

# BANKERS DIGEST

The weekly news magazine devoted to Southwest banking

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## CrossFirst Bank Hires Shaffer and Cardoni

Leawood, KS-based CrossFirst Bank in Tulsa, OK, has recently hired **William “Billy” Shaffer** as managing partner and regional president and **Chris Cardoni** as managing partner and president of the energy banking division. Both bankers serve at the 7120 S. Lewis location.



Shaffer

Shaffer joins CrossFirst with more than 16 years of financial experience, most recently as senior vice president of corporate lending at The F&M



Cardoni

Bank & Trust Company in Tulsa. His experience also includes commercial lending positions at MidFirst Bank in Tulsa, Local Oklahoma Bank, and Gold Bank. Shaffer holds a BS degree in agri-business from Northwestern Oklahoma State University and is a graduate of OBA’s commercial lending school.

CrossFirst recently hired Cardoni to form a banking group that will focus on the oil & gas and energy markets. He joins with more than 16 years of energy, banking, and finance/accounting experience, most recently as senior vice president and manager of energy lending at The F&M Bank & Trust Company in Tulsa.

CrossFirst has also hired **Terry Blain** and **Wes Webb** as partners and

## Citizens of Batesville Taps Lynch for NW AR

Citizens Bank of Batesville, AR, has named **Doug Lynch**, executive vice president and chief lending officer since 2012, to lead the expansion in NW Arkansas as market president. Citizens plans to open a loan production office (LPO) in Fayetteville on February



Lynch

1, 2015, at 1676 E. Joyce Blvd. in the former Delta Trust building.

Phil Baldwin, president/CEO of Citizens Bank, said in a news release, “... we believe Doug is the right person to lead us into this important region of our state. Doug is a 15-year veteran of the northwest Arkansas market with a proven track record and many strong relationships and good friends in the northwest Arkansas business community.” Lynch has held various leadership roles at banks across AR in his 27-year banking career.

Citizens Bank’s leadership aspires to transform the company into a regional bank, doubling its assets to \$1 billion through acquisitions and opening offices in new markets

vice presidents to serve with Cardoni on the energy banking team in Tulsa. Both Blain and Webb also joined CrossFirst from The F&M Bank & Trust Company in Tulsa.

Blain is a 25-year energy banker, while Webb has a 20-year banking career.

CrossFirst Bank entered the Tulsa market in 2013 when it acquired Tulsa National Bank

## Patriot Bank Names Shaw East Dallas Exec

Patriot Bank, Houston, TX, has announced that **Christopher G. Shaw** has been named East Dallas market president, said Patriot Founding Chairman/CEO Don Ellis. In his new position, Shaw will oversee commercial banking in the East Dallas region.

Shaw most recently served as SVP and market president at BB&T. His specific focus is on commercial clients. He holds both BBA and MBA degrees from Texas A&M University – Commerce and is a graduate of the Southwestern Graduate School of Banking at SMU. He currently serves on the boards of directors for the Mesquite ISD Education Foundation and for WREM Literacy.

Patriot Bank has assets of \$1.3 billion and is a wholly owned subsidiary of Patriot Bancshares Inc., headquartered in Houston

**Please route this issue:**

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## Whitney Taps Pfeiffer, Mojica in Houston

Whitney Bank, New Orleans, LA, has hired two middle market bankers for the Houston market. **Ron Pfeiffer** has joined as senior vice president and **Antonio Mojica** as vice president. Pfeiffer is a 25-year banker who began his career with Whitney Bank in 1989. He has also served at Trustmark National Bank and Regions Bank. He holds a BS degree from the University of Nebraska-Lincoln.

Mojica is a 13-year banker who began his career at JPMorgan Chase Bank. He joined Whitney from IBERIABANK. He earned a BSBA degree in 2002 from Skidmore College in Saratoga Springs, NY, where he serves on the board of trustees 🏡



Pfeiffer

## Extraco CEO Brown Named to Fed Council

The Federal Reserve Board of Governors has announced the 12 members of its Community Depository Institutions Advisory Council (CDIAC) and the president and vice president of the council for 2015. Waco bank executive **S. Boyce Brown** has been selected as a member of the council in 2015.

