

## First State Bank

### Texas' Oldest State Bank – A North Texas Legacy

When a boat mechanic decided to open a marine dealership in northern Texas, his biggest challenge was finding a lender. The year was 1973, and Dick Wallace had little collateral, but an insightful knowledge of the industry and a solid work ethic. First State Bank believed in Wallace and his son, Joe, enough to lend them \$40,000 to buy land and a \$25,000 line of credit to buy boats. Three generations later, North Texas Marine is one of the largest boat dealerships in the country, thanks to the company's long-standing association with a bank that looks beyond the bottom line.

"I do business based on relationships and trust, and I cannot imagine a scenario in which I would change banks," Joe Wallace says.

Local ownership and management have been a tremendous benefit to First State Bank's customers throughout North Texas. With experienced, senior bank officers in every branch, customers are able to get definitive answers quickly and have concerns resolved on the spot.

"As a locally owned bank, we are able to provide exceptional and highly personalized service," says Ben Hatcher, president. "We grow up with our customers. We go to church with them. We are their neighbors, and that makes a difference."

First State Bank's (FSB) strong ties to North Texas are also manifested through its support of local charities. In addition to donating a significant portion of its annual budget, FSB is one of the largest providers of man-hours and facilities to not-for-profit agencies. Since its completion in 2007, the First State Bank Conference Center, a state-of-the-art facility with banquet and meeting rooms, commercial kitchen and fitness center, has been used more than 50 percent of its time by local charities, at no charge.



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"We operate on the belief that if it is good for our community, it is good for the bank," says Tim Turbeville, chief operations officer.

First State Bank, the oldest state bank in Texas, has benefitted from consistent management since it first opened in 1905. Five generations later, FSB proudly serves customers in several cities along the Interstate 35 corridor, with the same commitment to customer and community service that it has brought to the table for over a century. Unlike many other banks,

FSB enjoyed great success in 2008, and is on track for what could be its most successful year, in 2009. That is one reason why, at a time when many smaller banks are being gobbled up by larger ones, First State Bank wants to keep the business local.

"This is a living heirloom," says Ryan Morris, senior vice president, and great-great grandson of Frank Morris, Sr., one of the co-founders of First State Bank. "My family, and many others, have put their blood, sweat and tears into First State Bank. I take my responsibility to preserve its legacy very seriously."

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