

Hear ye, hear ye

# The Town Crier

OFFICIAL NEWSLETTER OF TOWN & COUNTRY BANK



Town & Country  
BANK

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## TOWN & COUNTRY BANK WELCOMES ADB BANK DEPOSITORS

On December 31st, Town & Country Bank will assume the remaining deposits of Cedar City-based ADB Bank. The deposit assumption will consist of core deposits under \$2 million and is contingent upon final regulatory approval. Town & Country will acquire certain performing loans from ADB, as well.



ADB Bank is a wholly-owned subsidiary of the Leavitt Group. ADB will continue under the name Allegiance Premium Finance Company as a non-bank premium finance operation serving Leavitt Group customers. ADB Bank, founded in 2005, is healthy and has well-served its depositors. The institution's bank status is being voluntarily surrendered to allow opportunities for the parent company not otherwise possible should it continue to own a bank. ADB Bank directly repaid all depositors except the Leavitt Group affiliated accounts being assumed by Town & Country. ADB is paying Town & Country an amount fully sufficient to assume and administer ADB's few remaining deposits. Town & Country's assumption of ADB's remaining deposits helps facilitate a swift conclusion of ADB's bank status.

Dane Leavitt, the Leavitt Group's Chairman and CEO indicates: "We are grateful for the opportunity this transaction has given our organization to get to know Town and Country Bank. We are impressed by Town & Country's leadership, their vision, and Town & Country's model of extraordinary service. We look forward to being among the bank's customers."

A reception was held at ADB Bank's office on November 30th that gave transitioning customers a chance to meet key officers of Town & Country Bank—namely, CEO

Bruce Jensen, Chief Lending Officer West Martin, and Business Development Officers Wendy Holt and Shannon Walker. Town & Country Director Jim Bingham also attended. Jim made the introductions that helped facilitate the transaction.

Town & Country Bank CEO Bruce Jensen says, "Being able to assist Leavitt Group Enterprises with the closing of ADB has been a blessing to Town & Country in many ways—not the least of which has been the establishment of an ongoing customer relationship with one of Utah's true 'gold standard' companies. We anticipate a long-term affiliation with Leavitt Group that will include both depository and credit facilities."

## Bank Officers Speak At Chamber

Continuing the roll out of Town & Country's new Women's Banking Group, CEO Bruce Jensen and Vice President Wendy Holt delivered a lively presentation on the topic to the St. George Area Chamber of Commerce on November 15th.



*CEO Bruce Jensen and VP Wendy Holt  
at Chamber of Commerce luncheon*

The presentation also chronicled the growing list of innovative products and services offered by Town & Country, including Concierge Banking, the Town Card™ and free Business Courier. Citing U.S. Census Bureau data that

shows 22% of all Washington County businesses are owned by women, Bruce and Wendy outlined the bank's robust package of banking services offered to this demographic. Town & Country is the first community bank in Southern Utah (and possibly the entire state) to offer Women's Banking services.

In less than four months, the bank has acquired a total of 30 Women's Banking Group customers with deposits of nearly \$404,000 and loans totaling \$422,500.

## Bank's Hitching Post Becomes Functional

Customers and bank team members could scarcely believe their eyes when a monster truck was spotted last month tethered to Town & Country's iron hitching post. At the initial sighting, Elsa Picklesimer, an Executive Assistant at the bank, thought to herself, "What horsepower!"



*Big truck "secured" to Town & Country Bank's hitching post*

The Chevy 2500 Heavy Duty Duramax Engine truck belongs to Kyle Sullivan, who was in the bank because his brother, Braden Sullivan, is a bank customer.

For much of America's history, the old fashioned hitching post was a fixture on city streets when horses provided most local transportation. Town & Country celebrates American heritage in much of its architecture, design and branding. The antique cast iron horse's head and pole were acquired at minimal cost from ebay.com as the new bank structure was being planned.

## Bank Announces Holiday Hours

In observance of the Christmas holiday, Town & Country Bank will close at 3PM on Friday, December 24th, and will be closed on Saturday, December 25th.



The bank will also be closed on New Year's Day, Saturday, January 1, 2011.

## Message From The President

The holiday season is upon us, and with it comes a host of longstanding American traditions: trimming the Christmas tree, decking the home with lights, sending out cards and eating lots of sweet things we ordinarily wouldn't (at least that's what we tell ourselves). We see a lot of poinsettia plants, nutcrackers and advent calendars, and we don festive red and green apparel to get us in a jolly mood.

For most of us, the real joy of the season lies in our renewal of deep ties we have with family and loved ones. Like the final scene of the perennial Christmas movie favorite, *It's a Wonderful Life*, part of the essence of Christmas is all about coming together in love and giving of ourselves to express that love. Of course, the notion of Christmas gift giving follows in the tradition of the Magi, who offered their presents of gold, frankincense and myrrh to the baby Christ child on the very first Christmas.



Might I suggest this year that you consider giving a Christmas gift of a savings account for your child or grandchild? When I landed at college as a freshman in 1969, my grandmother presented me with a savings passbook (remember those?) showing a hefty balance. The account had been set up in my behalf many years before, and my grandma had contributed generously to it over the years. I have never forgotten that wonderful gesture—and boy, did it come in handy to a starving student!