Brown serves as chairman and president/CEO for Extraco Corporation, Waco, and chairman of the board for Extraco Banks, N. A., Temple.

**John B. Dicus**, chairman, president/CEO of Capitol Federal Savings Bank, Topeka, KS, will serve as president in 2015. **Michael J. Castellana**, president/CEO of SEFCU, Albany, NY, will serve as vice president.

CDIAC advises the Federal Reserve Board on the economy, lending conditions, and other issues of interest to community depository institutions. Members are selected from representatives of commercial banks, thrift institutions, and credit unions serving on local advisory councils at the 12 Federal Reserve Banks. One member of each of the Reserve Bank councils serves on CDIAC, which meets twice a year with the Fed Board in Washington, DC 🏡

## Retired Dallas Operations Officer Arthur Skaggs Atkinson Dies

Retired Dallas banker **Arthur Skaggs Atkinson** died on October 2 at age 90.

Atkinson was born in Florence, TX, on December 2, 1923. He moved to Dallas in 1942 and worked at Frito-Lay until beginning his banking career at Texas Bank & Trust in the 1960s. He served in bank operations and rose to the officer level. In the early 1970s he joined Oak Cliff Bank & Trust as a vice president. He retired in 1986 as senior vice president in charge of teller operations for successor Republic Bank Oak Cliff 🏡



Brown

## Tarver Joins Happy State Canyon as Vice Pres/CLO

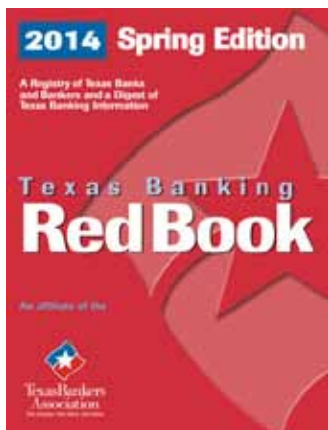
J. Pat Hickman, chairman/CEO of Happy State Bank & Trust in Amarillo, has announced the hiring of **David Tarver** as vice president and commercial loan officer in the Canyon market.

Tarver has 18 years of banking experience with an emphasis on agriculture lending. He most recently served as branch president for Wellington State Bank in Childress.

He is a graduate of Texas Tech School of Banking and the Management Development Program with Texas Bankers Association. He attended Clarendon Junior College and Tarleton State University.

Tarver is a civic and community volunteer. He has served as a city councilman and served many years as a volunteer firefighter. He is a Rotarian and currently serves as vice chair for the Clarendon College Foundation Board. In addition, he serves on the Texas Bankers Association Leadership Counsel 🏡

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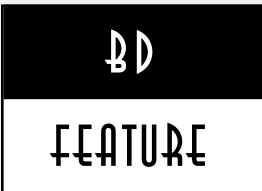
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**BANK DIRECTORS**

**Bank Directors in North Carolina and Elsewhere Breathe a Sigh of Relief**

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American Association of  
Bank Directors (AABD)  
Washington, DC  
[www.aabd.org](http://www.aabd.org)



On September 10, 2014, a Federal District Court in North Carolina dismissed the

suit by the FDIC to recover losses related to the failure of state-chartered Cooperative Bank from its board of directors. The FDIC brought three claims for relief against Cooperative's board: negligence, gross negligence, and breach of fiduciary duties.

The Court found that the business judgment rule applies in North Carolina and shields bank board members from liability on ordinary negligence and breach of fiduciary duties claims. Stating that the business judgment rule provides that corporate directors are presumed to act with due care and in good faith in the best interest of the corporation, the Court found that the rule imposes essentially a gross negligence standard.

In applying the business judgment rule in this case, the Court found no evidence that the directors were engaged in self-dealing, fraud, or any other conduct that might constitute bad faith. As an important part of its analysis, the Court also found that the board employed a 'rational process' in its decision-making and acted with a rational business purpose.

In fact, the court cited prior regulatory CAMELS ratings of 2 for management, asset quality, and market risk sensitivity as proof that the board had followed a rational process in its decision-making. That is, inasmuch as the examiners (banking experts) gave the bank satisfactory ratings after examining the details of management's decisions on loan applications and other business matters, directors (who are not experts equivalent to examiners)

should appropriately presume that their overall supervision of management and bank operations was acceptable to the regulators.

