



**Paragon**  
NATIONAL BANK

# the Shield *of excellence*

## Paragon Reports Positive Momentum During 7th Annual Shareholders' Meeting

While shareholders, directors, and employees were gathered at the Dixon Gallery and Gardens, on May 15 for the 7th Annual Shareholders' Meeting, reports were presented that reflected profitability was maintained over the last five quarters. The meeting highlighted the key accomplishments and financials from 2011 as well as the areas of focus for 2012.

Official business began with the election/re-election of Nap Cassibry, Mike Edwards, Rob Hussey, and J.T. Novarese to the Board of Directors. Also, Crowe Horwath was ratified as Independent Registered Public Accounting Firm for 2012.

### *2011 accomplishments:*

- › Dealing aggressively with credit issues
- › Building the core earnings capacity of the bank
- › Increasing loans and deposits through new customer relationships
- › Repositioning the loan portfolio to include more business lending, resulting in Paragon's being rated by the U.S. Small Business Administration as the number-one business-lending community bank in Memphis

### *2011 financials:*

- › Net interest margin increased from 3.36% to 3.64%
- › Core non-interest income increased by 7%
- › Core non-interest expense decreased by 5%
- › Capital ratios increased without assistance from government-sponsored programs or loans; Tier 1 capital ratio at 13.85%
- › Core deposits increased with DDA balances at nearly 16% of the bank's total assets
- › Checking account volume grew; the total number of these accounts has increased 13%

### *Other 2011 highlights:*

- › Appointment of Lewis Perkins as Chief Financial Officer and Executive Vice President
- › Recipient of 2011 Corporate Neighbor of the Year Award by Volunteer Mid-South's Corporate Volunteer Council
- › Donation of more than \$11,000 and over 1,000 food items to Mid-South Food Bank during the 4th Annual Student Food Drive
- › Support of numerous non-profits in 2011, including the Memphis-Midsouth Affiliate of Susan G. Komen for the Cure®, the Make-A-Wish Foundation of the Midsouth, and the Memphis Child Advocacy Center

"Mike [Mike Edwards, Paragon President] and I couldn't be more proud of the efforts our Board Members and Team made in 2011," said Robert Shaw, Paragon CEO. "Last year, we made it a top priority to reduce our classified assets while furthering our investment in our customers and the community. Those efforts are directly reflected in our sustained profitability over the last five quarters." Shaw stated that the goals for 2012 include placing emphasis on substantially reducing the level of classified assets while maintaining a strong capital position and exceeding the operating budget.



*Marshall Talley, Nap Cassibry, Wayne Littleton, Chris Saenger and Gordin McMurtry at the 2012 Shareholders' Meeting*

### Paragon Mobile Banking Apps Go Live!



Building on the improvements to Paragon's mobile banking in the past years, this past month Paragon announced the release of the mobile banking apps for the iPhone and Android. These apps give customers fast, free, and secure access to accounts on the go.

From these apps, Paragon customers will be able to monitor multiple accounts, check account balances, pay bills, transfer between accounts and between financial institutions, and receive alerts from their accounts.

Paragon Mobile Text and Paragon Mobile Web are two other functions of mobile banking that are available to customers. For more information and step-by-step instructions, visit [bankparagon.com/mobilebanking](http://bankparagon.com/mobilebanking).

# SPOTLIGHT:



Maurice Buring

After a short time talking with Maurice Buring at Agri-Industrial Supply Inc., it is easy to see what Maurice views as paramount to running a successful business and living a full life – relationships. Between his commitment to customer service, his family, and the Memphis community, Maurice Buring is a man who strives to run a successful business while keeping his priorities straight.

Maurice began his business career in the agriculture industry and has stayed there ever since. He got his start working part-time for Temco his junior year of college, eventually moving to a full-time position as Purchasing Director. After a few years of learning the ropes of the agriculture industry at Temco, Maurice worked for a bearing company. Then, on April 1, 1983, Maurice joined his partner, the late Louis Bell (of blessed memory), and combined their agricultural and bearings experience to form Agri-Industrial Supply Inc. Maurice still maintains a steadfast business and personal relationship with the Bell family. Agri-Industrial relies on Paragon to help finance the pre-season orders that come in between October and January. Farm dealers order products that might not be paid for until after harvesting their crops in April, May, or June. Maurice comments on his relationship with Paragon as “a win-win situation. You can’t do it on your own. If I don’t have the bank to help, I don’t progress our business.”

