



TRUXTON TRUST
A PRIVATE BANK

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IN THIS ISSUE...

- First Quarter Earnings
- Dividend Declared
- "Why I Named Truxton Trust as Executor and Trustee"
- Benefits of Using a Corporate Executor and/or Trustee
- Meet the Newest Truxton Team Members

FIRST QUARTER 2016 A GREAT FIRST QUARTER TO ANOTHER YEAR

Truxton Trust experienced another positive quarter and continued consistent growth. For the first quarter of 2016, we reported consolidated net income of \$1,122,320, a 12% increase as compared with \$1,000,852 for the first quarter of 2015. Earnings per fully diluted share for the quarter totaled \$0.42 versus \$0.38 for the same period in 2015.

As of March 31, 2016, we reported total assets of \$412.4 million a 17% increase from March 31, 2015. Over the same period, total loans increased 11% to \$261.5 million, while deposits grew 26% to \$347.6 million. Our estimated Tier 1 leverage ratio was 10.12%.

Non-interest income for the first quarter was \$2,069,000, compared to \$1,874,000 for the same period in 2015, a 10% increase. Tangible book value per share for the first quarter was \$16.69 compared to \$15.30 at the same time a year ago.

"We are thrilled with the initial gains made in the first quarter of 2016," said CEO, Tom Stumb. He continued, "We have experienced excellent loan and deposit growth and continue to see a consistent non-interest income increase. A big thank you to our dedicated employees and devoted clients; we hope to continue this outstanding development into the second quarter and the rest of the year." ▪

DIVIDEND DECLARED

On April 21, 2016, Truxton Trust announced that its Board of Directors approved a semi-annual cash dividend of \$0.36 per common share payable June 29, 2016 to shareholders of record as of June 8, 2016. This represents a 20% increase over the 2015 cash dividend. ▪



CHAIRMAN'S CORNER

WHY I NAMED TRUXTON TRUST AS EXECUTOR AND TRUSTEE IN MY WILL

By Tom Stumb

Several years ago, I modified my will to name Truxton Trust Company as sole executor and sole trustee. Today, I will take this opportunity to explain why. It boils down to two simple reasons. Basically, 1) I adore my wife and children; and 2) I don't know what toils and snares life may have in store for them after I'm gone nor the date when I might become gone.

Since we began this grand adventure called Truxton over 12 years ago, I've had a front row seat observing the thought process(es) employed by individuals and families blessed with significant wealth, as they deliberate on how their wealth might be best managed. Throughout this time, there has been one constant: in estate planning, virtually all people aspire to have a will that will promote and protect family harmony and peace. Another way to say this would be that, according to the overwhelming majority of our clients, the number one, top priority is to have an estate plan that gives their family the best possible chance of enjoying Thanksgiving dinner together for decades to come.

We frequently get calls from folks inquiring what our fees are for settling estates and/or for trust services. While the quick answer is: "our fees are competitive," it concerns me greatly how often people making important estate planning decisions are focused too much on price vs value. I had an employee just this week ask me where she should take her car to get some body work done. She had been rear ended and wanted to make sure she got it fixed right. I referred her to the family owned place where I've taken my vehicles for the past 15 years; they aren't the cheapest but

they consistently do excellent work and they stand behind it. Executor and trustee selection should be at least as important as vehicle repair, and I would argue this is a fact not just my opinion.

Based on everything I know today, my will is designed to treat my wife and children as well and as fairly as my financial circumstances might allow. My selection of Truxton as executor and trustee is based on a confidence that our people will do their very best to do the right thing every day after I'm gone, no matter how much the circumstances of any individual member of my family might change and especially during those times in the future when big decisions will have to be made. And I don't want my wife or kids to have to figure out if Truxton's fees are reasonable in the days following my passing. Settling a complex estate requires many hours of work by highly experienced people. It isn't cheap. As a founder of this company, I do not have any sort of discounted deal either. My estate will be settled at our normal rate for this service. I want it done right and I know the folks here will treat my family fairly. Similarly, it gives me great peace of mind knowing that Truxton will serve as trustee for my family after I am gone. For less than what many firms charge for only investment management services, Truxton will provide my family with comprehensive wealth management services ad infinitum. I don't want the least expensive provider of these services. I want the best value, and I am not only confident that Truxton will deliver tremendous value, but I also regard my selection as a tremendous gift to my family. ■