It is important to note in this regard that the Court endorsed the methodology of reviewing the bank's overall decision-making process to assess the board's rational process, rather than looking at each individual decision (i.e., loan granting, asset disposition, etc., involving 86 loans cited by the FDIC).

Additionally in this case, the Court went on to find that the actions of the board can be attributed to a rational business purpose, even though there clearly were risks. The Court recognized that the mere existence of risks in the loan portfolio cannot be said to indicate irrationality on the board's part. The Court said that the board did not display a conscious indifference to risk and there was no evidence to suggest that it did not have an honest belief that its decisions were in the Cooperative Bank's best interests.

Finally, the Court went on to refute as "absurd" the FDIC's claims that the

bank's board and management were more prescient than the nation's top bank regulators and economists in foreseeing the Crisis of 2008, and that they should be held accountable for disregarding the risks that they deemed foreseeable. The Court stated that it was unfair that big banks considered 'too big to fail' were given government assistance after their failures, while smaller ones were aggressively pursued by the government for reimbursement of losses.

On October 2, 2014, the FDIC filed an appeal of its loss in this case to the U.S. Fourth Circuit of Appeals. AABD will keep its members advised of the outcome of this appeal. Please feel free to contact either David Baris or Rich Whiting of AABD for further information; telephone: 202/463-4888.

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<http://aabd.org/bank-directors-north-carolina-elsewhere-breathe-sigh-relief/>

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## Iaconopelli Elected to Board for TrustTexas Bank

**Shay Iaconopelli**, chief development officer and executive vice president of



*Iaconopelli*

TrustTexas Bank, Cuero, has recently been elected to the boards of directors for TrustTexas Bank, SSB, and its parent holding company.

She joined the bank in 2003. Her expertise in strategic planning has been instrumental in the bank's corporate growth and development into new markets, as well as developing customer relationships through new products and marketing programs.

Iaconopelli received an undergraduate degree from Texas A&M University, a master's degree from Houston Baptist University, and is a graduate of The Southwestern Graduate School of Banking at SMU.

She has been active in many community organizations, including serving on the boards for the Greater New Braunfels Economic Development Foundation and the Cuero Chamber of Commerce, and is a past chair of the Texas Bankers Foundation 🏡

## Integrity Bank Houston Ups Schuette, Moves Springer

Charles M. "Mack" Neff Jr., president/CEO of locally-owned Integrity Bank, SSB, Houston, announced the promotion of **Kaley Schuette** to banking officer and commercial lender. She will handle a variety of business and individual loans from the bank's 4040 Washington Ave. location in Houston. She has a BBA degree in finance from Texas A & M University. She is also actively involved in Junior Achievement and Financial Women in Texas.

Neff also announced that **Chris Springer**, promoted to banking officer and commercial lender earlier this year, has relocated to the southeast branch in Pasadena at 6025 Crenshaw Rd. He will continue to help cultivate and maintain customer relationships. He is also involved with Junior Achievement.

Integrity Bank, SSB, serves both individuals and businesses through three locations in the Houston area. The seven-year-old bank has an additional branch in The Woodlands 🏡

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## BancorpSouth Bank Names Eklund to Friendswood Team

BancorpSouth Bank, Tupelo, MS, has opened a second loan production office in the Houston market in the suburb of Friendswood. The bank has named its LPO team which includes **Ruth Eklund**, senior vice president and commercial lender; **Jennifer Shaffer**, assistant vice president, bank manager and lending assistant; and **Petra Soares**, customer service representative.

BancorpSouth initially opened an office in temporary office space just over five months ago in a Southwest Houston location. The office recently moved to its new location at 699 S. Friendswood Dr., Ste. 107. The move enhances the bank's reach to the Pearland, Alvin, Clear Lake/Webster, League City, and Galveston markets, while continuing to generate commercial business from the Houston market in general.

Eklund has over 35 years of commercial banking experience, serving as a banking center president, real estate lender, and compliance officer. She most recently served at Prosperity Bank in Houston and is a graduate of the ABA Compliance School.

Shaffer has over 23 years of banking experience as a branch manager and consumer retail lender.

Soares is an experienced customer service representative and teller supervisor.