Agri-Industrial has now grown exponentially and serves farm dealers in the southeast United States as well as Russia, Latvia, Bolivia, Nicaragua, and other dealers around the globe. If there’s one aspect Maurice credits for his success, it is relationships. “Business isn’t all about the hard sell. It’s having relationships, and we do have good relationships with our guys,” he says. “If a customer says he received something wrong, we just say OK and we’ll take care of it. The customer comes first.” Agri-Industrial prides itself on its attention to the details of the customer. They try to sell as many domestic products as possible, and customers start calling in June for Agri-Industrial’s original barbecue sauce that the company sends out each summer. Gordin McMurtry, Senior Vice President of Commercial Lending, is quick to credit Maurice’s ingenuity and creativity in the agriculture business as an important

part of his success, “One of the unique things about Maurice is he doesn’t just resell somebody else’s product. He comes up with unique ideas that give him an advantage.” Maurice once again emphasizes the relationships he has found at the bank, “We went to Paragon and it’s that relationship that you have...I wouldn’t want to go anywhere else.”

The relational aspect of Maurice’s business extends from Agri-Industrial’s family-oriented nature. His daughter Audrey, son Eric, and brother Don are all involved in the family business in one facet or another. Maurice also puts every man to shame for his 40th anniversary gift to his wife Libby. Their first date was a Chicago concert, and what better way to celebrate 40 years of marriage than by bringing Chicago back to Memphis. Maurice says, “At our forty-year wedding anniversary, I said, ‘Let’s do something special. Let’s get Chicago.’ She said, ‘You’re crazy.’” (continued on page 6)

## Easing Tax Season Stress with CPA Day Tradition



Paragon Team Members, including Gordin McMurtry, Janie Day and Dorothy Cleaves, offered Memphis area CPA firms a break on a day during the busy tax season with cookies and ice cream.



## Safe Deposit Box Special

Receive 50% off on the first year rental of a new safe deposit box.\*

Call 901.273.2900 to get started or inquire. Offer expires November 30, 2012.

\* Discount available only to customers with existing or newly opened accounts or loans.

## Sterling Banking Offers Monthly Casino Trips

Don't forget that casino trips are available once a month through Paragon's Sterling Banking Program. Total cost is \$20, which includes lunch and \$5 playing money.

Upcoming Trips include:

September 19 to Sam's Town

October 17 to Fitz

Holiday trip to come in early December!

For more information and to sign up for a trip, contact Rita Fiduccia at rita.fiduccia@bankparagon.com.

## Team Paragon Grants 7th Wish



9-year-old Sheyla's wish for a complete room makeover was granted thanks to the help of at least 38 Paragon employees, Carriage Tours of Memphis, Eden Spas, Malco Theatres, Inc., St. Agnes students, Monograms by Cie, Miss Collierville, and Miss Teen Collierville.

Team Paragon successfully made Paragon National Bank's Fountain Place location fit for a princess honoring Sheyla with a night that included the Paragon Pop Idol Contest, a carriage ride with a prince, and a life-size game of Pretty Princess. Sheyla is pictured here with Cinderella, Prince Charming, her family, and members of Team Paragon.



## Grove Park Welcomes Bodine Students



Debby Allen, Vice President and Manager of Paragon's Grove Park location, led the 1st and 2nd grade classes of the Bodine School on a tour of the location, teaching students about the daily functions of a bank. Students brought coins to be counted in Paragon's coin counter at the Children's Banking Center.

## Team Paragon Donates to LifeBlood



Rita Fiduccia donates blood during Employee Appreciation Week.



# Community Involvement

## St. Agnes Senior Art Show and Reception



*Janis McCarty's senior AP art students visited Paragon's Fountain Place location for Paragon's 7th annual Senior Art Show. Nine students had art featured at the show, which was on display at Fountain Place through the month of May.*

## Paragon Supports the Memphis Child Advocacy Center Bear Cubby Program



*Paragon is proud to support the work of the Memphis Child Advocacy Center (MCAC), a non-profit organization that serves children who are victims of abuse. In this picture, Paragon Team Members Wayne Littleton, Lewis Perkins, Gordin McMurtry, Robert Shaw, Andy Taylor, Bank Director Chris Saenger, Charlene Franklin, and Marshall Talley christened the Paragon cubby on the bear wall, where children receive a teddy bear when they enter the MCAC.*



