Peoples State Bank has about 2%.

The Peoples State purchase is slightly different from First Financial's recent transactions. The company has been acquiring banks within 50 miles of the Dallas-Fort Worth Metroplex. The Peoples State's four locations in Clyde, Moran, Ranger, and Rising Star are closer to Abilene. The latter two are located in Eastland County and have 22 % of the deposit market share there.

The deal also bolsters First Financial's standing in Eastland County; the No. 1 bank in the county is Eastland National Bank, a First Financial subsidiary.

Doug Ford serves as chairman/ CEO of The Peoples State Bank, founded in 1960. The bank reported as of June 30, 2004, total assets of \$113 million and

Williams Elected Pres, First Bethany Bank, OK

Veteran Oklahoma community banker and industry leader **Joe Williams** was elected president/ CEO and director of First Bethany Bank & Trust, N.A., Bethany, and a director for the bank's parent, First Bethany Bancorp. He succeeds **Nelson R. Pickrell** who retired but remains a member of both boards.

Williams has been an executive in Oklahoma community banks since 1975. For 18 years he headed a bank he helped organize and grew to over \$100 million, American Heritage Bank in El Reno. He has served as chairman of the Oklahoma Bankers Association, has chaired the Community Bankers Council of the American Bankers Association, and just completed a term as a member of the ABA's board of directors. He earned a BS degree in agricultural economics from Oklahoma State University and graduated with highest honors from the University of Wisconsin's Graduate School of Banking. 🏠

Please route this issue to:

In This Issue...

ICBA Survey Shows Shift in Technology Priorities

Feature.....3

Charter Update.....12


Classified.....13

Bigham Joins Millennium Bank, Dallas, as CFO

Millennium Bank, Dallas, has announced the appointment of **Lance C.**

Bigham as chief financial officer.

Bigham joins the *de novo* bank from Prosperity Bank where he served as vice president. He is a 15-year banker.


He holds a business degree from Texas Tech University and a masters degree in finance from the University of Dallas. 

Wachovia Names Jones Texas Operations Exec


Wachovia Corp., Charlotte, NC, announced recently the addition of a regional office in Addison and that **Pete Jones** will become president of the bank's Texas operations once it completes its \$14.3 billion acquisition of SouthTrust Corp. in Birmingham, AL. Jones, a 23-year Wachovia veteran, will lead the bank's operations in the Dallas-Fort Worth area. He will report to Wachovia Bank's Texas CEO **Guy Bodine**.

Wachovia announced in February 2004 that it planned to open additional branches in Texas.

Crescent Real Estate Equities said recently in a *Dallas Business Journal* article that the banking firm has leased space at Crescent's Spectrum Center building at the Dallas North Tollway and Beltline Road. The office will house about 230 workers.

SouthTrust Bank has 24 branches in the Dallas-Fort Worth area and has locations in Houston, San Antonio and Austin. 

Justiss Named AVP at Coleman County State Bank

Patrick Justiss has been promoted to assistant vice president and loan officer of Coleman County State Bank. Justiss will work at the Abilene Banking Center. He formerly served with the Weatherford National Bank as a loan officer. He has bachelors and masters degrees from Tarleton State University. He is a member of the American Agricultural Economist Association. 

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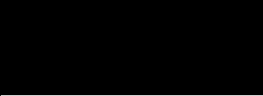
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TECHNOLOGY

ICBA Survey Shows Shift in Technology Priorities for Community Banks

 Sixty-three percent of community banks cited affordability, and 62 percent named security as their top technology concerns, according to the fourth annual Community Bank Technology Survey conducted by the Independent Community Bankers of America (ICBA) and InFinet Resources.

The results indicate a shift in priorities for community banks. In previous years, community bankers indicated heightened interest in finding new technologies to remain competitive. Today, they are seeking ways to affordably compete, while maintaining a high degree of systems security. Nearly half

of all community banks reported that they spent more on technology in 2004 than they had planned.

ICBA Chief Information Officer DeWite North points to growing technology options for community banks as the reason affordability is a large concern.


"Community bankers have limited resources, so it's crucial for them to carefully select the right technology options to compete against giant financial institutions with exponentially larger technology budgets," North said. "While security has always been a priority for community banks, recent public and regulatory scrutiny regarding IT security has resulted in an increased awareness of the issues by community bankers. This increased awareness has caused community bankers to devote more time and resources in this area in order to assure protection for themselves and their customers."