BancorpSouth Chairman/CEO Dan Rollins, commenting on the Friendswood team's progress, said, "Ruth Eklund and her teammates are off to a solid start closing nearly \$30 million in new loans."

BancorpSouth Bank currently operates 19 full-service banking locations in East TX with almost \$1 billion in net loans and more than \$800 million in total deposits. The bank recently opened a loan production office in Sugar Land 🏡

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ARKANSAS

**Straessle Is Relyance Little Rock Market Pres**

**David Straessle**, who had been Little Rock market president for First Security Bank of Searcy since 2011, was hired in September to do the same job for Relyance Bank of Pine Bluff, reported *arkansasbusiness.com*.



**Straessle**

Just as he did when he left Centennial Bank to join First Security, he took **Chris Johnson** and **Russ Martin** with him.

Relyance CEO Chuck Morgan said he needed to put a good team in place because the bank is about to open its first Little Rock branch in the former Simmons First National Bank branch facility at 11000 Financial Centre Pkwy. Relyance's parent company, Jefferson Bancshares Inc., purchased the branch facility earlier this summer 🏠

**Still Promoted to SVP, Arvest in Fayetteville**

Arvest Asset Management has announced that **Barbara Still** has been named senior vice president. She is currently a senior regional investment officer working in the Downtown Square location in Fayetteville.



**Still**

Still joined Arvest in 1996 and became the regional investment officer for the Fayetteville, Springdale, and Siloam Springs banks in 2006 and became a senior regional investment officer fully dedicated to Arvest in Fayetteville in 2014.

Still has a BS degree from the University of Arkansas, is a fully licensed investment advisor, and holds the Certified Financial Planner® and Certified Wealth Strategist® designations 🏠

LOUISIANA

**OFI Commissioner Ducrest Reappointed to Fed Council**

State banking supervisors have reappointed **John P. Ducrest**, commissioner



**Ducrest**

of the Louisiana Office of Financial Institutions (OFI), to serve on the Treasury's Financial Stability Oversight Council (FSOC). He has served as the Conference of State Bank Supervisors

(CSBS) representative to the FSOC since March 2012. His new term will expire in September 2016.

Ducrest has served as OFI commissioner since June 2004 and served as chairman of CSBS in 2011. He joined the OFI in 1985 as financial examiner, rising to deputy chief examiner and eventually commissioner. He is a CPA, a certified fraud examiner, and a certified examinations manager 🏠

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## Haskin and Castilla Named to Top 25 Powerful Women in Banking by American Banker Magazine

Two Oklahoma City metro-area businesswomen have received national recognition for their leadership in the banking industry, according to *The Journal Record*.



Haskin

**Jane Haskin**, president/CEO of First Bethany Bank, and **Jill Castilla**, president/CEO of Citizens Bank in Edmond, are rare exceptions in a field dominated by men, but both said the next generation has the potential to crush that stereotype in OK.



Castilla

“Maybe we don’t see nearly as many women bank presidents currently, but what’s exciting to me is that there are a lot coming up through the ranks in Oklahoma who will be in those positions in the very near future,” said Haskin, who was identified as one of

the 25 most powerful women in banking by *American Banker* magazine.

Castilla earned a place on the magazine’s list of 25 women to watch. *American Banker* quoted Castilla as saying that women have a slight advantage in banking because they are allowed to be slightly more emotionally vulnerable and less ego-driven in getting the job done. She also credited her work at the Federal Reserve Bank of Kansas City in helping her develop the confidence to stand out.

“We have a lot of talented up-and-comers in the ranks, and future generations in banking will include a much larger percentage of female leadership,” Castilla told *The Journal Record*. “There are only a handful here in Oklahoma, and we’re a pretty progressive state. We clearly don’t have enough right now. But if you look nationwide, only one of the top 20 banks is led by a woman.”

Haskin and Castilla said many other female executives in OK banking deserve recognition, including **Jacque Fiegel**, COO of Prosperity Bank in Oklahoma City; **Kim King**, CEO of First State Bank of Noble; and **Kathryn Ivey**, senior vice president of Shamrock Bank in Coalgate 🏠

## Gray Joins Grand Bank, Bixby Branch as SVP

Grand Bank in Tulsa has appointed **Ken Gray** executive vice president of commercial lending at its new location in Bixby, 8200 E. 101st St. South, Ste. A.