## Handmade Blankets Delivered to Le Bonheur



*During Employee Appreciation Week, Paragon Team Members worked together to make cuddly, handmade blankets for the children of LeBonheur Children's Hospital to make their rooms brighter and more homey. Lisa Word, Deborah Howell, Nadine Goldin, Tracey Thesmar, and Haley Overcast delivered the blankets to children from 3-weeks to 20-years old in the Cardiovascular Intensive Care Unit and the Intermediate Care Unit.*

## Help Prevent Account Fraud with Online Banking's Paperless Statements

If you want an easy, convenient and secure way to bank, sign up for Paragon's Online Banking. This feature allows Paragon Customers to monitor all of their accounts, anytime, and is essential for catching fraudulent activity early and keeping it from escalating. You can also view your transactions, pay bills, and transfer money through Online Banking. Enrolling in Paperless Statements via Online Banking is not only good for the environment but also helpful in preventing identity theft by eliminating paper statements which can be stolen. Visit [bankparagon.com](http://bankparagon.com) to get started!

## Director's Corner: Ed Roberson

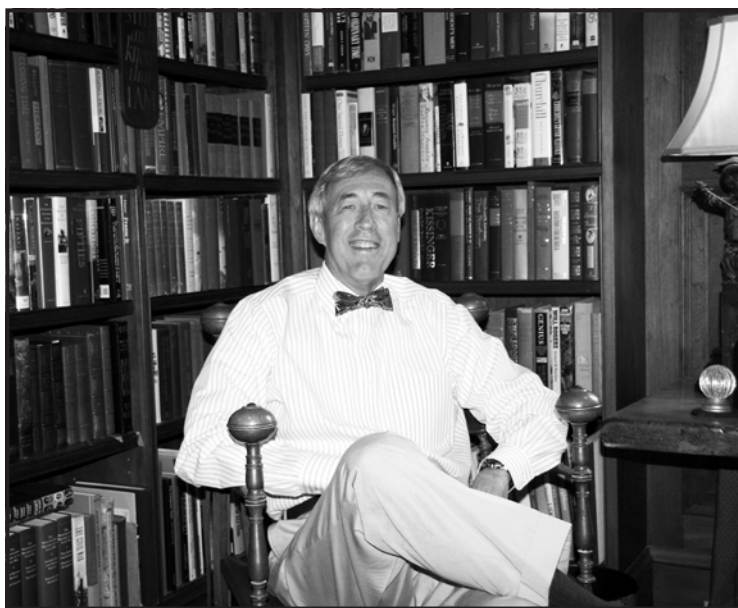
While Paragon Board Member, Ed Roberson, comes equipped with the credentials and resume of a successful accountant and businessman, it becomes evident after spending a few minutes talking with him that his interests in community, business, and Memphis run far and wide.

Born and raised in a small town in North Carolina, Ed's first job was at the ripe age of 8, picking up peaches off the packinghouse floor. The time he spent on the packinghouse floor paid off, as his first feel for management and business was during his college years when he eventually became manager of that same peach-packing operation. Ed cites this as his first feel for leadership, that gave him "a lot of good personnel management skills. I learned a lot just from dealing with people at that point in time."

After graduating from the University of North Carolina at Chapel Hill, Ed entered the Army and spent time in Vietnam. Upon his return, he went to graduate school at the University of Georgia and then went to work at Peat, Marwick, Mitchell & Co. (now KPMG). One of the many benefits of Ed's time at KPMG was observing many business enterprises through the audit and tax processes. Here he learned to discern the difference between "well managed good operating companies as opposed to those that are not so, why they are well managed and what some of those characteristics are." Eventually Ed was transferred to Memphis from Greensboro, NC, to head up the KPMG tax department. It was here in Memphis that the opportunity came for Ed to move to Conwood LLC as Vice President. Eventually, Ed rose to President of Conwood LLC, and he remained in that position for 9 years.

Now Ed is retired and divides his time between various financial, medical, and community boards including Paragon National Bank. Ed has served on Paragon's Board of Directors since its inception. From Paragon's beginnings, Ed was adamant that it be a place drastically different from other Memphis banks. He recalls that the first day Paragon opened, he

*"You've got to be willing to accept risk and you're going to fail. I've done that and will probably do it again. But you've got to give it that shot."*



Ed Roberson

said to the employees, "I can go into another bank's branch to make a deposit and, not only do they not speak to me, they don't even look at me. Learn the customers' names, greet them, be friendly, provide that extra degree of service that is missing today." When asked what he thinks sets Paragon apart from other Memphis banks, Ed responds, "It's the people, it's the feeling of warmth, the service."