Highlights from the survey include:
- Imaging technology continued to gain ground in 2004 as bankers sought the efficiencies of electronic images versus paper. Community bankers already us-

ing check-imaging applications climbed to 65 percent from 53 percent in 2003, and 47 percent in 2002. Another 29 percent of community banks indicated plans to evaluate their technology in the next 12 to 18 months.

- In 2002, 54 percent of community banks had websites with Internet banking. The 2004 survey finds that 58 percent of all community banks are offering Internet banking services through their website, with only 6 percent showing no interest in the technology.

- A majority of community bankers indicated a preference to stay apprised of computer and other vulnerabilities through technology provider Web sites (67 percent), while a distinct minority (18 percent) uses the Financial Services Information Sharing & Analysis Center (FS/ISAC).

The annual survey, which reveals insights on the technology challenges facing community banks, was completed by over 900 community bank executives nationwide and achieved a 10.5 percent response rate. For complete survey results, visit www.Icba.org 

JHA-SPOT COLOR



International Bank of Commerce Promotes Seven

International Bank of Commerce in Corpus Christi recently announced the following promotions: **Roberts Charles** to senior vice president and cashier, overseeing all banking operations; **Rosaura De Los Santos** to assistant vice president; **Gustavo Barrera**, vice president, to commercial loan officer; **D'Anne Buquet** to marketing coordinator; **Diane Loughman**, **Michael Hoyt**, and **Monica Maldonado** to branch sales manager.

Charles is a 21-year banking veteran who has been with IBC since 1995.

De Los Santos is the retail sales manager overseeing seven branches in Corpus Christi and the surrounding areas. A banker since 1997, she has served with IBC since 2001.

Barrera has been with IBC for 10 years as credit department manager and has degrees in accounting and finance from Texas A&M University - Corpus Christi.

Buquet graduated from Southwest Texas State University with a degree in public relations.

Loughman has been named sales manager for the new Wal-Mart Super Center in-store branch in Rockport. A banker for 10 years, she has served at IBC-Rockport branch over four years.

Hoyt has been named sales manager for the Shoreline Branch. He began his banking career over eight years ago and has served with IBC for three years.

Maldonado has been named branch sales manager for the Esplanade Branch. She recently joined IBC and is a two-year banker 🏡

Ramsay Joins Abilene Office, First National Bank of Baird

First National Bank of Baird has announced that **Dani Ramsay** has joined the bank as vice president/commercial lending at the 1849 South First Street office in Abilene.

She has served in banking since 1979, primarily in the Abilene market. She is a graduate of Southwest Texas State University with a degree in marketing 🏡

Retired First City Bank SVP Simmons Dies in Dallas

Robert "Abey" Simmons of Mesquite died October 20, 2004, in Dallas. He was born July 3, 1923, in Dallas, and served with the U.S. Navy in WW II. He retired from First City Bank as senior vice president after 42 years in banking 🏡

Texas State Bank, McAllen, Announces Promotions

Texas State Bank, McAllen, has announced recent systemwide promotions as follows according to location.

In McAllen to vice president Data Center Tower are **Jeffery A. Folk** and **Beverly Jones** to administrative officer, **Cynthia Jearman** in human resources and **Anel Maldonado** and **Robert Pigott** in investments.

In Houston to first vice president **Keith D. Finke** in commercial loans at 1000 Main, **Eddie Owidi** to commercial loan officer at Riverway, and **Susan R. Childers** to administrative officer at 1000 Main.

In Harlingen-Central to vice president **Diana de la Fuente** in commercial loans; to assistant vice president **Norma Ramirez** and **Yolanda Van Nest** in commercial loans; to administrative officer **Norma Salidvar** in commercial loans.

In Beaumont-Cader to first vice president **Donna Rogers** in loan administration, and to administrative officer **Lana G. Knight** in operations and **Clint Walters** in new accounts at the Wal-Mart location.

In Tyler to vice president **Ken Baker** in trust administration.

In Port Neches to assistant vice president **Robert Shawn Hurley** in commercial loans.

In Lumberton to administrative officer **Kimberly M. Carlson** in teller operations.

In Weslaco-Expressway to administrative officer **Martha M. Garcia** in new

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LOUISIANA

MidSouth's Cloutier Awarded 2004 Civic Cup in Lafayette

C.R. "Rusty" Cloutier, president/CEO of MidSouth Bank, N.A., Lafayette, was recently selected as recipient of the 72nd annual Civic Cup, the highest honor given to Lafayette's most outstanding citizen.