Gray

A native Tulsan, Gray has more than 40 years of OK banking experience. He is a graduate of North-

eastern State University in Tahlequah. He has served on the boards of directors for the Bixby Chamber of Commerce and the Jenks Chamber of Commerce 🏠

## ARIZONA

### Danner Joins Washington Federal as AZ Banking Mgr

Veteran AZ banker **Benjamin J. Danner** has joined Washington Federal as vice president and AZ business banking division manager. He previously served as executive vice president at First Scottsdale Bank and senior vice president of commercial lending at Commerce Bank of Arizona in Scottsdale 🏠

### Owsianny Is Private Banker, National Bank of Arizona

**Jerry Owsianny** has recently been hired as senior private banker at National Bank of Arizona in Phoenix. He will serve as a private banking relationship manager.

Owsianny has more than 14 years experience as a private banker. He served for more than 10 years as a private banker at Wells Fargo Bank in the wealth management group 🏠

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- George Eliot

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## Pilgrim Bancorporation to Acquire North Central Texas Bancshares, Expand Footprint from NE TX to Panhandle

Lonnie “Bo” Pilgrim, *Chairman Emeritus* of Pilgrim Bancorporation, Mount Pleasant, and Pilgrim Bank, Pittsburg, and Bert Williamson, chairman of North Central Texas Bancshares Inc., Iowa Park, announced in September that they have signed a definitive agreement for Pilgrim Bancorporation to acquire North Central Texas Bancshares, the parent of State National Bank of Texas. State National has nine offices in Iowa Park, Wichita Falls, Electra, Holliday, Vernon, Archer City, Windthorst, and Decatur. Under the terms of the agreement, Pilgrim Bancorporation will acquire all of the common stock of North Central Texas Bancshares Inc.

The transaction has been approved by the boards of directors for both companies. The acquisition is subject to customary conditions, including

the approval of the shareholders of North Central Texas Bancshares and bank regulators. Closing is expected in the first quarter of 2015, with banks to merge operations in mid-2015.

As of June 30, 2014, State National Bank of Texas, founded in 1932, had total assets of \$240 million. At the same date, Pilgrim Bank, founded in 1911, had total assets of \$386 million.

Upon completion of the transaction, the combined bank will have combined assets of approximately \$626 million and 16 locations stretching from northeast TX to two Panhandle locations in Wellington and Clarendon.

**Ken Pilgrim**, chairman of the board of directors for Pilgrim Bank, said the acquisition of North Central Texas Bancshares will “expand our presence along the (U.S.) Highway 287 west corridor.” 🏠

## Triumph Bancorp, Dallas, Files for a \$100 Million IPO

Dallas-based Triumph Bancorp, which offers community banking, factoring, and speciality lending, on September 22 filed paperwork with the SEC to raise up to \$100 million in an initial public offering.

Triumph Bancorp initially filed confidentially on August 8. The company plans to list its common stock on the NASDAQ under the symbol TBK. Sandler O’Neill and Evercore Partners are the joint bookrunners on the deal. No pricing terms were disclosed.

The article Triumph Bancorp filed for the IPO originally appeared on IPO investment manager Renaissance Capital’s web site, [www.renaissancecapital.com](http://www.renaissancecapital.com).

Triumph Bancorp operates two community banks, Triumph Savings Bank, SSB, Dallas, and Triumph Community Bank, Bettendorf, IA. It also offers factoring and speciality lending under commercial finance, healthcare finance, business capital, and capital advisors subsidiaries.

The company, which was founded in 2010, booked \$73 million in net interest and noninterest income for the 12 months ended June 30, 2014 🏠

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**Home Federal Cuts Ribbon For New Bossier City Branch**

Home Federal Bank, Shreveport, a subsidiary of Home Federal Bancorp Inc. of Louisiana, recently held a ribbon cutting for a new branch at the intersection of Hwy. 80 and Stockwell Road in Bossier City. The branch amenities include drive-



through banking and a 24-hour ATM. The Stockwell Road location offers customers both personal and business banking services, as well as wealth management services.