THE BENEFITS OF USING A CORPORATE OR INSTITUTIONAL EXECUTOR AND/OR TRUSTEE

By Jamie Nicholson

Trusts and estates comprise the material component of an individual's legacy. Accordingly, most people invest considerable expense and energy in planning for the disposition of assets. However, the plan is only valuable to the extent that it is faithfully and properly executed. Trusts and estates vary nearly as widely as the individuals who write them. While for some, the plan is simple enough to be well executed by a trusted individual, many benefit from hiring an institution to serve as trustee or executor. An institution, such as Truxton Trust, brings a unique combination of experience, objectivity, knowledge, permanence, compliance, and reliability that an individual cannot offer all at once.

Experience

Institutions with trust powers manage trusts and estates on a daily basis. This experience offers a unique familiarity with trusts, taxes, assets, and estate-planning strategies. Such institutions are also well-versed on the legal responsibilities of executors and trustees, thus offering a deeper level of experience required for such roles.

Objectivity

Corporate trustees and executors take unwanted emotions out of the equation. Unlike the potentially sticky situation where a family member or friend is responsible for all decision-making, institutions ensure trust and estate instructions are followed objectively and faithfully. This form of objectivity allows family to be family and friends to be friends, without driving uncomfortable circumstances between the parties involved.

Knowledge

Institutions like Truxton Trust are highly skilled in trust and estate administration. They routinely provide advice on investment, tax, retirement, and estate-planning issues. They also work with a wide array of professionals in their community, and thus are able to refer you to trusted attorneys, accountants, and other qualified professionals as needed. Furthermore, their team is positioned to recommend time-tested investment strategies that reflect your financial goals, risk tolerance, and long-term objectives. Such abilities add another layer of knowledge to ensure the investments stay on track to reaching your goals.

Permanence

Corporate trustees and executors do not become ill or die, go on vacation, move away or become distracted by personal concerns or emotions, as an individual trustee or executor might. They have a team of people who serve specific roles and become familiar with your circumstances. They are not victim to failing mental capabilities, thus negatively affecting their judgment. Corporate trustees and executors are able to serve you and your beneficiaries for years, thus adding a sense of permanence and stability that individuals cannot offer.

Compliance

These institutions are regulated by both state and federal agencies. They are subjected to internal and external audits. Your wealth is protected on multiple levels, both at the internal institutional level and at a pervasive external level.

Reliability

Unlike an individual, corporate trustees and executors give their full attention to managing estates and trust assets because it is their job. They are employed by you to serve you and your family.

This list only scratches the surface of explaining the benefits that corporate trustees and executors bring to your table. By employing a corporate trustee or executor you are checking boxes an individual alone cannot fulfill, no matter their intelligence or thoroughness. ■

WELCOME TO THE TEAM



Tamara "Tami" Schoepflein

Tami joined Truxton Trust in March as Vice President of Communications to lead all aspects of the firm's communications, including brand, marketing, and digital strategy. Tami joined Truxton Trust after spending six years at Chicago-headquartered Nuveen Investments, a \$230 billion asset manager, serving as E-Marketing Manager. Originally from Scottsdale, AZ, and more recently Chicago, IL, Tami is now a Nashville local. She is a graduate of DePaul University and her favorite restaurant is The 404 Kitchen in the Gulch.



Hank Stuart

Hank joined Truxton Trust in March as Senior Vice President, Private Banking, bringing over 25 years of banking experience. Hank joined Truxton Trust from CedarStone Bank in Lebanon, TN, where he previously served as Executive Vice President and Senior Credit Officer. Previous to CedarStone, Hank served as Group Vice President at SunTrust Bank. Hank is a Nashville native, a graduate of Auburn University, and his community involvement includes Fellowship of Christian Athletes and his church. He is married to his college sweetheart, Tracie, and they have three children. His favorite restaurant is Lockeland Table. ■



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