The founder of MidSouth Bank in 1985 and Morgan City native was nominated by a fellow banker because he has a

"genuine compassion" for the Lafayette community, combined with the unique ability to motivate, unify, organize and lead, according to an article in *The Advertiser*.

In addition to his civic activities, Cloutier serves the banking industry as a member of the Advisory Council of the Federal Reserve Bank of Atlanta, New Orleans Branch, and has been active with the LBA 🏠

Retired Shreveport Banker Nowlin Dies at Age 81

Edwin B. Nowlin Jr., a retired senior vice president who served as a correspondent banker with Commercial National Bank in Shreveport, died on October 11. He was born on July 16, 1922, and was a lifelong resident of Shreveport.

After service in the U.S. Navy in WWII, he returned to Shreveport to serve with Commercial National Bank. During his career with the bank, he served in almost all departments. In 1960, he was appointed manager of the correspondent bank department and was well known to bankers in LA, AR, and TX. He was active with the LBA, where he served as a director and chairman of the public relations and correspondent bank committees. In 1980, he was appointed senior vice president and manager of public affairs, a position he held until his retirement in 1985.

Outside of banking he was active with the Centenary Alumni Association and was a strong supporter of Boy Scouts.

Nowlin was a graduate of Centenary College and the Graduate School of

FINANCIAL NETWORK



ARKANSAS

Retired Little Rock Bank Executive/Founder Ford Dies

Joseph Bruce Ford of Little Rock died on October 7. He had served as a banker for his entire 36 year career.

After service as a Captain in the U.S. Army in Vietnam, he joined the AR State Bank Department in 1967. From 1969 to 1985, he served with First National Bank in Little Rock, beginning as a credit trainee and advancing to vice president and commercial lender. From 1985-1989, he served with Arkansas State Bank & Trust in Hot Springs; from 1978 to 1990, he was chairman of Merchants & Planters Bank in Sparkman. After selling the bank in 1990, he joined Central Bank & Trust in Little Rock as president/CEO. In 1997, he chartered with \$3.7 million in capital, organized, and served as president/CEO of Capital Bank in Little Rock until early 2003 🏠

ABA-STONIER GSB

Lienhard Joins MidFirst Bank as Senior VP

Paul Lienhard has been appointed senior vice president, commercial real estate lending, by MidFirst Bank in Oklahoma City.

He has over 20 years of banking experience in the Oklahoma City market and served as senior vice president and manager of the Oklahoma commercial real estate division at Local Oklahoma

Bank, now IBC Bank. He is a graduate of Oklahoma State University and received a graduate degree in banking from the University of Colorado.

Lienhard is on the board of directors and treasurer for Oklahoma's Children's Theatre and a board member and treasurer of the Commercial Real Estate Council of Oklahoma City 🏢

Blue Joins BancFirst, Tulsa, as Senior VP

BancFirst, Oklahoma City, has announced that **Betsy Blue** has been hired as senior vice president for commercial lending in Tulsa. She has over 25 years of banking experience in the Tulsa area.

Blue earned a business degree from the University of Oklahoma and an MBA degree from the University of Tulsa 🏢

AR Valley SB Announces Promotions, Appointments

Arkansas Valley State Bank, Broken Arrow, has announced that **Michael Addison**, manager of the south Tulsa branch, has been promoted to senior vice president, retail lending officer.

James Sicking, with 31 years of industry-related experience, has been promoted to chief financial officer. He is also a CPA.

Gina McFadden, with almost 20 years in banking, has been promoted to assistant vice president, senior personal banker.

Nema Dobbins, an employee since 1980, has been promoted to executive secretary, assistant vice president.

Trevor Montgomery, an Oklahoma State University graduate and former financial analyst, has been added as a commercial lending officer.

The bank also announced the return of **Martin Legg** as a residential mortgage officer. Legg has several years of mortgage lending experience 🏢

Retired Ketchum Banker Morgan Passes Away at 85

Melvin Leon Morgan, a retired president of the First State Bank of Ketchum, died recently at age 85. In 1947, after serving in World War II, he purchased controlling interest in the bank and became one of the youngest bank presidents in Oklahoma. In 1973 the Morgans sold their interest in the bank and moved to Oklahoma City where he served with religious organizations, including the Annual Conference of the United Methodist Church 🏢

SHAZAM-SPOT "SAND DUNES"