**Jim Barlow** (center with scissors) is Home Federal's president/CEO

**IBERIABANK Corp to Acquire Florida Bank Group, Tampa**

IBERIABANK Corp., Lafayette, on October 3 announced a deal to acquire Tampa-based Florida Bank Group Inc. in a \$90 million transaction. IBERIABANK will pay \$39.4 million in cash, plus \$47.1 million in stock and \$3.5 million in invested stock options. Completion of the transaction requires necessary approvals and is expected to close in the first quarter of 2015.

**Daryl G. Byrd**, IBERIABANK's president/CEO, said in a release the acquisition will provide IBERIABANK an initial entry into the Tampa Bay market. "With the addition of the Florida Bank Group, we will extend our brand throughout the west coast of central and south Florida and into Jacksonville in northeast Florida," he said.

Florida Bank, founded in 1985, was formerly known as the Bank of St. Petersburg. As of June 30, 2014, it had 13 branches, including eight in Tampa, three in Jacksonville, and one each in Tallahassee and Sarasota, and total assets of \$524 million. The bank focuses on small business lending.

IBERIABANK acquired two other FL banks in 2009, the Century Bank in Sarasota and Orion Bank in Naples. In 2012, it purchased Florida Gulf Bankcorp in Fort Myers

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**FHLB PROPOSED RULE**

**Proposed Rule to Revise FHLB Membership Requirements**

A rule proposed by the Federal Housing Finance Agency (FHFA) would revise the requirements for financial institutions to apply for and retain membership in one of the 12 Federal Home Loan Banks.

The proposed rule would revise FHFA's existing bank membership regulation to ensure that members maintain a commitment to housing finance and that only eligible entities can gain access to bank advances and benefits of membership, the agency said.

The comment period was previously set to close on November 12, 2014, 60 days after publication in the *Federal Register*. The comment period will now close on January 12, 2015. [www.fhfa.gov](http://www.fhfa.gov)



# CHARTER ACTIVITY

## Arizona

### BRANCHES

The **OFFICE OF THE COMPTROLLER OF THE CURRENCY** has received an application by Wells Fargo Bank, N. A., Sioux Falls, SD, for a branch at 3949 E. Chandler Blvd., Phoenix.

## Arkansas

### BRANCHES

The **ARKANSAS STATE BANK DEPARTMENT** has approved an application by Benefit Bank, Fort Smith, for a branch at the NWC of Hwy. 412 and Founders Park Dr., Springdale.

The **ARSBD** has preliminarily approved an application by Bank of the Ozarks, Little Rock, for a branch relocation from 11102 Rodney Parham Rd. to 11121 Rodney Parham Rd., Little Rock.

The **ARSBD** has filed an application by Central Bank, Little Rock, for a branch at 5000 W. Markham, Little Rock.

The **ARSBD** has filed an application by Arvest Bank, Fayetteville, for a branch relocation from 621 Oak St. to 810 Factory St., Conway.

The **OCC** has received an application by The First National Bank of Fort Smith for a branch at 2636 E. Joyce Blvd., Ste. #1, Fayetteville.

### MERGERS AND ACQUISITIONS

The **ARSBD** has filed an application by Bank of the Ozarks, Little Rock, for a merger with Intervest National Bank, New York, NY.

The **ARSBD** has filed an application by Southern Bancorp Bank, Arkadelphia, for a merger with Bank of Bolivar County, Shelby, MS.

## Oklahoma

### BRANCHES

The **OCC** has approved an application by The First National Bank in Altus for a branch relocation for Frazier Bank, a division of First National Bank in Altus, from 3540 S. Boulevard, Ste. 175, to 3823 S. Boulevard, Edmond.

## Texas

### BRANCHES

The **OCC** has approved an application by Cadence Bank, N. A., Birmingham, AL, for a branch relocation from 9595 Six Pines Dr., Ste. 1500, to 1925

Hughes Landing Blvd., Ste. 200, The Woodlands.

The **TEXAS DEPARTMENT OF BANKING** has approved an application by Jefferson Bank, San Antonio, for a branch at 1111 Goliad Rd., San Antonio.

The **TXDB** has approved an application by The Bank of San Antonio for a branch relocation from 800 E. Sonterra Blvd., Ste. 140, to 277 N. Loop 1604 E., San Antonio.

The **TXDB** has received an application by Prosperity Bank, El Campo, for a branch at 1205 N. Navarro St., Victoria.