Ed's past board involvement includes Goodwill Industries, United Way, and an 11-year rotation at Methodist Le Bonheur Healthcare where he was Chairman of the Board. As evidenced by his time at Le Bonheur, Ed has an interest in the medical field. He also serves on the Board of Protea Biosciences and has started companies that deal with everything

from electronic medical records to glioblastoma brain cancer research with drugs in preclinical trials at Duke University Medical School. In addition, Ed has a heart for the public health of Memphis, "I've gotten involved in the School of Public Health at the University of Memphis. We've got such a huge health problem here, and it's not that we don't have the care. It's the preventative side of it."

When asked what advice he would give to young people starting businesses, he says, "Listen. Learn. Don't be afraid to seek help. Work hard. You've got to be willing to accept risk and you're going to fail. I've done that and will probably do it again. But you've got to give it that shot." As a man with a long resume

## Customer Appreciation Day



L to R: Elizabeth Smith, George Daley, Beverly Timberman, Diane Roten at Saddle Creek

On July 3, we gave a big "Thank You!" to our customers with cookies and water in our lobbies. You are the best customers in Memphis. We appreciate your business!

## Customer Spotlight: Agri-Industrial (continued from page 2)

Crazy, maybe, but nonetheless, Maurice and Libby celebrated their 40th anniversary this past June on stage singing with Chicago.

But relationships with Maurice extend further than business customers or even family to the Memphis community. In addition to serving on the Foundation of the Ave Maria Home, Maurice has spent every Saturday for the past 29 years volunteering at the Memphis Jewish Home. Throughout these years, Maurice has missed only one Saturday. When asked why he does what he does, he replies, "You only go around once. It makes you look at life differently, I look at life differently." He first got involved at the Memphis Jewish Home simply helping on Saturdays with religious services and the luncheons. Then one day a woman told Maurice he was the only reason she came out of her room on Saturdays. Maurice says, "I can't imagine myself anywhere else on Saturday but the home. I have one son that goes now and two grandchildren go every Saturday. To see the five-year-old and two-year-old go shake hands with all the residents...that's a pretty good thing."

Paragon shares Maurice's outlook on life and on the agriculture business that "people ought to know each other by their voice, their handshake, their face." Maurice speaks highly of the relationship he has had at Paragon, specifically with people like Gordin McMurtry and Liz Joyner, emphasizing the need to have people who understand. "I appreciate everything Paragon has done. They helped with my house, and they helped with my building, and you have had good people work for you." Paragon is proud to have played a part in the success story of Agri-Industrial.



## Locations:

### Paragon Place

*Poplar at Massey*

6300 Poplar Avenue, Suite 117  
Memphis, TN 38119

### Fountain Place

*Poplar at Valleybrook*

5400 Poplar Avenue, Suite 150  
Memphis, TN 38119

### Grove Park

*Poplar at Grove Park*

4515 Poplar Avenue, Suite 150  
Memphis, TN 38119

### Saddle Creek

*Poplar at Germantown*

7600 Poplar Ave  
Germantown, TN 38138

### Telephone:

901.273.2900

### Branch Hours:

8:30 am–5:00 pm, Mon–Thu  
8:30 am – 6:00 pm, Fri

### ATM:

24 Hours/7 days a week

### Paragon Direct:

901.333.0260  
24-Hour Voice Response Unit

### Online Banking:

bankparagon.com

### Mailing Address:

P.O. Box 2022  
Memphis, TN 38101-2022



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MEMBER FDIC

## New Smiles at Paragon:



Sue Ann Boehme  
Financial Services  
Associate



Haley Overcast  
Marketing Coordinator



Jarmila Reed  
Credit Analyst



Debby Vandevender  
Mortgage Loan  
Coordinator



Congratulations to Emily Friedman who was recently promoted to Senior Vice President of Commercial Lending.



Paragon President and COO, Mike Edwards, was recently named the Chairman of the Board for the Memphis Symphony Orchestra. Congratulations Mike!



## Future Paragon Customers:



Jonathan Hayes Cullum  
Son of Ashley Cullum,  
Business Development



Mason Grey Gifford  
Grandson of Cary, LPL  
Investment Advisor  
Representative, and Debby  
Allen, VP and Grove Park  
Banking Center Manager



Lauren Kelli Reed  
Daughter of Jarmila  
Reed, Credit Analyst



## Five-Year Anniversary

Congratulations and thanks to Patricia Robinson, who celebrated her five-year anniversary on March 28!