You can open such a savings account at Town & Country Bank under a Payable on Death (POD) arrangement. With a POD account, you retain ownership and designate a beneficiary, who receives the full account balance at your passing, or whenever you wish to transfer direct ownership. Because you control the account, you can remove or change the beneficiary at any time, should the need arise.

Savings account rates fluctuate with the market, so balances will begin earning at higher rates when the economy eventually drives up interest rates.

Stop by and visit one of our Concierge Bankers today, and discover how easy it is to give such a meaningful gift. There are many other gifts you can give a child, but long after the jack-in-the-box breaks or the doll has lost her arms, your savings account will have real impact—just like those holiday sweets we “don’t ordinarily eat”.



*Bruce T. Jensen*  
President &  
Chief Executive Officer  
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## Customer Spotlight

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**InfoWest**  
148 East Tabernacle  
St. George, UT 84770  
Tel. (435) 674-0165  
www.infowest.com



**The Internet People™**

The folks at InfoWest have provided high quality Internet services to the community since 1994. That’s right, 1994! As one of the first Internet providers in Utah, InfoWest has always been on the cutting edge of Internet technologies. InfoWest was the first provider in Southern Utah to offer 56K dialup services and is now providing High Speed Wireless Broadband, Telephone, Hosting and Fiber Optic services to thousands of homes and businesses.

With a stable number of 25 employees and a steady growth rate since they opened their doors, InfoWest has managed to meet each new change in the industry and maintain a solid market share despite the influx of both small competitors who employ cutthroat marketing tactics and large competitors with national sales teams and budgets. One of their largest competitive advantages has been to maintain a face in the community. While much larger firms

serve local customers from headquarters in other states, InfoWest maintains a presence in their offices in Cedar City and St. George. Loyal customers still like to come by to drop off their bills, have a technician check their computers, and chat face to face with the front desk personnel.



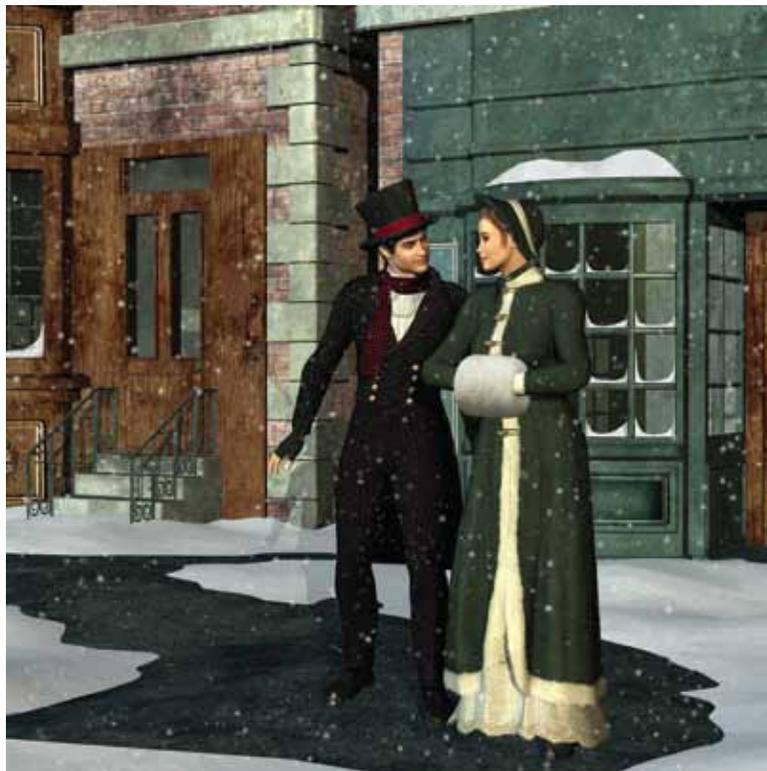
*InfoWest corporate office at 148 West Tabernacle*

The company has met industry changes at every turn beginning with 14.4, then 28.8, then 56.8 dialup service. By 1997 they had graduated to an early test phase of I-Cable with a local cable company. Shortly after came early DSL with dry copper circuits. Early adapter companies felt they needed to be on the cutting edge, and InfoWest responded. By the year 2000, the e-commerce bubble had burst. But unlike the multitudes of dot.com companies starting with just an immature idea, InfoWest had in its short life created a solid business model. A solid core of young employees continued to bring their innovative genius and keep the business not just growing but thriving.

Like any company, InfoWest will never be able to sit back and say they have “made it”. Kelly and Randy have managed to maneuver and thrive through the rapids of overwhelming customer demand, competition at every turn and breathtaking innovation. Common sense decisions and their philosophy of being up front honest and doing the right thing have stood them well. Today InfoWest continues to grow and expand its operations moving further north into Provo and Salt Lake with its fiber optic services and into Nevada with its high speed wireless service.

InfoWest enjoys banking with Town and Country because they each share a common philosophy. Says Kelly Nyberg, “We both do our very best to take care of every customer and understand that it is our service and reliability that sets us apart.” Likewise, Town & Country appreciates its partnership with this innovative and well run local firm. Hats off to InfoWest!

It's the simple pleasures that count in life.



*Happy Holidays!*



**Town & Country**  
BANK

*Where banking is a simple pleasure*



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