### MERGERS AND ACQUISITIONS

The **TXDB** has received an application by Pilgrim Bank, Pittsburg, for a merger with State National Bank of Texas, Iowa Park.

The **FEDERAL DEPOSIT INSURANCE CORPORATION** has received an application by Branch Banking and Trust Company (BB&T), Winston-Salem, NC, to acquire certain assets and to assume certain liabilities of 41 full service branches and one limited service facility of Citibank, N. A., Sioux Falls, SD, located in Allen, Arlington, Caddo Mills, Coppell, Dallas, Ft. Worth, Frisco, Garland, Grapevine, Highland Village, Houston, Humble, Irving, Katy, Plano, McKinney, Midland, Odessa, Pasadena, Shenandoah, Southlake, Sugar Land, and Webster

## BANK FAILURES

### 2014 Bank Failures Decline, Lower Cost to FDIC Fund

Regulators closed two banks during the third quarter of 2014, upping the number of 2014 failures to 14. In comparison, six banks were closed in the third quarter of 2013 and 22 banks were closed through September 30 in 2013.

Only two banks in the seven-state *Bankers Digest* coverage area have failed YTD 2014: The Freedom State Bank, Freedom, OK, on June 27 and The Bank of Union, El Reno, OK, on January 24.

The FDIC has relied less on loss-share agreements to complete its failed-bank transactions of late, according to a report by SNL Financial (<http://www.snl.com/InteractiveX/Article.aspx?cdid=A-26445549-12328>). None of the 14 government-assisted transactions this year included a loss-share agreement, while three of the failures in 2013 included those agreements. In 2012, 20 failures included loss-share agreements.

Failures YTD 2014 have cost the FDIC's deposit insurance fund less than previous years. The median cost to the fund at the time of announcement as a percentage of the failed banks' assets is 14% in 2014 to date, down from 22% for full year 2013 and 21% in 2012



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**MARKET PRESIDENT IN COLORADO SPRINGS** needed. Retail and lending experience desired. Great opportunity for the right person. Send resume to Sharon@babich.com or call 972-802-7638 or 469-223-9885 for additional information.

**SR. SBA LENDERS** for bank paying some of the highest commissions in the industry with the flexibility to work from one of our offices nationwide, an executive suite, or home. Must be top producers. Please call or email Kevin@Babich.com at 214-515-7606.

**PORTFOLIO OPERATIONS SPECIALIST** needed for a community bank in Dallas. Must have retail banking experience. 2-5 years of CRE/SBA underwriting support experience. Call Elizabeth at 214-515-7609 or send resume to Elizabeth@babich.com, twitter.com/babichGreatJobs, https://www.linkedin.com/in/elizabethmurphy10

**COMMUNITY LENDER:** Bank in Eastern New Mexico Community has management succession opportunity and less-hectic lifestyle. Institution prefers banker from the NM region or West Texas. Mark Mitchell, 972-335-9009, www.lonestarsearch.net.

**WEST HOUSTON/SUGAR LAND:** Regional Independent Bank seeks highly-experienced, local Commercial Lender to lead both markets in new growth. Very strong compensation package, car, local decision-making. Mark Mitchell, 972-335-9009, www.lonestarsearch.net.

**\$400M independent community bank** in East Texas has an opening for a **COMPLIANCE OFFICER**. Must have compliance experience. Send resume in confidence to bankersdigest@bankersdigest.com, subject line Box D-5.

**Peoples State Bank, Shepherd, TX,** is seeking an experienced **COMPLIANCE/BSA OFFICER**. Must be able to independently manage all areas of this program. Send resume to pame@psbtexas.com

**UNITY NATIONAL BANK OF HOUSTON** has the following open positions: **SENIOR CREDIT ANALYST:** accounting/finance degree and completion of a formal credit training program required. Minimum 2 years banking underwriting experi-

ence required. Minimum 1-2 years supervisory experience preferred. Requires advanced oral/written communication and computer skills. Ability to prepare financial statements spreadsheets and review appraisals of collateral. **ACCOUNTANT:** accounting/finance degree with minimum 1 year banking experience or 5+ years accounting and back office banking experience. Requires excellent oral/written communication and computer skills. Ability to research and resolve complex problems. Competitive salary with benefits including 401k. Only qualified applicants will be considered for these positions. Please e-mail resume and salary requirements to UBank@unitybanktexas.com

**A \$250 Million Dollar Bank in Dallas, Texas** is seeking a **CHIEF CREDIT OFFICER** responsible for providing support and direction in the development and management of the bank's loan portfolios. Duties include establishment and monitoring of credit policies and procedures designed to ensure compliance with regulatory guidance and industry



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best practices, providing guidance to lending officers on analytical considerations, structural recommendations, approval processes, legal documentation, and servicing matters; managing credit support staff including documentation specialists, relationship managers, loan officers, and credit analysts; coordinating regulatory audits and loan review examinations (as related to credit risk management); analyzing portfolio risk, mix, concentrations, and diversification; performance of loan portfolio analysis including calculation of the allowance for loan losses, impairment assessments, and CRE stress testing; and preparation of reports ensuring that management and the board of directors are apprised of loan portfolio risks and performance. The position plays an integral part in identifying and minimizing the bank's credit risk exposure and providing asset quality oversight. Complete credit analysis, loan underwriting, and processing activities for commercial and producer accounts. 10-15 years experience required. Respond to [bankersdigest@bankersdigest.com](mailto:bankersdigest@bankersdigest.com), subject line Box O-3.

San Angelo area financial institution is accepting applications for a CREDIT DEPARTMENT SUPERVISOR. Experience required, college degree a plus. Individual will supervise loan documentation preparation, loan funding, loan monitoring and reporting, participating in daily loan meetings, etc. Salary commensurate with experience. Credit report and background check will be obtained. Send resume and salary requirements to P.O. Box 3370, San Angelo, Texas 76902. EOE/M/F/D/V/AA.

North Collin County community bank seeks an experienced GENERALIST LENDER. The ideal candidate would have experience in Real Estate, C & I, SBA and Consumer Lending. Work in a supportive atmosphere where you are respected for your abilities and accomplishments. The bank offers a competitive package of salary and benefits. Please respond to [bankersdigest@bankersdigest.com](mailto:bankersdigest@bankersdigest.com), subject line Box O-2.

SR TRUST OFFICER in Odessa, TX, needed. Trust management experience and existing portfolio strongly

## Commercial Lender

***Extraco Banks is seeking a Commercial Lender to join our team.  
This position is located in Waco.***

### **Summary:**

The Commercial Lender is a relationship manager who builds brand awareness and supports sales delivery through focused relationship building with strong, low risk business and commercial real estate clients and prospects. Through proactive probing and value-added financial conversations, you will have the opportunity to identify and propose optimum solutions for customers while contributing to the Bank's profitability, growth, and service objectives.

### **Responsibilities and Duties:**

Work closely with Commercial and Credit teams to analyze potential loan opportunities, participate in business development efforts, participate in the community oriented and professional organizations in support of brand and culture values and CRA initiatives, all in support of accomplishing the defined goals of the Waco Region.

### **Education:**

Bachelor's degree with emphasis in Finance, Accounting or Economics, MBA preferred

### **Experience:**

Five plus years banking experience with emphasis in commercial lending

### **Personal Characteristics:**

- Excellent verbal and written communication and time management skills necessary
- Ability to adapt very quickly with changes in environments (both external and internal)
- Ability to persevere and be accountable for time deadlines

### **Requirements:**

- Strong presentation, project management and organizational skills
- Strong understanding of accounting terms and principal and ability to read and interpret financial statements to include: tax returns (individual and business), balance sheets, income statements, cash flow schedules, statement of owner's equity
- Good skills in proper loan structure, legal documentation necessary to perfect lien, and portfolio management of past dues, exception resolution, etc.
- Ability to develop strong business relationships with internal and external customers

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First Financial Bank in Granbury, TX, has an opening for a SENIOR VICE PRESIDENT COMMERCIAL LENDER. Successful candidate will have strong credit skills, proven leadership abilities, and desire to be part of the community and senior management team. Interested

applicant may contact Vickie Pettit at [vpettit@ffin.com](mailto:vpettit@ffin.com) for more information or apply online at [www.ffin.com](http://www.ffin.com). AA/EEO/Veterans/Disabled Employer.

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